

# FERRARI MARKET LETTER ASKING PRICE INDEX

|                     | Now<br>4915 | 6 Months Ago<br>4903 | Change<br>from 4915 | 1 Yr Ago<br>4815 | Change<br>from 4915 | 2 Yrs Ago<br>4715 | Change<br>from 4915 | 3 Yrs Ago<br>4615 | Change<br>from 4915 |
|---------------------|-------------|----------------------|---------------------|------------------|---------------------|-------------------|---------------------|-------------------|---------------------|
| 250 PF CPE          | 596,209     | 592,514              | 0.62%               | 570,486          | 4.51%               | 553,255           | 7.76%               | 594,304           | 0.32%               |
| 250 GTE             | 393,172     | 429,048              | -8.36%              | 430,093          | -8.58%              | 397,285           | -1.04%              | 388,473           | 1.21%               |
| 250 GTL             | 1,637,725   | 1,702,537            | -3.81%              | 1,650,975        | -0.80%              | 1,553,429         | 5.43%               | 1,304,695         | 25.53%              |
| 330 GT 2+2          | 331,980     | 314,773              | 5.47%               | 267,841          | 23.95%              | 271,646           | 22.21%              | 227,427           | 45.97%              |
| 275 GTB             | 2,630,440   | 2,366,610            | 11.15%              | 2,152,552        | 22.20%              | 2,072,019         | 26.95%              | 1,903,222         | 38.21%              |
| 330 GTC             | 571,750     | 560,956              | 1.92%               | 622,858          | -8.21%              | 559,449           | 2.20%               | 510,379           | 12.02%              |
| 275 GTB/4           | 3,374,670   | 3,246,778            | 3.94%               | 2,921,394        | 15.52%              | 2,474,067         | 36.40%              | 2,386,362         | 41.41%              |
| 365 GT 2+2          | 233,580     | 233,806              | -0.10%              | 221,311          | 5.54%               | 203,710           | 14.66%              | 197,605           | 18.21%              |
| 365 GTB/4           | 614,964     | 633,481              | -2.92%              | 651,462          | -5.60%              | 579,160           | 6.18%               | 557,364           | 10.33%              |
| 365 GTC/4           | 261,932     | 256,826              | 1.99%               | 240,530          | 8.90%               | 236,977           | 10.53%              | 228,719           | 14.52%              |
| 365 GT4 2+2         | 67,716      | 74,604               | -9.23%              | 71,362           | -5.11%              | 57,716            | 17.33%              | 70,613            | -4.10%              |
| 365 GT4/BB          | 353,877     | 376,727              | -6.07%              | 364,137          | -2.82%              | 360,544           | -1.85%              | 355,270           | -0.39%              |
| 512 BB              | 275,547     | 271,193              | 1.61%               | 267,873          | 2.86%               | 237,756           | 15.89%              | 243,015           | 13.39%              |
| 400i GT & A         | 61,981      | 61,003               | 1.60%               | 58,002           | 6.86%               | 57,487            | 7.82%               | 48,722            | 27.21%              |
| 512 BBi             | 263,590     | 279,465              | -5.68%              | 269,072          | -2.04%              | 239,996           | 9.83%               | 248,636           | 6.01%               |
| TESTAROSSA          | 177,352     | 176,473              | 0.50%               | 172,711          | 2.69%               | 171,099           | 3.65%               | 126,904           | 39.75%              |
| 412 GT & A          | 65,234      | 54,139               | 20.49%              | 53,228           | 22.56%              | 49,279            | 32.38%              | 53,042            | 22.99%              |
| 512 TR              | 301,600     | 284,326              | 6.08%               | 269,229          | 12.02%              | 254,583           | 18.47%              | 183,266           | 64.57%              |
| 456 GT              | 56,926      | 62,552               | -8.99%              | 65,245           | -12.75%             | 58,021            | -1.89%              | 52,111            | 9.24%               |
| F512 M              | 622,118     | 592,625              | 4.98%               | 549,276          | 13.26%              | 321,514           | 93.50%              | 310,127           | 100.60%             |
| F50                 | 4,327,144   | 4,088,158            | 5.85%               | 4,138,783        | 4.55%               | 3,122,947         | 38.56%              | 2,169,603         | 99.44%              |
| 550 MARANELLO       | 190,989     | 179,626              | 6.33%               | 176,586          | 8.16%               | 137,995           | 38.40%              | 128,715           | 48.38%              |
| 550 BARCHETTA       | 375,251     | 381,325              | -1.59%              | 387,076          | -3.05%              | 331,162           | 13.31%              | 312,174           | 20.21%              |
| 456M GT & A         | 70,240      | 75,800               | -7.34%              | 76,956           | -8.73%              | 72,654            | -3.32%              | 64,815            | 8.37%               |
| 575M MARANELLO      | 163,430     | 160,721              | 1.69%               | 157,353          | 3.86%               | 143,613           | 13.80%              | 130,860           | 24.89%              |
| ENZO                | 4,226,233   | 3,772,821            | 12.02%              | 3,642,231        | 16.03%              | 2,820,382         | 49.85%              | 2,538,082         | 66.51%              |
| 612 SCAGLIETTI      | 173,735     | 143,233              | 21.30%              | 130,546          | 33.08%              | 139,099           | 24.90%              | 134,525           | 29.15%              |
| SUPERAMERICA        | 381,986     | 341,153              | 11.97%              | 341,262          | 11.93%              | 598,018           | -36.12%             | 520,541           | -26.62%             |
| 599 GTB FIORANO     | 224,742     | 217,630              | 3.27%               | 214,036          | 5.00%               | 193,849           | 15.94%              | 183,564           | 22.43%              |
| FF                  | 133,132     | 137,782              | -3.37%              | 142,577          | -6.62%              | 148,516           | -10.36%             | 131,940           | 0.90%               |
| F12berlinetta       | 237,692     | 243,640              | -2.44%              | 248,405          | -4.31%              | 244,577           | -2.82%              | 219,217           | 8.43%               |
| GTC4Lusso           | 228,079     | 234,151              | -2.59%              | 256,377          | -11.04%             | 260,472           | -12.44%             | 232,188           | -1.77%              |
| 812 Superfast       | 379,554     | 394,052              | -3.68%              | 420,483          | -9.73%              | 405,677           | -6.44%              | 353,461           | 7.38%               |
| 246 GT              | 410,310     | 459,040              | -10.62%             | 454,544          | -9.73%              | 298,299           | 37.55%              | 282,818           | 45.08%              |
| 246 GTS             | 524,912     | 497,609              | 5.49%               | 497,096          | 5.60%               | 386,374           | 35.86%              | 329,873           | 59.13%              |
| 308 GT4             | 64,956      | 64,398               | 0.87%               | 65,779           | -1.25%              | 61,368            | 5.85%               | 53,604            | 21.18%              |
| 308 GTB FG          | 231,371     | 227,339              | 1.77%               | 204,453          | 13.17%              | 160,852           | 43.84%              | 152,371           | 51.85%              |
| 308 GTB             | 97,474      | 115,061              | -15.28%             | 125,347          | -22.24%             | 85,592            | 13.88%              | 65,702            | 48.36%              |
| 308 GTS             | 86,934      | 93,582               | -7.10%              | 83,838           | 3.69%               | 64,988            | 33.77%              | 65,045            | 33.65%              |
| 308 GTS QV          | 99,220      | 89,462               | 10.91%              | 92,646           | 7.10%               | 73,465            | 35.06%              | 65,436            | 51.63%              |
| 328 GTB             | 112,837     | 110,239              | 2.36%               | 108,660          | 3.84%               | 97,817            | 15.36%              | 90,495            | 24.69%              |
| 328 GTS             | 114,524     | 121,874              | -6.03%              | 121,340          | -5.62%              | 106,841           | 7.19%               | 91,590            | 25.04%              |
| 3.2 MON CAB         | 52,434      | 50,460               | 3.91%               | 49,896           | 5.09%               | 44,505            | 17.82%              | 38,526            | 36.10%              |
| F40                 | 3,215,760   | 2,837,240            | 13.34%              | 2,660,116        | 20.89%              | 1,942,372         | 65.56%              | 1,396,455         | 130.28%             |
| MON T CAB           | 64,837      | 56,583               | 14.59%              | 53,392           | 21.44%              | 49,182            | 31.83%              | 49,449            | 31.12%              |
| 348 TB              | 70,071      | 80,850               | -13.33%             | 82,495           | -15.06%             | 64,547            | 8.56%               | 63,128            | 11.00%              |
| 348 TS              | 89,410      | 89,116               | 0.33%               | 88,529           | 1.00%               | 66,810            | 33.83%              | 63,188            | 41.50%              |
| 348 SPIDER          | 82,592      | 72,909               | 13.28%              | 67,760           | 21.89%              | 61,355            | 34.61%              | 58,777            | 40.52%              |
| 355 BERLINETTA      | 94,875      | 95,183               | -0.32%              | 91,169           | 4.06%               | 82,223            | 15.39%              | 77,577            | 22.30%              |
| 355 GTS             | 102,858     | 103,711              | -0.82%              | 100,206          | 2.65%               | 86,462            | 18.96%              | 77,622            | 32.51%              |
| 355 SPIDER          | 106,168     | 114,633              | -7.38%              | 112,954          | -6.01%              | 94,715            | 12.09%              | 88,595            | 19.84%              |
| 360 MODENA          | 64,713      | 75,388               | -14.16%             | 78,587           | -17.65%             | 70,808            | -8.61%              | 62,366            | 3.76%               |
| 360 SPIDER          | 85,486      | 90,961               | -6.02%              | 91,273           | -6.34%              | 87,497            | -2.30%              | 79,244            | 7.88%               |
| CHALLENGE STRADALE  | 229,805     | 195,723              | 17.41%              | 184,780          | 24.37%              | 173,449           | 32.49%              | 161,092           | 42.65%              |
| F430                | 131,899     | 137,458              | -4.04%              | 143,772          | -8.26%              | 134,497           | -1.93%              | 117,757           | 12.01%              |
| F430 SPIDER         | 154,988     | 163,009              | -4.92%              | 162,077          | -4.37%              | 154,920           | 0.04%               | 137,365           | 12.83%              |
| 430 SCUDERIA        | 248,567     | 244,646              | 1.60%               | 241,964          | 2.73%               | 217,977           | 14.03%              | 191,291           | 29.94%              |
| SCUDERIA SPIDER 16M | 333,814     | 316,333              | 5.53%               | 318,795          | 4.71%               | 317,740           | 5.06%               | 267,788           | 24.66%              |
| CALIFORNIA          | 107,610     | 111,127              | -3.16%              | 111,446          | -3.44%              | 113,588           | -5.26%              | 100,606           | 6.96%               |
| 458 ITALIA          | 181,804     | 186,437              | -2.49%              | 191,650          | -5.14%              | 190,129           | -4.38%              | 158,996           | 14.35%              |
| 458 SPIDER          | 207,943     | 223,301              | -6.88%              | 232,303          | -10.49%             | 228,111           | -8.84%              | 194,425           | 6.95%               |
| CALIFORNIA T        | 150,712     | 158,105              | -4.68%              | 166,857          | -9.68%              | 171,280           | -12.01%             | 148,577           | 1.44%               |
| 488 GTB             | 257,075     | 264,571              | -2.83%              | 273,826          | -6.12%              | 279,408           | -7.99%              | 239,301           | 7.43%               |
| 488 SPIDER          | 285,701     | 294,430              | -2.96%              | 311,387          | -8.25%              | 322,577           | -11.43%             | 278,975           | 2.41%               |
| GTC4Lusso T         | 200,258     | 233,818              | -14.35%             | 252,973          | -20.84%             | 266,796           | -24.94%             | 241,956           | -17.23%             |
| PORTOFINO           | 229,069     | 205,575              | 11.43%              | 205,488          | 11.48%              | 223,538           | 2.47%               | 203,319           | 12.66%              |
| F8 TRIBUTO          | 352,713     | 379,454              | -7.05%              | 399,831          | -11.78%             | 402,153           | -12.29%             | 362,889           | -2.80%              |
| ROMA                | 228,361     | 236,409              | -3.40%              | 250,565          | -8.86%              | 311,845           | -26.77%             | N/A               | N/A                 |
| F8 SPIDER           | 447,573     | 463,070              | -3.35%              | 515,518          | -13.18%             | 547,458           | -18.25%             | N/A               | N/A                 |