****Exterior: Suggested Maximum Deductions *(05/2018)***

***Evaluate each item for Authenticity and Condition***

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| CATEGORY | Max  Ded | MINOR | SIGNIFICANT | MAJOR | MAX DEDUCTION |
| COACHWORK  Body, Fenders, | 5 | Small chips evidence of driving -0  Small metal finish flaws -1/2  Unobtrusive protective film -0  License plate frames -0 | Obtrusive chips -1  Significant dents -1  Each NOR bumper -1  Messy/discolored film -1  Obtrusive mirrors, frames, etc. -1 | Misshapen or modified body -3  Out of 10 year period rebody -3  Each missing bumper -2  Visible major rust -2  Some colored vinyl wrap -2 | Out of 10 year period rebody -5 (Pebble Beach)  Major use of colored  vinyl wrap -5 |
| DOORS, HOOD  TRUNK  Fit/Operation | 3 | Fit & finish not similar to original characteristics of the different coachwork houses -1/2 | Each door noticeably sagging -1  Each one NOR fit or operation -1 | Several issues -2 | All departing from the original fit and finish of the body maker -3 |
| TOP | 3 | Stain or wear -1/2 | NOR style material -1  NOR shape, fit or frame -1 | NOR shape and fit -2 | NOR shape, fit &frame -3  Missing or INOP top -3 |
| PAINT | 3 | Minor scratches -1/2  Any period non-Ferrari color  is acceptable -0 | Noticeable flaws -1 | Major flaws -2 | Serious deterioration   and flaws -3 |
| PLATING  Bumpers, etc | 2 | Scratches or blemishes -1/2 | Each one NOR quality -1 | Two NOR -2 | Three NOR -2 |
| LIGHTS  Type & Fitting | 4 | NOR style screws -1/2  Minor marker light NOR -1/2  Replacement bulbs -0 | Each NOR Lens or Housing -1  Each Light NOR fit or style -1 | X | Maximum -4 |
| TRIM & Emblems | 2 | Scratches or blemishes -1/2  Slightly NOR appearance -1/2 | NOR Emblem -1  Missing Emblem -1 | X | Maximum -2 |
| GLASS  PLEXIGLAS | 2 | Small chips evidence of driving -0  Obtrusive chips or scratches -1/2  Replacement glass matching  original characteristics -0 | Obtrusive breakage -1  Several obtrusive chips/scratches  including convertible windows -1 | X | No Glass or Plexiglas -2  NOR size -2 |
| RUBBER  Window Felt | 2 | Tears or rips -1/2  Slightly NOR appearance -1/2 | Rubber or felt missing -1  Rubber or felt totally NOR type -1 | X | Maximum -2 |
| WHEELS & TIRES | 3 | NOR DECAL -1/2  Original spare -0 | NOR paint or plating -1  Damaged spoke -1  NOR tire dimensions & profile -1 | Four NOR knock-offs -2  Four NOR wheels -2  Four NOR profiles -2 | Maximum - 3 |

X=Does Not Apply International Advisory Council for Preservation of the Ferrari Automobile (IAC/PFA) **©** 1994, 1999,