

## Current Data

|  |           |
|--|-----------|
| New Retail Deliveries YTD (units)                  | 510       |
| Month of Year                                      | 8         |
| Average # Retail Units Delivered Per Month         | 64        |
| Total # Units Currently in Inventory               | 97        |
| Months Supply "In Units"                           | 1.5       |
| CURRENT Inventory Turn Rate                        | 7.9       |
| CURRENT Average <u>Front End</u> Gross Profit PNVR | \$ 108    |
| CURRENT Monthly Gross Profit                       | \$ 6,885  |
| CURRENT Yearly Front End Gross Profit Total        | \$ 82,620 |

## Projection

|    |         |
|----|---------|
|    | 8.0     |
| \$ | 300.0   |
|    | 65      |
| \$ | 19,400  |
| \$ | 12,515  |
| \$ | 232,800 |
| \$ | 150,180 |

## Additional Income

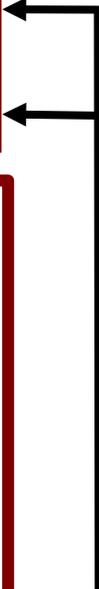
|                                     |     |             |        | Monthly   |
|-------------------------------------|-----|-------------|--------|-----------|
|                                     |     |             |        | 1         |
| Current New Vehicle F&I Average PVR |     |             | 1731   | \$ 1,731  |
| PDI & Accessory Sales PVR           | 200 | X 50% Gross | \$ 100 | \$ 100    |
| Trade %                             | 56% | # of Trades | 0.6    | \$ 17,775 |

|   |     |                                  |          |    |           |
|---|-----|----------------------------------|----------|----|-----------|
| UV Immediate Wholesale %                                      | 10% | # of Trades Immediate Wholesaled | 15.0     | \$ | (5,776)   |
| Average Recon on U/C Trade                                    | 800 | X 50% Gross                      | \$ 400   | \$ | (21,386)  |
| Average PUVR Wholesale  |     |                                  | \$ 1,185 | \$ | (26,714)  |
| Average PUVR (Front and Back) on Trades                       |     |                                  | \$ 1,481 | \$ | 1,650     |
| Hard Pack Per Unit UV   |     |                                  | \$ 1,850 | \$ | (14,771)  |
| Hard Pack Per Unit NV   |     |                                  | \$ 1,650 | \$ | -         |
| Doc Fee/ Admin Fee Per Unit                                   |     |                                  | \$ 1,099 | \$ | 550       |
| OEM Incentives Per Unit                                       |     |                                  | \$ -     | \$ | 140       |
| Floorplan Assistance Per Unit                                 |     |                                  | \$ 550   | \$ | 12,515.00 |
| Advertising Credits Per Unit                                  |     |                                  | \$ 140   | \$ | (46,700)  |
| <b>Total Washout PNVR (Adjusted for %s)</b>                   |     |                                  | \$ 7,982 | \$ | (34,185)  |
| <b>Note: This does not include future Gross Opportunities</b> |     |                                  |          | \$ | 516,187   |



|   |  |
|---|--|
| <b>ns</b>   |  |
| PROJECTED Inventory Turn Rate                               |  |
| PROJECTED Average <i>Front End</i> Gross Profit PVR         |  |
| PROJECTED Monthly Units Delivered                           |  |
| PROJECTED Monthly Gross Profit                              |  |
| PROJECTED Monthly Gross Profit <b>Variance</b>              |  |
| PROJECTED Yearly Front End Gross Profit Total               |  |
| PROJECTED Annualized Front End Gross Profit <b>Variance</b> |  |

| <b>PROJECTED</b>        | <u>Yearly</u> |
|-------------------------|---------------|
| Additional NV Units     | 12            |
| NV F&I Increase         | \$ 20,772     |
| PDI & Accesory Increase | \$ 1,200      |
| UV Wholesale Increase   | \$ 213,300    |



|  |                     |
|--|---------------------|
| UV Recon Increase                          | \$ (69,312)         |
| UV Retail PUVR Increase                    | \$ (256,628)        |
| Hard Pack Increase UV                      | \$ (320,568)        |
| Hard Pack Increase NV                      | \$ 19,800           |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ (177,247)        |
| OEM Incentives Increase                    | \$ -                |
| Floorplan Assistance Increase              | \$ 6,600            |
| Advertising Credit Increase                | \$ 1,680            |
| Front End Variance (from above)            | \$ 150,180          |
| Additional Income Variance                 | \$ (560,402)        |
| <b>Total Variance</b>                      | <b>\$ (410,222)</b> |
| <b>Total Projected Gross Profit</b>        | <b>\$ 6,194,249</b> |





## Projections

### Data

|  |           |
|--|-----------|
| Projected New Retail Deliveries YTD (units)    | 776       |
| Average <u>Front End</u> Gross Profit PNVR     | \$ 108    |
| Annualized Yearly Front End Gross Profit Total | \$ 83,808 |



ACADEMY

## Additional Income

Annualized

| Current New Vehicle F&I Average PVR     |        |                                  | \$ 1,731 | \$ 1,343,256 |
|---|--------|----------------------------------|----------|--------------|
| PDI & Accessory Sales PVR               | \$ 200 | X 50% Gross                      | \$ 100   | \$ 77,600    |
| Trade %                                 | 56%    | # of Trades                      | 434.6    | 434.6        |
| UV Immediate Wholesale %                | 10%    | # of Trades Immediate Wholesaled | 43.5     | 43.5         |
| Average Recon on U/C Trade              | \$ 800 | X 50% Gross                      | \$ 400   | \$ 156,442   |
| Average PUVR Wholesale                  |        |                                  | \$ 1,185 | \$ 51,495    |
| Average PUVR (Front and Back) on Trades |        |                                  | \$ 1,481 | \$ 579,225   |
| Hard Pack Per Unit UV                   |        |                                  | \$ 1,850 | \$ 803,936   |
| Hard Pack Per Unit NV                   |        |                                  | \$ 1,650 | \$ 1,280,400 |

|   |                 |                     |
|---|-----------------|---------------------|
| Doc Fee/ Admin Fee Per Unit                                   | \$ 1,099        | \$ 1,282,647        |
| OEM Incentives Per Unit                                       | \$ -            | \$ -                |
| Floorplan Assistance Per Unit                                 | \$ 550          | \$ 426,800          |
| Advertising Credits Per Unit                                  | \$ 140          | \$ 108,640          |
| <b>Total Washout PNVR</b>                                     | <b>\$ 7,982</b> | <b>\$ 6,194,249</b> |
| <b>Note: This does not include future Gross Opportunities</b> |                 |                     |

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