



Marketability Class Table Spring 2018

A unique tool to efficiently help you make a prudent choice of lease car.

Alphabet continuously analyses the cost of use of all cars on the market. The operating cost of each model is determined by the cost of maintenance and repair, the estimated residual value and the list price. Cars with low repair and maintenance costs and a high estimated residual value are the most common ones. Which is why we advise you to include such vehicles in your car policy. In addition, we also listed the CO₂ emissions. Given the increased environmental interest, sustainable cars are at an advantage. Moreover, cars with low CO₂ emissions provide a more favourable tax deduction. **In short, this practical overview helps you and your drivers to make an optimal and economically viable choice.**

How to read this table?

The table shows only the most common lease cars. The cars are divided into 6 categories: Compact, Economy, Business, Business+, Executive and Luxury. Per model, the marketability class and the energy label is provided, along with the available body styles and engine/transmission options. The tax deductibility is based on the most popular versions of each model.

The marketability classes of other cars and/or models may be obtained on request. Alphabet reserves the right to make intermediate adaptations as marketability classes are always a snapshot.

CO₂ emission Diesel/Hybrid

Colour codes	From (g CO ₂ /km)	To (incl.) (g CO ₂ /km)	Tax deductibility
1	0	0	120%
2	0	60	100%
3	61	105	90%
4	106	115	80%
5	116	145	75%
6	146	170	70%
7	171	195	60%
8	196		50%

CO₂ emission Petrol/Hybrid

Colour codes	From (g CO ₂ /km)	To (incl.) (g CO ₂ /km)	Tax deductibility
1	0	0	120%
2	0	60	100%
3	61	105	90%
4	106	125	80%
5	126	155	75%
6	156	180	70%
7	181	205	60%
8	206		50%

CO₂ emission Electric

Colour codes	Tax deductibility
1	120%

