

MOTOR COACH INDUSTRIES

(2)

Based on the latest information that we have available, the countries of Central America impose a variety of added costs to the C.I.F. price of our coaches:

Costa Rica

- Local content requirements - none
- Import restrictions - see below
- Import license - not required
- Import Tariffs - 20% on buses that carry 26 to 44 passenger's w/GVW of 4000 kg or over. 5% on buses that carry 45 or more passengers
- Consumption tax - not applicable to buses
- Customs surcharge - 1% based on the C.I.F value
- Sales tax - 10% based on the sum of the C.I.F value, tariff and Customs surcharge
- Preferential treatment on motor vehicle imports from other countries - none except Mexico which allows vehicles to enter duty free as of January 1, 2000 as stipulated in the Mexico - Costa Rica free trade agreement.



USED VEHICLES

- Tariffs and taxes based on the U.S. N.A.D.A Official Used Car Guide. Discounts are granted based on vehicle age and range from 20 % on vehicles one year older than current model year up to 70% for vehicles 5 years or older.

El Salvador

- Local content requirements - none
- Import restrictions - not applicable to new or used vehicles
- Import licenses - not required
- Import Tariffs - 1 to 5% for buses
- VAT - 13%
- Preferential treatment on motor vehicle imports from other countries - none

Guatemala

- Local content requirements - none
- Import restrictions - no restrictions on new or used vehicles
- Import Tariffs - 5% on buses and 10% on chassis with engines
- VAT - 7%
- Legalization of commercial invoices and bills of lading required before products enter country.
- Preferential treatment on motor vehicle imports from other countries - none