

MARINHA DO BRASIL
COMISSÃO NAVAL BRASILEIRA EM WASHINGTON
FORMALIZAÇÃO DA DEMANDA
Processo Licitatório nº 01/2022 (Pregão Eletrônico).

NUP: 63150.00000082/2022-11.



| | |
|--|------------------------------------|
| Organização Militar Responsável pela Solicitação da Demanda: Adidância Naval do Brasil nos EUA. | |
| Responsável pela Demanda: Capitão de Mar e Guerra Mario Soares Lobo Junior | |
| E-Mail: lobo.junior@marinha.mil.br | Telefone: +1(55) 2022382824 |

1. DESCRIÇÃO DO OBJETO.

O objeto da presente Licitação é a contratação de Lease de 01 veículo, tipo sedan, o qual será destinado ao uso funcional da Adidância Naval Brasileira nos Estados Unidos da América.

1.1 Descrição do veículo:

- a) Tipo Sedan;
- b) 4 portas;
- c) 4 cilindros;
- d) Motor Híbrido (2.0 no mínimo);
- e) Ar-Condicionado e aquecimento;
- f) Apple CarPlay/Android Auto Integration;
- g) Sistema de alarme e anti-roubo;
- h) Entrada inteligente com bloqueio automático Walkway;
- i) Janelas e espelhos elétricos;
- j) Câmera retrovisora de múltiplos ângulos;
- k) Freios ABS;
- l) Assistente de Motorista (Driver-Assistive);
- m) Volume de carga: acima de 400 litros;
- n) Milhagem de combustível estimada (elétrico): 50mpg Combinado cidade/rodovia ou melhor;
- o) All-Season Floor Mats;
- p) Leather-Trimmed Seats;

A small, handwritten mark or signature in the right margin of the page.

(Formalização da Demanda do Pregão Eletrônico 06/2021.....)

q) Distância entre-eixos mm superior a 2.950 mm; e

r) All wheel drive (AWD).

2. CONDIÇÕES DO LEASE

2.1 O veículo será licenciado, pelo Departamento de Estado para a Adidância Naval do Brasil nos Estados Unidos com **Status Diplomático**.

2.2 O lease em tela está isento de impostos devido ao referido status diplomático. A identificação da isenção fiscal será fornecida mediante solicitação no momento da celebração do contrato de lease.

2.3 O veículo deve ser entregue impreterivelmente **em 05 de fevereiro de 2022**, na sede da Adidância Naval do Brasil nos Estados Unidos, 3006 Massachusetts Avenue, NW, Washington, DC 20006.

2.4 Ao final da locação, no prazo de 36 meses, o veículo será restituído à contratada, sem opção de compra.

2. JUSTIFICATIVA DA CONTRATAÇÃO:

2.1 A Adidância Naval não possui dotação de veículos adquiridos por compra, assim como não há oficina e pessoal especializado em sua lotação para realizar os serviços de manutenção.

2.2 Neste sentido, tendo em vista a particularidade local, a locação se mostra como uma ótima alternativa, sendo a mais vantajosa para atender as demandas das viaturas da AdiNavEUA.

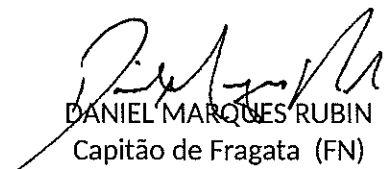
3. PREVISÃO DE AQUISIÇÃO.

A previsão de aquisição da viatura é para 05FEV2022.

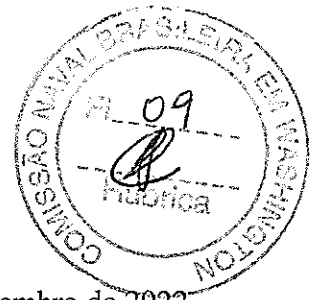
4. FISCALIZAÇÃO DO CONTRATO.

A execução do contrato será fiscalizada pela CC (T) Ana Carolina Vaz de Oliveira.

Washington, DC, 14 de janeiro de 2022.


DANIEL MARQUES RUBIN
Capitão de Fragata (FN)
Encarregado da Divisão de Material e Serviços Gerais

MARINHA DO BRASIL
COMISSÃO NAVAL BRASILEIRA EM WASHINGTON



S/N

Em 05 de dezembro de 2022.

COMUNICAÇÃO INTERNA

Do: Encarregado da Divisão de Material e Serviços Gerais
 Ao: Encarregado da Divisão Licitações e Acordos Administrativos
 Via: Chefe do Departamento de Administração e Apoio
 Chefe do Departamento de Obtenção *Per 05/04/22*
 Assunto: Processo de Licitação para o Leasing de Viaturas

1. Devido ao término do Acordo Administrativo com a Empresa responsável pelo leasing da viatura Honda Accord que se encontra junto à Adidância, previsto para 05FEV2022, encaminho o mapa comparativo de preços de viaturas para novo leasing.

2. Outrossim, participo que a Adidância solicitou que o leasing seja de 36 meses, com 15.000 milhas por ano de limite (coluna 2 do mapa abaixo):

| RAZÃO SOCIAL | VEÍCULO | 15K MILHAS 24 MESES | 15K MILHAS 36 MESES | 20K MILHAS 24 MESES | 20K MILHAS 36 MESES |
|--------------------|----------------------------|---------------------|---------------------|---------------------|---------------------|
| BMW OF FAIRFAX | 2022 530e xDrive Hybrid | \$1.194,00 | \$883,84 | \$1.304,00 | \$993,84 |
| BMW OF FAIRFAX | 2022 745e xDrive Hybrid | \$1.948,00 | \$1.434,41 | \$2.058,00 | \$1.544,00 |
| BMW OF FAIRFAX | 2022 530 xDrive | - | \$853,84 | - | - |
| USAL | 2022 Camry XLE Hybrid | \$811,00 | \$693,00 | \$830,00 | \$705,00 |
| HONDA OURISMAN | 2022 Accord Hybrid EX-L | \$842,00 | \$659,00 | \$883,00 | \$699,00 |
| HONDA OURISMAN | 2022 Accord EX-L | - | \$655,00 | - | - |
| HONDA OURISMAN | 2022 Pilot EX-L | - | \$741,00 | - | - |
| FITZGERALD TOYOTA | 2022 Avalon Limited | - | \$897,43 | - | - |
| FITZGERALD TOYOTA | 2022 Avalon Limited Hybrid | - | \$891,84 | - | - |
| FITZGERALD TOYOTA | 2022 Highlander XLE Hybrid | - | \$705,03 | - | - |
| LEXUS OF ROCKVILLE | 2022 Lexus ES 300h Hybrid | \$1.198,00 | \$908,00 | - | - |

| OBSERVAÇÕES | |
|--------------------|---|
| BMW OF FAIRFAX | Manutenção não inclusa. |
| USAL | Manutenção inclusa nos primeiros 2 anos ou 25k milhas. Extensão por \$19 por mês. |
| HONDA OURISMAN | Manutenção inclusa por todo período do contrato. |
| FITZGERALD TOYOTA | Manutenção inclusa nos primeiros 2 anos ou 25k milhas. |
| LEXUS OF ROCKVILLE | Manutenção não inclusa. |
| CONTATOS | |
| BMW OF FAIRFAX | Thomas Cavey – thomas.cavey@bmwoffairfax.com - 703-245-3905 |
| USAL | Steve Jones – steve@usalservices.com - 703-716-0137 |
| HONDA OURISMAN | Ernesto Mitre – emitre@ourisman.com - 703- 832-2470 |
| FITZGERALD TOYOTA | Steve Yang – yangsu@fitzmall.com - 301-928-7582 |
| LEXUS OF ROCKVILLE | Christopher Mendez – christopher.mendez@ourisman.com – 240-855-2177 |

[Assinatura]
DANIEL MARQUES RUBIN
 Capitão de Fragata (FN)
 Encarregado da Divisão de Material e Serviços Gerais

Cópias:
 CNBW-10, 30

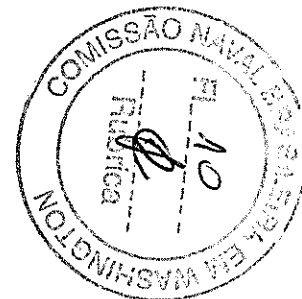
| MAPA COMPARATIVO | | | | | |
|---------------------------------|----------------------------|------------------------------|------------------------------|------------------------------|------------------------|
| LEASING VIATURAS FEV E ABR 2022 | | | | | |
| RAZÃO SOCIAL | VEÍCULO | 15K MILHAS 24 MESES | 15K MILHAS 36 MESES | 20K MILHAS 24 MESES | 20K MILHAS 36 MESES |
| BMW OF FAIRFAX | 2022 530e xDrive Hybrid | \$1.194,00 | \$883,84 | \$1.304,00 | \$993,84 |
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| HONDA OURISMAN | 2022 Accord EX-L | - | \$655,00 | - | - |
| HONDA OURISMAN | 2022 Pilot EX-L | - | \$741,00 | - | - |
| FITZGERALD TOYOTA | 2022 Avalon Limited | - | \$897,43 | - | - |
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| FITZGERALD TOYOTA | 2022 Highlander XLE Hybrid | - | \$705,03 | - | - |
| LEXUS OF ROCKVILLE | 2022 Lexus ES 300h Hybrid | \$1,198.00 | \$908.00 | - | - |

OBSERVAÇÕES

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| USAL | Manutenção inclusa nos primeiros 2 anos ou 25k milhas. Extensão por \$19 por mês. |
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| LEXUS OF ROCKVILLE | Manutenção não inclusa. |

CONTATOS

| | |
|--------------------|---|
| BMW OF FAIRFAX | Thomas Cavey – thomas.cavey@bmwoffairfaix.com - 703-245-3905 |
| USAL | Steve Jones – steve@usaiservices.com - 703-716-0137 |
| HONDA OURISMAN | Ernesto Mitre – emitre@ourisman.com - 703- 832-2470 |
| FITZGERALD TOYOTA | Steve Yang – yangsu@fitzmall.com - 301-928-7582 |
| LEXUS OF ROCKVILLE | Christopher Mendez – christopher.mendez@ourisman.com – 240-855-2177 |





0427 Lee Hwy.
Falls, VA 22031-2217
bmwoffalls.com

If you want to access this build
in the future, you'll need this
code to see your vehicle.



2.0-liter BMW TwinPower Turbo inline 4-cylinder with integrated electric motor xDrive, intelligent all-wheel drive

MSRP as built *

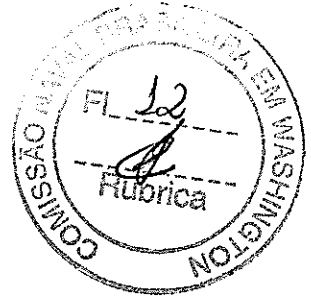
\$62,560

*Large Volume
10 to 14 ft³ Cube ft*

YOUR 2022 530e xDrive Sedan

| | |
|---|-----------------|
| Base MSRP² | |
| 2022 530e xDrive Sedan (225P) | \$57,050 |
| Design | |
| Sport (S0212) | -- |
| Exterior | |
| Dark Graphite Metallic (P0A9D) | \$950 |
| 19" V-spoke burnished air-brake grey wheels, style G35 with all-season run-flat tires (S01VP) | -- |
| Interior | |
| Ivory White Dakota Leather with contrast stitching (FLCF) | \$1,500 |
| FineLine Ridge Wood Trim (S04LF) | -- |
| Options | |
| Premium Package (S02PP) | \$2,200 |
| Front and Rear Heated Seats (S04HA) | \$350 |
| Heated Steering Wheel (S024R) | \$190 |
| Deletion of BMW Digital Key (S052Z) | -\$00 |
| Additional Costs | |
| Destination & Handling | \$995 |
| Total Price (MSRP)³ | \$63,535 |

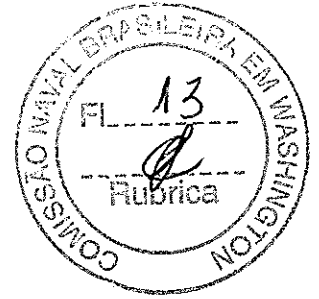
¹ MSRP as Built: Manufacturer's suggested retail price for vehicle as built excludes destination & handling fee of \$995, tax, title, license, and registration. ² Base MSRP: Base manufacturer's suggested retail price (MSRP) excludes destination & handling fee of \$995, tax, title, license, and registration. Base MSRP may vary as a result of equipment capacity restrictions. ³ Total Price (MSRP): Manufacturer's suggested retail price excludes tax, title, license, and registration. This is a configuration from BMWUSA.com. Your ability to obtain the vehicle you build depends on availability.



| | | |
|-------------------------|-------------------------|--------------------------------------|
| SA301S-FI WAQ | Quote Worksheet - Lease | rdj301 3887 |
| Quote No.: | 159091 | 16) Term: 36 |
| 1) Contract Date: | 10/29/21 | 17) Rate/Money Factor: 0.00136 |
| 2) Stock Number: | | |
| 3) Lease Institution: | BMW | 18) Total Adds to Cap: \$ 1,627.00 |
| 4) M.S.R.P.: | \$ 63,555.00 | Adjusted Cap Cost: \$ 62,601.47 |
| 5) Residual %: | 56.00% | Base Monthly Rental: \$ 883.84 |
| 6) Mileage Penalty: | | 19) Tax Rate/Amt: .0000% |
| 7) Lease-end Value: | \$ 35,590.80 | |
| 8) Initial Cap Cost: | \$ 60,845.00 | 20) Total Monthly Payment: \$ 883.84 |
| 9) Customer Cash Down: | | 21) Mileage Adjustment: |
| 10) Rebate: | \$ 1,000.00 | 22) Security Deposit: |
| 11) Cash Cap Reduction: | | 23) Total Initial Fees: |
| 12) Total Trade: | | 24) Total Upfront Fees: |
| | | 25) Total Sales Tax: \$ 134.47 |
| 13) Aftermkt/Due Bill: | \$ 995.00 | 26) Amount Due At Start: \$ 883.84 |
| 14) Service Contract: | | 27) 2nd Payment Date: 11/28/21 |
| 15) Maintenance: | | 28) Total Working Cash: |
| Command (?): | | 29) One Pay(Y/N)/Amt: N |

Enter a command, a field number, or press a function key. Enter ? for help.
 F3=Sv/EX F5=RRecall F6=Cust F7=Veh F8=Trd F10=Misc SF11=>

883.84
 110 for 20K
 4993.84 20K



BMW OF FAIRFAX
 8427 Leo Hwy.
 Fairfax, VA 22031-2212
 bmwoffairfax.com

If you want to access this build in the future, you'll need this code to see your vehicle.



3.0-liter BMW TwinPower Turbo Inline 6-cylinder with integrated electric motor xDrive, intelligent all-wheel drive

MSRP AS BUILT ¹
\$99,250

*Comp Value
 14.8 to 18.2% off MSRP*

YOUR 2022
745e xDrive

| | |
|--|------------------|
| Base MSRP ² | \$95,900 |
| 2022 745e xDrive (Z27P) | |
| Design | |
| Luxury (S0213) | — |
| Exterior | |
| Dark Graphite Metallic (P0A90) | — |
| 18" V-Spoke wheels, style 642 with all-season run-flat tires (S023G) | — |
| Interior | |
| Zagato Design Nappa Leather (FNAFZ) | — |
| FineLine High Glass Wood trim (S04B7) | — |
| Options | |
| Premium Package (S0ZPP) | \$3,000 |
| Front and Rear Heated Seats (S04HA) | \$350 |
| Additional Costs | |
| Destination & Handling | \$995 |
| Total Price (MSRP) ³ | \$100,245 |

¹ MSRP as Built: Manufacturer's suggested retail price for vehicle as built excludes destination & handling fee of \$995, tax, title, license, and registration. ² Base MSRP: Base manufacturer's suggested retail price (MSRP) excludes destination & handling fee of \$995, tax, title, license, and registration. Base MSRP may vary as a result of equipment capacity restrictions. ³ Total Price (MSRP): Manufacturer's suggested retail price excludes tax, title, license, and registration. This is a configuration from BMWUSA.com. You may need to contact the retailer to obtain the vehicle you built depends on availability.



Zimbra

francesco@marinha.mil.br

RE: BMW Fairfax

De : Cavey, Thomas J. <Thomas.Cavey@bmwoffairfax.com>

ter, 14 de dez de 2021 16:00

Assunto : RE: BMW Fairfax

Para : francesco@marinha.mil.br

Francesco,

Hi, I build a 5 series without the Hybrid option and it was only A 1k less MSRP. That would mean that the payment would drop about \$30 less a month. Please let me know what you think. Thank you.

Thomas Cavey
BMW of Fairfax
Client Advisor
Lease Manager
703 245-3905 Direct
214 682-4324 Cell
703 560-8931 Fax

From: francesco@marinha.mil.br <francesco@marinha.mil.br>

Sent: Tuesday, December 14, 2021 11:32 AM

To: Cavey, Thomas J. <Thomas.Cavey@bmwoffairfax.com>

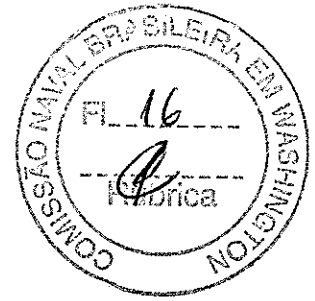
Subject: Re: BMW Fairfax

IT Security Notice: This email is from an external sender. Please exercise caution when opening attachments or clicking links.

Good Morning Thomas,

Sorry I missed your calls, actually I was on the road and I did not see when you called me. We are just wondering how much would cost a Series 5 not Hybrid, would be lower payment? We decided, it will be 36 months and 15k miles per year. Sorry to bother you with another question, and I really appreciate your attention to this matter.

Best regards,



U.S. Automotive Leasing Services, Inc.
 1524 Spring Hill Road, Unit O
 McLean, VA 22102
 ☎ (703) 716-0137 | f (703) 264-0615
 www.usalservices.com

TO: Brazilian Naval Commission in Washington
 ATTN: President of the Bidding Commission
 FROM: Stephen Jones
 DATE: 11/07/2019

SUBJECT: Lease Proposal - INVITATION FOR BID # 11/2019

Attached with this proposal is a description for several vehicles that you are requesting from us. The payments are calculated on a 24 and 36-month basis with an allowance of 15,000 and 20,000 miles per year. The over mileage charge for the lease is \$.25 per mile. All incentives are included in the payments and may change prior to delivery. We will notify you of any changes to the incentive or payment amount prior to signing the contracts. The payment amounts are as follows:

| VEHICLE TYPE | 24 MO. PAYMENT AMOUNT | 24 MO. PAYMENT AMOUNT |
|------------------------------|-----------------------------|-----------------------------|
| | 15,000 MPY | 20,000 MPY |
| 2022 Toyota Camry XLE Hybrid | \$811 | \$830 |

| VEHICLE TYPE | 36 MO. PAYMENT AMOUNT | 36 MO. PAYMENT AMOUNT |
|------------------------------|-----------------------------|-----------------------------|
| | 15,000 MPY | 20,000 MPY |
| 2022 Toyota Camry XLE Hybrid | \$693 | \$705 |

The up-front requirement for the lease is the first month's payment and any pro-rated payment if delivery is taken mid-month, both due at time of delivery. All prices are valid for 30 days from 11/02/2021. Tax and tag fees are not included and would be due if vehicle is not registered as a diplomatic vehicle and requires a State tag (i.e. New York, Maryland, D.C. or Virginia tag). If you are registering the vehicles with the Department of State and obtaining diplomatic tags, there would be no additional tax or tag fees owed to USAL.

The lease includes Toyota Care for two years up to 25,000 miles. A third year (up to 45,000 miles) of Toyota Care can be added to the three-year lease above for an additional \$19 per month. Adding the third year of Toyota Care up to 45,000 miles to the two-year lease would be \$29 per month.



1524 Spring Hill Road, unit O
McLean, VA 22102
o (703) 716-0137 | f (703) 264-0615
www.usalservices.com

Thank you for the opportunity to earn your business. If you have any questions or need any additional quotes I can be reached via phone, fax or email from the header above.

Best Regards,

Stephen Jones
C.O.O.

—
U.S. AUTOMOTIVE LEASING SERVICES, INC.
2006 Halyard Lane, Reston, VA 20191, (703) 716-0137 : (703) 264-0615 fax
www.usalservices.com
Fed Tax ID: 54-195-0694; DUNS number: 011469306
Contact: Stephen Jones, C.O.O.; Steve@usalservices.com



Bethesda, MD November 19th, 2021

Mr.

DANIEL MARQUES RUBIN
Capitão de Fragata (FN) (Commander)
Encarregado da Divisão de Material e Serviços Gerais
(Head of Material & General Services Division)
Comissão Naval Brasileira em Washington
(Brazilian Naval Commission)

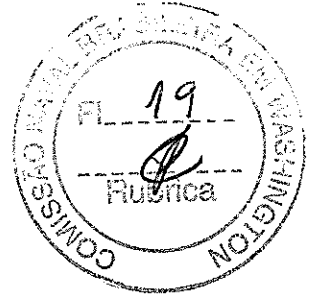
CC: Mr. FRANCESCO BORGES

BRAZILIAN NAVAL COMMISSION

Ref: 2022 Accord Hybrid EX-L Leasing – OURISMAN HONDA BETHESDA

Dear customer, in response to your request for a quote on a 2022 Accord Hybrid EX-L that complies with all the features and characteristics you required by email, please find our great offers for you.

- * Sedan 4 doors
- * Hybrid Engine;
- * Automatic Transmission;
- * Apple CarPlay integration / Android Auto Integration;
- * A/C and heating;
- * Leather-Trimmed Seats;
- * Exterior color: silver or grey;
- * Dual Zone Automatic Climate Control System;
- * Remote Engine Start;
- * Collision Mitigation Braking System;
- * Front Airbags;
- * 3-Point Seat Belts at all Seating Positions;
- * Front 3-Point Seat Belts with Automatic Tensioning System;
- * All-Season Floor Mats;
- * Trunk Tray;
- * Power windows and mirrors;
- * Parking Sensors
- * Cruise Control;



* Cargo Volume: above 15,5 Cubic feet;

* Estimated gas mileage: minimum 40 mpg city/45 mpg highway or better.

Lease Contract

* Period of contract of 24 and 36 months – no down payment

* 15k and 20k miles/year

* Maintenance package is included

| Terms | 15k miles/year | 20k miles/year |
|-----------|------------------|------------------|
| 24 Months | 842 US Per Month | 883 US Per Month |
| 36 Months | 659 US Per Month | 699 US Per Month |

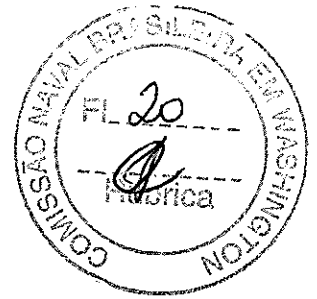
This offer is valid for cars to be delivered until 01/03/2022. Prices and Lease Terms from American Honda Finance could change for the next period 2022.

With the hope that we keep your business continue with us,

Best regards,

Omar Deen
New Car Sales Manager
4800 Bethesda Ave.
Bethesda, MD. 20814
(301) 215-4390 Office
www.ourismanhonda.com





Bethesda, MD December 10th, 2021

Mr.

DANIEL MARQUES RUBIN
Capitão de Fragata (FN) (Commander)
Encarregado da Divisão de Material e Serviços Gerais
(Head of Material & General Services Division)
Comissão Naval Brasileira em Washington
(Brazilian Naval Commission)

CC: Mr. FRANCESCO BORGES

BRAZILIAN NAVAL COMMISSION

Ref: 2022 Leasing options – OURISMAN HONDA BETHESDA

Dear customer, in response to your request for a lease quote on a 2022 Accord EX-L and 2022 Pilot EX-L.

Lease Contract

- * Period of contract 36 months - no down payment
- * 15,000 miles/year
- * Maintenance package is included
- * Sales Tax Exempt considered

| Terms* | 15k miles/year |
|------------------|------------------|
| 2022 Accord EX-L | 655 US Per Month |
| 2022 Pilot EX-L | 741 US Per Month |

This offer is valid for cars to be delivered until 01/03/2022. Prices and Lease Terms from American Honda Finance could change for the next period 2022.

With the hope that we keep your business continue with us,

Best regards,

Omar Deen

New Car Sales Manager
4800 Bethesda Ave.
Bethesda, MD, 20814
(301) 215-4390 Office
www.ourismanhonda.com



DEC 9, 2021 LEASE WORKSHEET Store 05 FAND101 M00/5030 4790

Avalon Limited Gas

| | | | | | |
|---------------------|------------|---------------------|---------|------------------------|----------|
| 1 LEASE # | 292653 | 16 RES ADDS | | 26 DOC FEE | 499.00 |
| 2 LEASE DATE | 12/09/2021 | 17 ACQ FEE | 695.00 | 27 DOC UPFRONT Y/N | N |
| 3 STOCK # | | 18 ACQ UPFRONT Y/N | N | 28 WARR PREM | 0.00 |
| 4 PRICE | 45009.00 | 19 TRADE #1 | | 29 MAINT PREM | 0.00 |
| 5 BPP/LOANER | 0.00 | 20 PAYOFF #1 | | 30 WARR UPFRONT Y/N | N |
| 6 TERM | 36 | 21 CASH | | 31 GAP PREM | |
| 7 # ADVANCE PYMT | 1 | 22 REBATE | 0.00 | 32 GAP UPFRONT Y/N | N |
| 8 RATE | 0.00165 | 23 REGISTERED STATE | MD | 33 SEC DEPOSIT | 0.00 |
| 9 DAYS | 31 | 24 COUNTY CODE | | 34 SEC DEP UPFMT Y/N | Y |
| 10 M.S.R.P. | | 25 COUNTY RATE | | TOT INIT PMT | 897.43 |
| 11 RESIDUAL | 21155 | GOVT FEES | 345.25 | ADJ RESIDUAL | 21155.00 |
| 12 ALLOW MI/YR | 15000 | TAXES | 2730.48 | 35 VALUE PRICE Y/N | N |
| 13 EST MI/YR | 15000 | RO/PG #1 | | 36 BUYER PROT PLAN Y/N | N |
| 14 CENTS/MILE BEGIN | 0.20 | INS: | | 37 LOANER CAR Y/N | N |
| 15 CENTS/MILE END | 0.25 | | | STATUS | |

(LINE#) (M=MODIFY) (?=CMD LIST)
SHIFT F1=FKEYS LEASE=US BANK

NO. PMT () EA (897.43) 897.43

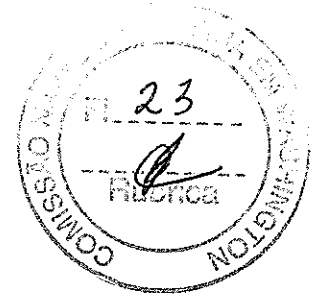


DEC 9, 2021 LEASE WORKSHEET Store 05 FAND101 M00/5030 4790

Avalon Hybrid Limited

| | | | | | |
|---------------------|------------|---------------------|---------|------------------------|----------|
| 1 LEASE # | 292654 | 16 RES ADDS | | 26 DOC FEE | 499.00 |
| 2 LEASE DATE | 12/09/2021 | 17 ACQ FEE | 695.00 | 27 DOC UPFRONT Y/N | N |
| 3 STOCK # | | 18 ACQ UPFRONT Y/N | N | 28 WARR PREM | 0.00 |
| 4 PRICE | 43984.00 | 19 TRADE #1 | | 29 MAINT PREM | 0.00 |
| 5 BPP/LOANER | 0.00 | 20 PAYOFF #1 | | 30 WARR UPFRONT Y/N | N |
| 6 TERM | 36 | 21 CASH | | 31 GAP PREM | |
| 7 # ADVANCE PYMT | 1 | 22 REBATE | 0.00 | 32 GAP UPFRONT Y/N | N |
| 8 RATE | 0.00165 | 23 REGISTERED STATE | MD | 33 SEC DEPOSIT | 0.00 |
| 9 DAYS | 31 | 24 COUNTY CODE | | 34 SEC DEP UPFNT Y/N | Y |
| 10 M.S.R.P. | 45984.00 | 25 COUNTY RATE | | TOT INIT PMT | 891.84 |
| 11 RESIDUAL | 22533 | GOVT FEES | 345.25 | ADJ RESIDUAL | 22533.00 |
| 12 ALLOW MI/YR | 15000 | TAXES | 2788.98 | 35 VALUE PRICE Y/N | N |
| 13 EST MI/YR | 15000 | RO/PO #1 | | 36 BUYER PROT PLAN Y/N | N |
| 14 CENTS/MILE BEGIN | 0.20 | INS: | | 37 LOANER CAR Y/N | N |
| 15 CENTS/MILE END | 0.25 | | | STATUS | |

(LINE#) (M=MODIFY) (?=CMD LIST)
 SHIPT #1=PREYS LEASE=US BANK MO. PMT () EA (891.84) 891.84



DEC 9, 2021 LEASE WORKSHEET Store 05 FANDI01 M00/5030 4790

Highlander Hybrid

| | | | | | |
|---------------------|------------|---------------------|---------|------------------------|----------|
| 1 LEASE # | 292652 | 16 RES ADDS | | 26 DOC FEE | 499.00 |
| 2 LEASE DATE | 12/09/2021 | 17 ACQ FEE | 695.00 | 27 DOC UPFRONT Y/N | N |
| 3 STOCK # | | 18 ACQ UPFRONT Y/N | N | 28 WARR PREM | 0.00 |
| 4 PRICE | 45113.00 | 19 TRADE #1 | | 29 MAINT PREM | 0.00 |
| 5 BPP/LOANER | 0.00 | 20 PAYOFF #1 | | 30 WARR UPFRONT Y/N | N |
| 6 TERM | 36 | 21 CASH | | 31 GAP PREM | 0.00 |
| 7 # ADVANCE PYMT | 1 | 22 REBATE | 0.00 | 32 GAP UPFRONT Y/N | N |
| 8 RATE | 0.0011 | 23 REGISTERED STATE | DC | 33 SEC DEPOSIT | 0.00 |
| 9 DAYS | 31 | 24 COUNTY CODE | | 34 SEC DEP UPFNT Y/N | Y |
| 10 M.S.R.P. | | 25 COUNTY RATE | | TOT INIT PMT | 705.03 |
| 11 RESIDUAL | 27519 | GOVT FEES | 487.75 | ADJ RESIDUAL | 27519.00 |
| 12 ALLOW MI/YR | 15000 | TAXES | 2359.80 | 35 VALUE PRICE Y/N | N |
| 13 EST MI/YR | 15000 | RO/PO #1 | | 36 BUYER PROT PLAN Y/N | N |
| 14 CENTS/MILE BEGIN | 0.20 | INS: | | 37 LOANER CAR Y/N | N |
| 15 CENTS/MILE END | 0.25 | | | STATUS | |

(LINE#) (M=MODIFY) (?=CMD LIST)
 SHIFT F1=KEYS LEASE=UG BANK MO. PMT () EA (705.03) 705.03



Date: 12/1/2021
 Salesperson: clins mendez
 Manager: Jesse Drost

FOR INTERNAL USE ONLY

BUSINESS NAME: Brazilian Naval Commission
 CONTACT: Francisco Borges
 Address: [Redacted] Wash DC Phone: (202) 244-3950
 E-Mail: Cbnw.services@marinha.mil.br Wash DC Phone: (612) 961-8488

VEHICLE
 Stock # NU014910 New/Used: New VIN: 58ADA1C11NU014910 Make: [Redacted]
 Vehicle: 2022 Lexus ES 300h Color: Caviar
 Type: Luxury (CVT) 4dr Sedan 9040

| Lease Payments | Estimated | | |
|--------------------------------|-----------|-------|-------|
| | | | |
| Cash Down | 0 | 2,500 | 5,000 |
| 24 Months | 1198 | 1085 | 971 |
| 36 Months | 908 | 832 | 757 |
| 39 Months | 847 | 776 | 706 |
| Annual Mileage Allowed: 15,000 | | | |

Market Value Before Price: 47,193.00
 Dealer Incentive: 1,500.00
 Adjusted Price: 45,693.00
 Dealer Rebate: 595.00
 Total Package: 46,688.00
 Processing Charge: 500.00
 Tax: 2,921.10
 Non Tax Fees: 1,151.00
 Balance: 51,257.10

Disclaimer: This document is a sales proposal and does not constitute an offer. It is subject to the terms and conditions of the applicable lease agreement. The information provided herein is for informational purposes only and does not constitute an offer. The information provided herein is for informational purposes only and does not constitute an offer. The information provided herein is for informational purposes only and does not constitute an offer.



Ourisman Lexus of Rockville
 15501 Frederick Road
 Rockville MD 20855
 301-762-9009

2022 ES-300h

ES-300h



Model: 9040A
 VIN: 58ADA1C11NU014910
 Stock: NU014910
 Engine: A25AG653055
 Transmission: CVT-E

EXTERIOR
 Caviar

INTERIOR
 Black-Nutone® with Open-
 Pore Black Trim

PRICE

| | |
|--|--------------------|
| Vehicle base model | \$41,900.00 |
| Total installed Packages & Accessories | \$4,215.00 |
| Delivery processing / handling | \$1,075.00 |
| Total MSRP* | \$47,190.00 |

Fuel Economy

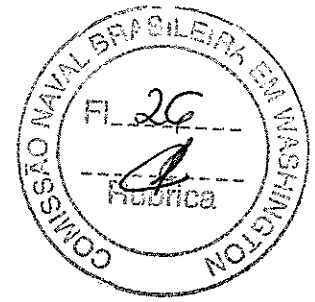
| | | |
|---------------|---------------|---------------|
| 44 MPG | 43 MPG | 44 MPG |
| Combined | CITY | Highway |

TOTAL INSTALLED PACKAGES & ACCESSORIES

| | |
|---|-------------------|
| 18-INCH-SPLIT-10-SPOKE ALLOY WHEELS WITH TWO-TONE BLACK AND MACHINED FINISH | \$660.00 |
| SMARTACCESS-CARD KEY | \$100.00 |
| PREMIUM-PACKAGE HEATED-AND VENTILATED FRONT SEATS RAIN SENSING WINDSHIELD WIPERS LEXUS MEMORY SYSTEM POWER TILT-AND-TELESCOPIC STEERING WHEEL LEATHER-TRIMMED HEATED STEERING WHEEL INTUITIVE PARKING ASSIST WITH AUTO BRAKING WIRELESS CHARGER WINDSHIELD WIPER DE-ICER POWER-FOLDING OUTSIDE MIRRORS. | \$2,410.00 |
| WOOD-TRIM | \$360.00 |
| All-Weather Floor Liners with Trunk Tray | \$290.00 |
| DOOR-EDGE FILM BY 3M™ Lexus-Door Edge Film by 3M™ helps protect your vehicle's vertical door edges from dings and paint chips. Created from multiple layers containing UV protection to help prevent yellowing, the door edge film helps maintain a like- new appearance. | \$90.00 |
| Preferred-Accessory Package: Trunk mat, cargo net & wheel locks | \$305.00 |
| Total Optional Equipment | \$4,215.00 |
| Vehicle base model | \$41,900.00 |
| Delivery processing / handling | \$1,075.00 |

Features





STANDARD FEATURES

- 2.5-Liter 4-Cyl. Engine Plus Lexus Hybrid Drive
- Electronically-Controlled Continuously Variable
- Drive-Mode Select (Eco, Normal, Sport)
- 17-in-Twin-13-Spoke alloy wheels
- with-Pedestrian Detection, All Speed-
- Assist-, Lane Departure Alert w/ Steering Assist,
- Blind-Spot Monitor with Rear Cross-Traffic Alert
- SmartAccess-with Push-Button Start/Stop
- 10-Speaker-Lexus Premium Sound System, and
- Apple-CarPlay and Android Auto Compatibility
- Devices-Enabled with Google Assistant, or
- Lexus-Enform Safety Connect, Service Connect,
- See-Lexus.com for details,
- 10-Way-Driver's & Front Passenger's Power Seats
- 215-Total System Horsepower
- Transmission
- Steering-Wheel Mounted Paddle Shifters
- Lexus-Safety System* 2.5, Pre-Collision System
- Dynamic-Radar Cruise Control, Lane Tracing
- Intelligent-High Beam Headlamps & Road Sign Assist
- 10-Airbags / Brake Assist w/Smart Stop Technology
- Lexus-Multimedia System with 8-in Color Display,
- Voice-Command
- Compatible-w/ Smartphone, Smart Watch,
- Amazon-Alexa
- Remote-,Wi-Fi Tolls. 4G network dependent.
- SiriusXM®-3-Month Platinum Trial
- Carpet-Floor Mats

INTERIOR FEATURES

- Dual-zone-automatic climate control with interior air filters, smog sensor and automatic recirculation mode
- Perforated-NuLuxe® interior trim
- 10-way-power-adjustable front seats

EXTERIOR FEATURES

- Bi-LED-headlamps, LED taillamps and daytime running lamps
- Color-keyed-rear spoiler
- Power-moonroof
- 17-inch-twin-V-spoke alloy wheels with Dark Metallic and machined finish

TECHNOLOGY

- SmartAccess-with push-button Start/Stop
- Lexus-Multimedia System with 8.0-in touchscreen display
- Lexus-Enform Remote. Accessible via Lexus app; works with Alexa and Hey Google. Included for the first three years of ownership.
- Alexa-compatibility
- Apple-CarPlay® integration
- Voice-Command
- Lexus-app (Enform Remote engine start, service scheduling, Vehicle Health Reports/Alerts and more)
- Drive-Mode Select
- Lexus-10-speaker Premium Sound System
- Lexus-Enform Wi-Fi. 4GB/three-month trial is included.
- Android-Auto™ compatibility
- Bluetooth® and USB smartphone connectivity
- Color-LCD multi-information display
- SiriusXM®-3-month Platinum Plan trial subscription is included

SAFETY

- Lexus-Safety System* 2.5: Pre-Collision System with Pedestrian Detection
- Lexus-Safety System* 2.5: Lane Departure Alert with Steering Assist
- Lexus-Safety System* 2.5: All-Speed Dynamic Radar Cruise Control
- 10-standard airbags
- Vehicle-Stability Control
- Lexus-Enform Service Connect. Included for the first 10 years of ownership.
- Lexus-Safety System* 2.5: Lane Tracing Assist
- Lexus-Safety System* 2.5: Road Sign Assist
- Lexus-Safety System* 2.5: Intelligent High Beams
- Backup-camera with dynamic guidelines
- Lexus-Enform Safety Connect. Included for the first three years of ownership.
- Blind-Spot Monitor with Rear Cross-Traffic Alert

PERFORMANCE

- Paddle-shifters

*2022 Manufacturer's Suggested Retail Price excludes the Delivery, Processing and Handling Fee, taxes, license title and available or regionally required equipment. Actual Dealer price may vary. Pricing, fuel economy specification, standard features and available equipment are based on information available when this page was produced and subject to change without notice.

Disclaimer: This document is only representative of some of the information contained on an actual window sticker and is not meant to replace or substitute for the actual window sticker on the vehicle. Please see your retailer for further information.

Created Date: 12/1/21