

Mercedes-Benz USA, LLC

**2024
DEALER FINANCIAL STATEMENT
BALANCE SHEET**

DEALER NAME AND ADDRESS		STMT PERIOD	
MERCEDES BENZ OF CUTLER B		FROM	01/01/24
CUTLER BAY, FL 33189		TO	03/31/24
DEALER CODE	14290	PREPARED BY	

ASSETS		ACCT NO.	AMOUNT	LINE NO.	LIABILITIES		ACCT NO.	AMOUNT
Cash		200-02	5,469,690	1	ACCOUNTS PAYABLE			
Contracts in Transit		205	4,249,831	2	Accounts Payable - Trade Creditors		300	3,041,780
TOTAL CASH & CONTRACTS	(LINES 1 - 2)		9,719,521	3	Customer Deposits		305	
Vehicle Accounts	PAST DUE (1,184)	210	2,837,895	4	Accounts Payable - Other		309	
Serv. - Body - Parts Accts.	PAST DUE (244,417)	220	824,787	5	TOTAL ACCOUNTS PAYABLE	(LINES 2 - 4)		3,041,780
TOTAL CUSTOMER RECEIVABLES	(LINES 4 & 5)		3,662,682	6	CURRENT NOTES PAYABLE			
Finance & Lease Receivables - Current		264		7	N/P - New Vehicles / Demo - MB	310A		21,738,661
Prepaid Maintenance - MB		221B	58,860	8	N/P - New Veh. / Demo - Commercial Vehicles (CV)	310E		6,056,374
Extended Limited Warranty - MB		219A	129,059	9	N/P - Pre-Owned Vehicles / Demo - MB	312A		2,785,141
Service Contract Claims - CV		221E	21,855	10	N/P - Pre-Owned Vehicles / Demo - CV	312E		
Service Contract / Warranty Claims - Other		221D / 263B	75,902	11	N/P - Pre-Owned Vehicles / Demo - Other	312B		
Warranty Claims - MB	PAST DUE (29,752)	263A	1,010,775	12	N/P - Lease / Rental Vehicle	313		
Warranty Claims - CV	PAST DUE ()	263E	114,059	13	N/P - Courtesy Vehicle Program (CVP)	316		7,672,232
Dealer Reserve (CV)/Floor Plan Assist./Operational Exp. Assist.		221A / 211A / 215A	744,426	14	N/P - Other	314		
Combined Bonuses Receivable		227-30 / 252-59	1,845,191	15	Current Portion - Long Term Debt	315		
Other Receivables		221C	1,246,432	16	TOTAL CURRENT NOTES PAYABLE	(LINES 7 - 15)		38,252,408
TOTAL RECEIVABLES	(LINES 6 - 16)		8,909,241	17	ACCRUED LIABILITIES			
Less: Allowance for Doubtful Accounts		340		18	Interest Payable	320		201,115
TOTAL NET RECEIVABLES	(LINE 17 MINUS 18)		8,909,241	19	Salaries / Wages / Commissions Payable	321		-278,246
RECEIVABLES ANALYSIS				20	Insurance Payable	322		3,728
TOTAL				21	Payroll Taxes Payable	323		-81,807
Vehicle	2,837,895	2,836,711	1,184	22	Sales Taxes Payable	324		646,018
Service, P&B	824,787	580,370	38,792	24	Income Taxes Payable	327		
Warranty	1,124,835	1,095,083	29,752	25	Deferred Income Taxes	326		
New Vehicles - MB	UNITS (245)	231A / 232	22,436,722	24	Other Taxes Payable	325		87,502
New Vehicles - CV	UNITS (107)	231E	6,335,049	25	Employee & Owner Bonuses Payable	328 / 329		
New Vehicles - Co. & Demonstrator	UNITS (1)	214	95,757	26	Pension Fund / Profit Sharing Payable	330		
Courtesy Veh. Program (CVP)	UNITS (133)	233	7,741,912	27	Other Payables	331		1,062,337
TOTAL NEW VEH. INVENTORY	(LINES 24 - 26)		36,609,440	28	TOTAL ACCRUED LIABILITIES	(LINES 18 - 28)		1,640,647
LIFO Reserve - New Vehicles		235		29	TOTAL CURRENT LIABILITIES	(LINES 5, 16 & 29)		42,934,835
TOTAL NEW VEHICLE INVENTORY - NET	(LINES 27 & 28)		36,609,440	30	Long Term Debt	334		
Pre-Owned MB	(49)	P/O ()	1,247,336	31	N/P - Owners / Officers	336		
Pre-Owned Cert. MB	(6)	UNITS ()	336,065	32	N/P - Affiliated Companies	339		
Pre-Owned Certified MB - Ex-CVP	(34)	OVER (16)	1,918,820	33	Mortgages Payable - Real Estate	335		49,372,258
Pre-Owned CV	(18)	60 ()	514,702	34	Lease Liability	337		
Pre-Owned Cert. CV	()	DAYS ()		35	TOTAL LONG TERM LIABILITIES	(LINES 31 - 35)		49,372,258
Pre-Owned Veh - Other	()	()		36	TOTAL LIABILITIES	(LINES 30 & 36)		92,307,093
TOTAL PRE-OWNED VEH. INVENTORY	(LINES 31 - 36)		4,016,923	37	NET WORKING CAPITAL			
LIFO Reserve - Pre-Owned Vehicle		236		38	ACTUAL	D.O.R.A. REQ.	CURRENT MONTH =	
TOTAL PRE-OWNED VEH. INVENTORY - NET	(LINES 37 & 38)		4,016,923	39	\$ 19,114,174	\$ 7,293,792	262.06 %	
Parts & Accessories - MB	\$ (399,437)	242A	3,754,677	40	ACTUAL	NET CASH POSITION	REQ.	CURRENT MONTH =
Parts & Accessories - CV	OVER (17,839)	242E	157,206	41	\$ 14,931,371	\$ 2,502,280	596.71 %	
Parts & Accessories - Other	DAYS ()	242B		42	OWNER'S EQUITY: NET WORTH			
TOTAL PARTS & ACCESSORIES	(LINES 40 - 42)		3,911,883	43	CORPORATIONS ONLY "C"			
Allowance, Parts Inventory Adjustment		332	(493,918)	44	Capital Stock	360A		
LIFO Reserve - Parts & Accessories		241		45	Additional Paid in Capital	381A		
TOTAL PARTS & ACCESSORIES - NET	(LINES 43 - 45)		3,417,965	46	Retained Earnings	370A		4,300,000
Tires, Gas, Oil & Grease		244 / 292	-85,545	47	Treasury Stock	365		
Paint & Body Shop Materials		245	-36,670	48	Dividends	375		
Sublet Repairs		246	-53,450	49	CORPORATIONS SUBCHAPTER "S"			
Work in Process - Labor		247	-809,037	50	Capital Stock	360B		
Other Inventory		248	36,036	51	Additional Paid in Capital	381B		
TOTAL OTHER INVENTORIES	(LINES 47 - 51)		-948,666	52	Retained Earnings "C" Corp.	370B		
TOTAL INVENTORIES	(LINES 30, 39, 46 & 52)		43,095,662	53	Previously Taxed Income	377		
Securities		260		54	Other Adjustments	378		
Due From Finance Companies		262		55	Accumulated Adjustment Account	379		
Prepaid Expenses		261	324,585	56	PROPRIETORSHIPS OR PARTNERSHIPS			
Lease & Rental Veh. - Net	UNITS ()	277		57	Investments	380		215,037,038
TOTAL CURRENT ASSETS	(LINES 3, 19, 53 - 57)		62,049,009	58	Drawings	390		-5,900,000
FIXED ASSETS				59	Retained Earnings	391		
LAND & IMPROVEMENTS	280	15,000,000	350		CURRENT EARNINGS After INCOME TAXES	399		6,100,000
BUILDINGS & IMPROVEMENTS	281	36,035,876	351	426,844				
CHARGING INFRASTRUCTURE	288		358					
MACHINE & SHOP & P&A EQUIP	282 / 283	4,710,583	352 / 353	4,051,274				
FURNITURE, FIXTURES & SIGNS	284	1,291,069	354	980,356				
COMPANY VEHICLES	285	1,369,731	355	1,161,308				
LEASEHOLDS	286		356					
OTHER	287		357					
CV ENVIRONMENT	289		359					
TOTAL - NET FIXED ASSETS	(LINES 60 - 68)		51,787,477	70				
Life Insurance - Cash Value		291		71				
Notes & Accts. Rec. - Officers / Owners / Other		293 / 295		72				
Notes & Accts. Rec. - Investments - Affiliated Co.		299		73				
Advances to Employees		294	7,648	74				
Deposits on Contracts		290		75				
Other Non-Franchise Assets		296	197,999,997	76				
Right of Use Assets		297		77				
TOTAL OTHER ASSETS	(LINES 71 - 77)		198,007,645	78	TOTAL NET WORTH	(LINES 45 - 61)		219,537,038
TOTAL ASSETS	(LINES 58, 70 & 78)		311,844,131	79	TOTAL LIABILITIES & NET WORTH	(LINES 37 & 78)		311,844,131

STATEMENT OF INCOME AND EXPENSE

LINE NO.	ACCT NO.	TOTAL MERCEDES-BENZ DEALERSHIP				TOTAL MERCEDES-BENZ		TOTAL COMMERCIAL VEHICLE		LINE NO.	
		CURR. MONTH	G. P. % SALES	YEAR-TO-DATE	G. P. % SALES	CURR. MONTH	YEAR-TO-DATE	CURR. MONTH	YEAR-TO-DATE		
1		25,605,828	18.1	80,939,510	16.3	22,441,000	71,321,345	3,164,828	9,618,165	1	
2		4,641,542	PNVS	13,157,396	PNVS	3,999,972	11,213,280	641,570	1,944,116	2	
3	Representative Comp. / Incent.	10	231,727	815	751,775	888	182,779	605,345	48,948	146,430	3
4	Finance & Lease Comp.	12	170,522	877	407,801	687	168,892	402,739	1,630	5,062	4
5	Delivery Expense	13	-170,284	-667	-199,959	-264	-158,577	-180,816	-11,707	-19,143	5
6	Policy Exp. - New & Pre-Owned	15	7,292	21	20,780	14	6,038	18,927	1,254	1,853	6
7	TOTAL VARIABLE EXPS. (LINES 3 - 6)		239,257	1046	980,397	1325	199,132	846,195	40,125	134,202	7
8			EXP. % G. P.		EXP. % G. P.						8
9	Compensation - Managers	20	496,759	10.7	1,558,861	11.8	445,243	1,363,461	51,516	195,400	9
10	Compensation - Advisors	21	211,078	4.5	619,023	4.7	208,978	613,423	2,100	5,600	10
11	Compensation - Clerical	22	88,763	1.9	255,974	1.9	84,172	242,180	4,591	13,794	11
12	Compensation - Other	23	385,060	8.3	1,109,936	8.4	380,971	1,097,870	4,089	12,066	12
13	Leave - Vacation, Sick & Holiday	24	68,392	1.5	264,188	2.0	67,843	261,242	549	2,946	13
14	Taxes - Payroll	25	141,333	3.0	463,277	3.5	140,109	457,419	1,224	5,858	14
15	Uniforms & Laundry	28	33,968	0.7	55,198	0.4	32,992	53,446	976	1,752	15
16	Insurance - Employees	27	-16,669	-0.4	24,564	0.2	-22,278	-2,520	5,609	27,084	16
17	Pension & Profit Sharing	26			71,107	0.5		60,441		10,666	17
18	TOTAL PERSONNEL EXPS. (LINES 9 - 17)		1,408,684	30.3	4,422,128	33.6	1,338,030	4,146,962	70,654	275,166	18
19	Tier 3 Brand Compliance Bonus	31	-138,380	-3.0	-296,000	-2.2	-138,380	-296,000			19
20	Tier 3 Marketing Expenses	34	87,435	1.9	219,634	1.7	78,074	193,317	9,361	26,317	20
21	Other Advertising & Promo.	32	40,088	0.9	225,878	1.7	34,832	209,386	5,256	16,492	21
22	Floor Plan Interest	62	112,760	2.4	351,632	2.7	77,333	248,338	35,427	103,294	22
23	Floor Plan Assistance	95	-105,014	-2.3	-316,513	-2.4	-105,014	-316,513			23
24	Policy Exp. - Serv. / Parts / Body	67	41,244	0.9	121,067	0.9	41,244	121,067			24
25	Training	77	25,426	0.5	55,445	0.4	23,969	47,710	1,457	7,735	25
26	Training Credit	35	-9,200	-0.2	-28,440	-0.2	-7,760	-23,880	-1,440	-4,560	26
27	Co. & Demo. Vehicles	51	44,933	1.0	96,898	0.7	44,068	95,039	865	1,859	27
28	Courtesy Veh. Program (CVP)	52	275,210	5.9	895,432	6.8	236,965	768,985	38,245	126,447	28
29	Office Supplies / Small Tools / Other Supplies	60 / 61	23,814	0.5	159,879	1.2	18,188	133,731	5,626	26,148	29
30	Bad Debts	33									30
31	Data Processing	79	73,008	1.6	255,435	1.9	66,443	227,371	6,565	28,064	31
32	Travel & Entertainment	70 / 69	2,147		26,009	0.2	1,825	23,191	322	2,818	32
33	Memberships / Dues / Publication / Contribution	66 / 75	576		23,655	0.2	506	20,388	70	3,267	33
34	Postage & Freight	73 / 86	1,538		13,138	0.1	1,517	12,651	21	487	34
35	Legal / Accounting	72	13,097	0.3	13,097	0.1	11,297	11,297	1,800	1,800	35
36	Outside Services	68	466,407	10.0	1,535,322	11.7	398,290	1,451,610	68,117	83,712	36
37	Bank / Credit Co. Service Fees	78	57,273	1.2	169,565	1.3	49,134	145,083	8,139	24,482	37
38	Miscellaneous	74/76	37,099	0.8	126,194	1.0	33,455	111,054	3,644	15,140	38
39	TOTAL SEMI-FIXED EXPS. (LINES 19 - 38)		1,049,461	22.6	3,647,327	27.7	865,986	3,183,825	183,475	463,502	39
40	Rent & Lease	80	28,398	0.6	60,390	0.5	25,140	53,334	3,258	7,056	40
41	Amort. - Leaseholds / Imprvs.	81									41
42	Repairs / Maint. - Real Estate	82	41,783	0.9	147,173	1.1	35,531	125,602	6,252	21,571	42
43	Deprec. - Bldgs. / Imprvs.	83	30,102	0.6	90,306	0.7	30,102	90,306			43
44	Taxes - Real Estate	84	40,000	0.9	120,000	0.9	34,000	102,000	6,000	18,000	44
45	Insurance - Bldgs. / Imprvs.	85	55,000	1.2	165,000	1.3	46,750	140,250	8,250	24,750	45
46	Interest - Mortgages	93	226,476	4.9	702,136	5.3	192,504	596,815	33,972	105,321	46
47	Utilities	63 / 64/65	45,651	1.0	157,150	1.2	39,380	135,020	6,271	22,130	47
48	Insurance - Other	88	60,747	1.3	165,626	1.3	51,098	138,412	9,649	27,214	48
49	Taxes - Other	89	7,411	0.2	16,414	0.1	7,081	15,670	330	744	49
50	Repairs / Maint. - Equipment	90	17,037	0.4	65,343	0.5	17,037	65,340		3	50
51	Depreciation - Equipment	91	108,385	2.3	325,155	2.5	108,385	325,155			51
52	Rental Equipment	92	31,021	0.7	50,842	0.4	30,445	49,649	576	1,193	52
53	Depreciation - Charging Infrastructure	71									53
54	TOTAL FIXED EXPS. (LINES 40 - 53)		692,011	14.9	2,065,535	15.7	617,453	1,837,553	74,558	227,982	54
55	TOTAL FIXED OVERHEAD (LINES 18, 39 & 54)		3,150,156	67.9	10,134,990	77.0	2,821,469	9,168,340	328,687	966,650	55
56	TOTAL EXPENSES (LINES 7 & 55)		3,389,413	73.0	11,115,387	84.5	3,020,601	10,014,535	368,812	1,100,852	56
57	OPERATING PROFIT OR LOSS		1,252,129	4.9	2,042,009	2.5	979,371	1,198,745	272,758	843,264	57
58	Dealer Reserve (CV)	639	48,207	133.9	179,586	156.2			48,207	179,586	58
59	Operational Exp. Assist.	53	105,014	691	316,513	699	105,014	316,513			59
60	AfterSales Loyalty Bonus - MB	974	105,014	691	316,513	699	105,014	316,513			60
61	Training Bonus	970	52,510	345	158,258	349	52,510	158,258			61
62	New Veh. Sales Bonus - MB	962	105,014	691	316,513	699	105,014	316,513			62
63	Pre-Owned Veh. Sales Bonus - MB	968	105,014	691	316,513	699	105,014	316,513			63
64	Brand Representation Bonus - MB	976	210,045	1382	633,054	1397	210,045	633,054			64
65	CV Bonus	966	56,609	1572	213,140	1853			56,609	213,140	65
66	TEV / AMG Bonus	975									66
67	PO Bonus	972									67
68	EQ Bonus	973	17,863	118	161,648	357	17,863	161,648			68
69	Reserved Line	977			68,600	151		68,600			69
70	OP P/LAFT INCENTIVES/RESERVE		2,057,419	8	4,722,347	6	1,679,845	3,486,357	377,574	1,235,990	70
71			EXP. % G. P.		EXP. % G. P.		ADJUSTMENTS TO INCOME	ACCT NO.	CURRENT MONTH	YEAR-TO-DATE	71
72	Compensation - Owners	19					Cash Discounts Earned (Addition)	800	30	60	72
73	NET ADJUSTMENTS TO INCOME		442,589		1,377,651		Interest Income (Addition)	801			73
74	NET PROFIT OR LOSS (Before Bonus or Tax)		2,500,008		6,099,998		Other Income (Addition)	805	431,926	1,377,751	74
75	Bonuses - Employees	97					Lease / Rent / Other Vehicles (Addition)	809	1,448	4,365	75
76	Bonuses - Owners	98					Cash Discounts Allowed (Deduction)	802			76
77	NET PROFIT OR LOSS (Before Tax)		2,500,008		6,099,998		Interest Exp. (Deduction)	803			77
78	Income Tax - Curr. Year	99	8		-2		Amortization - Other Assets (Deduction)	806			78
79	NET PROFIT OR LOSS (After Tax)		2,500,000		6,100,000		Export Adjus. (Deduction)	810			79
80							Other Adjust. (Deduction)	855	-9,185	4,525	80
81							NET ADJ. TO INCOME		442,589	1,377,651	81

STATEMENT OF INCOME AND EXPENSE - MERCEDES-BENZ

LINE NO.	ACCT NO	1A - MERCEDES-BENZ		1B - MERCEDES-BENZ		1C - MERCEDES-BENZ		1D - MERCEDES-BENZ		1F-MERCEDES-BENZ		LINE NO.
		NEW VEHICLE DEPT.		PRE-OWNED DEPT.		SERVICE & BODY DEPT.		PARTS DEPT.		DIGITAL & CHARGING DEPT.		
		CURR. MONTH	YTD	CURR. MONTH	YTD	CURR. MONTH	YTD	CURR. MONTH	YTD	CURR. MONTH	YTD	
1	SALES	11,286,336	36,048,791	5,722,603	19,413,243	2,563,664	7,100,827	2,868,397	8,758,484			1
2	GROSS PROFIT	658,946	1,911,452	575,585	1,369,958	1,879,088	5,204,450	886,353	2,724,397			2
3	Representative Comp. Incentives	130,892	398,299	51,887	207,046							3
4	Finance & Lease Comp.	163,391	385,655	5,501	17,084							4
5	Delivery Expense	-113,684	-131,119	-44,893	-49,697							5
6	Policy Expense - New / Pre-Owned	3,296	7,191	2,742	11,736							6
7	TOTAL VARIABLE EXPENSES (LINES 3-6)	183,895	660,026	15,237	186,169							7
8												8
9	Comp. - Managers	146,417	472,209	29,046	96,566	181,249	532,192	88,531	262,494			9
10	Comp. - Advisors					114,984	342,352	93,994	271,071			10
11	Comp. - Clerical	37,942	107,026	8,492	26,513	23,316	65,606	14,422	43,035			11
12	Comp. - Other	42,884	129,674	21,496	64,903	200,067	588,699	116,524	314,594			12
13	Leave - Vacation, Sick & Holiday	25,238	87,801	826	5,830	36,462	139,929	5,317	27,682			13
14	Taxes - Payroll	53,492	172,825	8,502	26,338	56,926	189,022	21,189	69,234			14
15	Uniforms & Laundry	4,201	5,836	1,173	2,102	26,576	42,579	1,042	2,929			15
16	Insurance - Employees	-9,936	-6,269	5,647	28,948	-19,999	-42,273	2,010	17,074			16
17	Pension & Profit Sharing		19,910		12,799		16,355		11,377			17
18	TOTAL PERSONNEL EXPENSES (LINES 9-17)	300,238	989,012	75,182	263,999	619,581	1,874,461	343,029	1,019,490			18
19	Tier 3 Brand Compliance Bonus	-138,380	-296,000									19
20	Tier 3 Marketing Exp.	54,953	117,789	15,801	48,555	4,317	18,138	3,003	8,835			20
21	Oth. Adver. & Promotion	6,044	108,148	6,937	12,348	11,204	46,454	10,647	42,436			21
22	Floor Plan Interest	72,224	216,221	5,109	32,117							22
23	Floor Plan Assistance	-105,014	-316,513									23
24	Policy Expense - Service / Parts / Body					39,252	119,485	1,992	1,582			24
25	Training	4,095	12,527	943	4,058	17,756	24,265	1,175	6,860			25
26	Training Credit	-6,160	-18,240	-1,600	-5,640							26
27	Co. & Demo. Vehicles	1,668	5,018	2,149	3,304	15,953	22,357	24,298	64,360			27
28	Courtesy Vehicle Program (CVP)	75,264	240,400	45,893	151,732	75,014	247,860	40,794	128,993			28
29	Office Supplies / Small Tools / Other Supplies	12,126	47,220	5,591	24,751	-4,800	41,961	5,271	19,799			29
30	Bad Debts											30
31	Data Processing	13,646	52,477	13,389	46,100	28,276	91,283	11,132	37,511			31
32	Travel & Entertainment	601	8,917	386	4,885	494	6,353	344	3,036			32
33	Memberships / Dues / Publications / Contributions	133	6,098	188	4,023	109	5,009	76	5,258			33
34	Postage & Freight	2,113	7,432	1,392	4,869	113	1,961	-2,101	-1,611			34
35	Legal / Accounting	3,360	3,360	2,160	2,160	3,857	3,857	1,920	1,920			35
36	Outside Services	130,358	643,968	90,634	243,749	103,358	356,481	73,940	207,412			36
37	Bank / Credit Co. Serv. Fees	15,193	45,701	9,767	29,379	13,111	39,584	11,063	30,419			37
38	Miscellaneous	9,835	34,189	7,185	23,313	11,411	35,024	5,024	18,528			38
39	TOTAL SEMI-FIXED EXPENSES (LINES 19-38)	152,059	918,712	205,924	629,703	319,425	1,060,072	188,578	575,338			39
40	Rent	6,082	13,170	3,910	8,466	4,996	10,818	10,152	20,880			40
41	Amort. - Leaseholds / Improvements											41
42	Repairs / Maintenance - Real Estate	11,670	42,316	7,502	25,887	9,690	34,389	6,669	23,010			42
43	Depr. - Bldgs. / Imprvs.	30,102	90,306									43
44	Taxes - Real Estate	11,200	33,600	7,200	21,600	9,200	27,600	6,400	19,200			44
45	Insurance - Bldgs. / Imprvs.	15,400	46,200	9,900	29,700	12,650	37,950	8,800	26,400			45
46	Interest - Mortgages	63,413	196,598	40,766	126,384	52,089	161,491	36,236	112,342			46
47	Utilities	11,707	41,308	7,526	26,555	13,457	43,553	6,690	23,604			47
48	Insurance - Other	22,520	58,371	9,724	27,028	11,119	31,264	7,735	21,749			48
49	Taxes - Other	1,195	1,971	951	1,474	4,235	11,082	700	1,143			49
50	Repairs / Maint. - Equip.		6		4	17,037	65,327		3			50
51	Depreciation - Equip.	108,385	325,155									51
52	Rental Equipment	1,075	6,306	691	5,511	28,064	35,200	615	2,632			52
53	Depreciation - Charging Infrastructure											53
54	TOTAL FIXED EXP. (LINES 40-53)	282,749	855,307	88,170	272,609	162,537	458,674	83,997	250,963			54
55	TOTAL FIXED OVERHEAD (LINES 18, 54)	735,046	2,763,031	369,276	1,166,311	1,101,543	3,393,207	615,604	1,845,791			55
56	TOTAL EXP. (LINES 7 & 55)	918,941	3,423,057	384,513	1,352,480	1,101,543	3,393,207	615,604	1,845,791			56
57	OPERATING PROFIT OR LOSS	-259,995	-1,511,605	191,072	17,478	777,545	1,811,243	270,749	878,606		3,023	57
58	Dealer Reserve (CV)											58
59	Operational Exp. Assist.	105,014	316,513									59
60	AfterSales Loyalty Bonus - MB	105,014	316,513									60
61	Training Bonus	52,510	158,258									61
62	New Veh. Sales Bonus - MB	105,014	316,513									62
63	Pre-Owned Vehicle Sales Bonus - MB	105,014	316,513									63
64	Brand Representation Bonus - MB	210,045	633,054									64
65	Com'l. Veh. Bonus											65
66	TEV / AMG Bonus											66
67	PO Bonus											67
68	EQ Bonus	17,863	161,648									68
69	Reserved Line		68,600									69
70	OPERATING PROFIT / LOSS AFTER INCENTIVES / RESERVE	440,479	776,007	191,072	17,478	777,545	1,811,243	270,749	878,606		3,023	70

STATEMENT OF INCOME AND EXPENSE - COMMERCIAL VEHICLE

LINE NO.	ACCT NO	2A-COM'L. VEH.		2B-COM'L. VEH.		2C-COM'L. VEH.		2D-COM'L. VEH.		2F-COM'L. VEH.		LINE NO.
		NEW VEHICLE DEPT.		PRE-OWNED DEPT.		SERVICE & BODY DEPT.		PARTS DEPT.		DIGITAL & CHARGING DEPT.		
		CURR. MONTH	YTD	CURR. MONTH	YTD	CURR. MONTH	YTD	CURR. MONTH	YTD	CURR. MONTH	YTD	
1	SALES	2,195,667	6,961,183	467,278	948,812	220,448	744,200	281,435	963,970			1
2	GROSS PROFIT	251,760	731,506	115,626	259,039	173,601	600,296	100,583	353,275			2
3	Representative Comp. / Incentives	10	22,343	106,068	26,605	40,362						3
4	Finance & Lease Comp.	12	1,426	4,429	204	633						4
5	Delivery Expense	13	-11,682	-18,668	-25	-475						5
6	Policy Exp. - New / Pre-Owned	15	575	936	679	917						6
7	TOTAL VARIABLE EXPS. (LINES 3-6)		12,662	92,765	27,463	41,437						7
8												8
9	Comp. - Managers	20	44,015	169,526	1,750	6,418	3,763	12,530	1,988	6,926		9
10	Comp. - Advisors	21					1,050	2,800	1,050	2,800		10
11	Comp. - Clerical	22	2,449	7,357	918	2,759	612	1,839	612	1,839		11
12	Comp. - Other	23	2,181	6,435	818	2,413	545	1,609	545	1,609		12
13	Leave - Vacation, Sick & Holiday	24	293	1,571	110	589	73	393	73	393		13
14	Taxes - Payroll	25	653	3,124	245	1,172	163	781	163	781		14
15	Uniforms & Laundry	28	521	934	195	350	130	234	130	234		15
16	Insurance - Employees	27	2,712	13,629	1,241	5,767	828	3,844	828	3,844		16
17	Pension & Profit Sharing	26		5,689		2,133		1,422		1,422		17
18	TOTAL PERSONNEL EXPENSES (LINES 9-17)		52,824	208,265	5,277	21,601	7,164	25,452	5,389	19,848		18
19	Tier 3 Brand Compliance Bonus	31										19
20	Tier 3 Mktg. Expenses	34	8,048	22,452	563	1,657	375	1,104	375	1,104		20
21	Other Advert. & Promo.	32	3,083	9,751	1,156	1,986	771	2,715	246	2,040		21
22	Floor Plan Interest	62	35,427	103,294								22
23	Floor Plan Assistance	95										23
24	Policy Exp. - Service / Parts / Body	67										24
25	Training	77	1,090	6,157	157	676	105	451	105	451		25
26	Training Credit	35	-1,440	-4,560								26
27	Co. & Demo. Vehicles	51	462	1,006	173	365	115	244	115	244		27
28	Courtesy Vehicle Program (CVP)	52	20,397	67,437	7,650	25,292	5,099	16,859	5,099	16,859		28
29	Office Supplies / Small Tools / Other Supplies	60 / 61	2,461	10,514	923	3,943	1,627	9,062	615	2,629		29
30	Bad Debts	33										30
31	Data Processing	79	3,502	14,967	1,313	5,613	875	3,742	875	3,742		31
32	Travel & Entertainment	70 / 69	172	1,995	64	353	43	235	43	235		32
33	Memberships / Dues / Publication / Contribution	66 / 75	38	1,742	14	653	9	436	9	436		33
34	Postage & Freight	73 / 86	11	260	4	97	3	65	3	65		34
35	Legal / Accounting	72	960	960	360	360	240	240	240	240		35
36	Outside Services	68	36,403	44,866	13,592	16,648	9,061	11,099	9,061	11,099		36
37	Bank / Credit Co. Serv. Fees	78	4,341	13,057	1,628	4,897	1,085	3,264	1,085	3,264		37
38	Miscellaneous	74/76	1,943	8,074	729	3,028	486	2,019	486	2,019		38
39	TOTAL SEMI-FIXED EXPENSES (LINES 19-38)		116,898	301,972	28,326	65,568	19,894	51,535	18,357	44,427		39
40	Rent	80	1,738	3,763	652	1,411	434	941	434	941		40
41	Amort. - Lshld. / Imprvs.	81										41
42	Repairs / Maint. - Real Estate	82	3,334	11,505	1,250	4,314	834	2,876	834	2,876		42
43	Deprec. - Bldgs. / Imprvs.	83										43
44	Taxes - Real Estate	84	3,200	9,600	1,200	3,600	800	2,400	800	2,400		44
45	Insur. - Bldgs. / Imprvs.	85	4,400	13,200	1,650	4,950	1,100	3,300	1,100	3,300		45
46	Interest - Mortgages	93	18,118	56,171	6,794	21,064	4,530	14,043	4,530	14,043		46
47	Utilities	63/64 / 65	3,345	11,802	1,254	4,426	836	2,951	836	2,951		47
48	Insurance - Other	88	6,265	17,698	1,450	4,078	967	2,719	967	2,719		48
49	Taxes - Other	89	176	397	66	149	44	99	44	99		49
50	Repairs / Maint. - Equip.	90		2		1						50
51	Depreciation - Equip.	91										51
52	Rental - Equipment	92	307	636	115	239	77	159	77	159		52
53	Depreciation - Charging Infrastructure	71										53
54	TOTAL FIXED EXPENSES (LINES 40-53)		40,883	124,774	14,431	44,232	9,622	29,488	9,622	29,488		54
55	TOTAL FIXED OVERHEAD (LINES 18, 39 & 54)		210,605	635,011	48,034	131,401	36,680	106,475	33,368	93,763		55
56	TOTAL EXPENSES (LINES 7 & 55)		223,267	727,776	75,497	172,838	36,680	106,475	33,368	93,763		56
57	OPERATING PROFIT OR LOSS		28,493	3,730	40,129	86,201	136,921	493,821	67,215	259,512		57
58	Dealer Reserve (CV)	639	48,207	179,586								58
59	Operational Exp. Assist.	53										59
60	AfterSales Loyalty Bonus - MB	974										60
61	Training Bonus	970										61
62	New Veh. Sales Bonus - MB	962										62
63	Pre-Owned Vehicle Sales Bonus - MB	968										63
64	Brand Representation Bonus - MB	976										64
65	Com'l. Vehicle Bonus	966	56,609	213,140								65
66	TEV / AMG Bonus	975										66
67	PO Bonus	972										67
68	EQ Bonus	973										68
69	Reserved Line	977										69
70	OPERATING PROFIT / LOSS AFTER INCENTIVES / RESERVE		133,309	396,456	40,129	86,201	136,921	493,821	67,215	259,512		70

MB GROSS PROFIT ANALYSIS - VARIABLE OPERATIONS - NEW VEHICLES - MB

LINE NO.	CURRENT MONTH		PER UNIT SOLD	ACCT. NO.	UNITS	GROSS PROFIT	UNITS	YEAR-TO-DATE		PER UNIT SOLD	LINE NO.
	SALES	GROSS PROFIT						SALES	GROSS PROFIT		
NEW VEHICLES											
1		5,618		1412		MB CLA250C	2	88,891	3,952	1976	1
2				1413		MB CLA250C4					2
3				499		AMG CLA35C4					3
4	70,350	3,325	3,325	523/1526	1	AMG CLA45C4 & CLA45C4S	2	139,700	5,875	2938	4
5	357,406	-15,026	-2,147	424	7	MB C300W	35	1,806,661	-48,899	-1397	5
6	223,128	-9,073	-2,268	413	4	MB C300W4	7	401,577	-3,955	-565	6
7				1415		AMG C43W4					7
8				1540		AMG C63W4SE					8
9				496		MB C300C	1	49,438	-4,650	-4650	9
10				519		MB C300C4					10
11				1401		AMG C43C4	1	75,955	164	164	11
12				1418		AMG C63CS					12
13				1463		MB C300A					13
14				1464		MB C300A4					14
15				1454		AMG C43A4					15
16				1403		AMG C63AS					16
17	60,545	1,257	1,257	1550	1	MB CLE300C4	1	60,545	1,257	1257	17
18	71,505	-258	-258	1551	1	MB CLE450C4	1	71,505	-258	-258	18
19				1552		AMG CLE53C4					19
20				1553		RESERVED					20
21				1554		MB CLE300A4					21
22				1555		MB CLE450A4					22
23				1556		RESERVED					23
24				1557		RESERVED					24
25				411		MB E350W	1	63,789	2,194	2194	25
26	540,542	6,164	771	405	8	MB E350W4	16	1,002,236	-3,848	-241	26
27				1480		MB E450W4					27
28				1558		RESERVED					28
29				1496		MB E450S4					29
30				1423		MB E450C	1	74,856	663	663	30
31				1424		MB E450C4					31
32				1482		AMG E53C4					32
33		-15		1421		MB E450A	4	332,837	2,799	700	33
34				1479		MB E450A4			-30		34
35				1481		AMG E53A4					35
36				1499		MB S500V4					36
37	132,535	-580	-580	406	1	MB S580V4	10	1,405,870	43,911	4391	37
38	411,223	7,143	2,381	1507	3	MB S580eV4	3	411,223	7,143	2381	38
39				1538		AMG S63eV4					39
40				1492		MAYBACH S580Z4					40
41				1508		MAYBACH S680Z4	1	329,950	16,749	16749	41
42				1517		RESERVED					42
43				1536		AMG GT55					43
44				1537		AMG GT63					44
45				1513		AMG SL43R	1	97,676	143	143	45
46				1514		AMG SL55R4					46
47				495		AMG SL63R4					47
48				1515		AMG SL63RSe					48
49				1562		RESERVED					49
50				1472		AMG GT43C4	1	126,465	5,684	5684	50
51	135,365	6,082	6,082	1485	1	AMG GT53C4	3	394,661	18,146	6049	51
52				1474		AMG GT63C4					52
53				1475		AMG GT63C4S					53
54				1516		AMG GT63C4Se					54
55	2,002,599	4,637	172		27	TOTAL NEW MB ICE/PHEV PASSENGER CAR (LINES 1 - 54)	91	6,933,835	47,040	517	55
56	87,365	-938	-469	1448	2	MB GLA250W	2	87,365	-938	-469	56
57				1449		MB GLA250W4					57
58				510		AMG GLA35W4					58
59				1450		AMG GLA45W4			-20		59
60	417,736	-30,907	-3,434	1490	9	MB GLB250W	19	894,369	-36,143	-1902	60
61	97,205	-7,054	-3,527	1491	2	MB GLB250W4	2	97,205	-7,054	-3527	61
62				1497		AMG GLB35W4					62
63	803,731	-23,832	-1,490	1461	16	MB GLC300W	29	1,519,826	-31,014	-1069	63
64	318,483	-11,417	-1,903	1462	6	MB GLC300W4	10	527,151	-14,746	-1475	64
65				1559		RESERVED					65
66	62,750	-3,595	-3,595	1447	1	AMG GLC43W4	1	62,750	-3,595	-3595	66
67				1523		AMG GLC63W4S					67
68	379,204	-1,913	-319	1451	6	MB GLC300C4	17	1,084,380	11,753	691	68
69				1477		AMG GLC43C4					69
70				1487		AMG GLC63C4S					70
71				532		MB GLE350W	3	191,715	-919	-306	71
72	490,546	4,459	637	533	7	MB GLE350W4	29	2,012,288	-9,050	-312	72
73				1535		MB GLE450E4	5	377,069	-8,884	-1777	73
74	1,072,888	16,942	1,210	1458	14	MB GLE450W4	21	1,620,401	28,759	1369	74
75				584		MB GLE580W4					75
76	766,945	31,110	3,889	1445	8	AMG GLE53W4	16	1,512,376	42,496	2656	76
77				1459		AMG GLE63W4S	5	659,234	19,861	3972	77
78	592,891	24,539	4,090	1460	6	AMG GLE53C4	13	1,262,190	57,246	4404	78
79	133,810	6,182	6,182	509	1	AMG GLE63C4S	2	274,525	12,769	6385	79
80	772,364	14,389	1,799	581	8	MB GLS450W4	34	3,226,382	58,173	1711	80
81				521		MB GLS580W4	4	463,036	8,679	2170	81
82				1524		AMG GLS63W4	1	152,520	9,197	9197	82
83	374,250	14,238	7,119	1498	2	MAYBACH GLS600Z4	3	536,750	26,416	8805	83

MB & OTHER GROSS PROFIT ANALYSIS - VARIABLE OPERATIONS - NEW VEHICLES & PRE-OWNED

LINE NO.	CURRENT MONTH		PER UNIT SOLD	ACCT. NO.	UNITS	GROSS PROFIT	UNITS	YEAR-TO-DATE		PER UNIT SOLD	LINE NO.
	SALES	GROSS PROFIT						SALES	GROSS PROFIT		
1	164,815	7,937	7,937	599	1	MB G550W4	3	582,530	73,994	24,665	1
2						AMG G63W4	5	1,024,675	51,186	10,237	2
3						AMG G63W44					3
4	6,534,983	40,140	451		89	TOTAL NEW MB ICE/PHEV LIGHT TRUCK (Pg 5 Ln 56 - 82, Pg 6 Ln 1-3)	224	18,168,737	288,166	1,286	4
5	83,145	8,420	8,420	1501	1	MB EQE350V	5	422,784	-9,963	-1,993	5
6		-1,000		1502		MB EQE350V4	1	79,986	-816	-816	6
7				1503		MB EQE500V4					7
8				1504		AMG EQEV4					8
9		-655		1509		MB EQS450V	5	491,793	-12,563	-2,513	9
10				1510		MB EQS450V4					10
11		-1,122		1512		MB EQS580V4	2	260,835	-6,015	-3,008	11
12				1511		AMG EQSV4					12
13	83,145	5,643	5,643		1	TOTAL NEW MB BEV PASSENGER CAR (Lines 5-12)	13	1,255,398	-29,357	-2,258	13
14	55,902	2,391	2,391	1519	1	MB EQB250W	3	167,036	-78	-26	14
15	59,711	-2,680	-2,680	1520	1	MB EQB300W4	6	365,656	-4,792	-799	15
16	70,798	2,826	2,826	1521	1	MB EQB350W4	2	139,713	-1,039	-520	16
17	240,761	-6,653	-2,218	1528	3	MB EQE350X	14	1,117,630	-38,937	-2,781	17
18	656,638	-29,226	-3,247	1529	9	MB EQE350X4	19	1,420,917	-53,316	-2,806	18
19	85,170	9,068	9,068	1530	1	MB EQE500X4	4	389,255	1,760	440	19
20				1527		AMG EQEX4					20
21	95,285	1,948	1,948	1531	1	MB EQS450X	3	292,855	-5,370	-1,790	21
22	208,748	-1,341	-671	1505	2	MB EQS450X4	6	646,635	-11,923	-1,987	22
23				1506		MB EQS580X4	2	235,671	-8,089	-4,045	23
24	192,350	4,491	4,491	1522	1	MAYBACH EQS680Z4	1	192,350	4,491	4,491	24
25				1560		RESERVED					25
26	1,665,363	-19,176	-959		20	TOTAL NEW MB BEV LIGHT TRUCK (Lines 14-25)	60	4,967,718	-117,293	-1,955	26
27		-4,302		1561		OTHER NEW MB, AMG, & MAYBACH			-9,566		27
28	10,286,090	26,942	197		137	TOTAL NEW MB (Pg 5 Ln 56 - Pg 6 Ln 4, 13, & 26-27)	388	31,325,688	178,990	461	28
29						Vehicle Programs					29
30	786,821	3		428	15	MB Courtesy Veh. Program (CVP)	65	4,072,538	3		30
31				577/422		Fleet / Corporate Sales Program					31
32				596/597		MVP / Dealer Emp. Purchase Program					32
33	786,821	3			15	TOTAL NEW PROGRAMS MB (Lines 30-32)	65	4,072,538	3		33
34	11,072,911	26,945	177		152	TOTAL NEW VEHICLES (Lines 28 & 33)	453	35,398,226	178,993	395	34
35	11,286,336	658,946	4,335		152	TOT. NEW VEHICLE DEPT. (Lines 34 & 65)	453	36,048,791	1,911,452	4,220	35
36				697		LIFO Adjustments - New Vehicles					36
37	11,286,336	658,946	4,335		152	NET NEW VEHICLE DEPARTMENT (LINES 35 & 36)	453	36,048,791	1,911,452	4,220	37
38						PRE-OWNED VEHICLES					38
39	54,990	27,204	27,204	436	1	Pre-Owned Vehicles Ex-CVP - MB	6	406,652	29,121	4,854	39
40	1,242,806	52,848	1,652	430/449	32	Pre-Owned Vehicles - MB	108	3,755,548	122,896	1,138	40
41		31,548		708		Pre-Owned Veh. Reconditioning - MB			97,399		41
42	1,297,796	48,504	1,470		33	TOTAL PRE-OWNED MB (Lines 39-41)	114	4,162,200	54,618	479	42
43	594,637	-2,776	-252	437	11	Pre-Owned Veh. Certified Ex-CVP - MB	40	2,102,608	160,552	4,014	43
44	1,444,123	224,651	7,020	447	32	Pre-Owned Veh. Certified - MB	110	4,975,526	408,912	3,717	44
45		134,224		669		Pre-Owned Veh. Cert. Reconditioning - MB			418,919		45
46	2,038,760	87,651	2,038		43	TOTAL CERT. PRE-OWNED MB (Lines 43-45)	150	7,078,134	150,545	1,004	46
47	175,552	3,030	606	434	5	Pre-Owned Other	11	361,901	8,774	798	47
48	3,512,108	139,185	1,718		81	TOTAL PRE-OWNED (Lines 42, 46-47)	275	11,602,235	213,937	778	48
49	1,240,495	132,434	3,010	433A	44	Pre-Owned Veh. Wholesales - MB	144	4,304,343	183,746	1,276	49
50	830,640	11,365	355	433B	32	Pre-Owned Veh. Wholesales - Other	116	3,085,580	41,244	356	50
51				634		Pre-Owned Veh. Inventory Adjustment					51
52	5,583,243	282,984	1,802		157	TOTAL PRE-OWNED VEH. SALES (LINES 48-51)	535	18,992,158	438,927	820	52
53	5,722,603	575,585	3,666		157	TOTAL PRE-OWNED VEHICLE DEPT. (LINES 52 & 81)	535	19,413,243	1,369,958	2,561	53
54				698		LIFO Adjustments - Pre-Owned Vehicles					54
55	5,722,603	575,585	3,666		157	NET PRE-OWNED VEHICLE DEPT. (LINES 53 & 54)	535	19,413,243	1,369,958	2,561	55
56						FINANCE AND LEASE INCOME					56
57		314,866	2,071	500-01A / 550-51	300	F&L Income and Reserve - New MB	521		815,822	1,801	57
58	213,425	213,425	1,404	586-87A / 589-90	517	F&L Serv. Contr & Aftmkt Prod Inc - New MB	1,604	650,565	650,565	1,436	58
59		12,000	79	588A/591	8	Ext. Limited Warr. Income - New MB	19		26,000	57	59
60		103,080	678	502A/552	108	Prepaid Maint. Income - New MB	283		271,940	600	60
61	213,425	643,371	4,233		933	TOTAL F&L/SERV. CONTRACTS - NEW MB (LINES 57-60)	2,427	650,565	1,764,327	3,895	61
62		10,811		700-01A / 750-51	6	F&L Income - New MB - Chrgbcks/Refunds	14		22,616		62
63		559		786-87C / 789-90		F&L Serv. Contr & Aftmkt Prod Inc - New MB Chrgbcks/Refunds			9,252		63
64				695A		New Vehicle Repossession Losses					64
65	213,425	632,001	4,158		939	TOTAL FINANCE AND LEASE INCOME NEW - MB (LINES 61-64)	2,441	650,565	1,732,459	3,824	65
66		74,476	2,257	556	37	F&L Income and Reserve - CPO - MB	126		260,536	2285	66
67		58,111	1,351	503-04A / 553-54	28	F&L Income and Reserve - Pre-Owned - MB	162		190,916	1273	67
68				506C		F&L Serv. Contr & Aftmkt Prod Inc - CPO - MB					68
69	133,989	133,989	3,116	592-93A / 596-95	255	F&L Income - Other Products - P/O - MB	853	411,989	411,989	2747	69
70		4,170	126	557	2	Ext. Limited Warr. Income - P/O Cert. - MB	15		19,010	167	70
71				558		Ext Limited Warr Income - Pre-Owned MB					71
72				558C		Serv. Cont. Income - CPO MB					72
73		31,054	722	505A / 555	21	Serv. Cont. Income - Pre-Owned MB	49		67,192	448	73
74	133,989	301,800	3,971		343	TOTAL F&L/SERV. CONT. - CPO & Pre-Owned MB (LINES 66-73)	1,205	411,989	949,643	3597	74
75		5,859		756	4	F&L Income - CPO - MB Chrgbcks/Refunds	9		10,602		75
76		8,711		703-04A / 753-54	3	F&L Income - Pre-Owned MB - Chrgbcks/Refunds	4		17,106		76
77				696		CPO & Pre-Owned Vehicle Repossession Losses					77
78	133,989	287,230	3,779		350	TOTAL FINANCE AND LEASE INCOME CPO & PO - MB (LINES 74-77)	1,218	411,989	921,935	3492	78
79	5,371	5,371	1,074	503-58 / 592-93B	16	F&L Serv. Contr & Aftmkt Prod Inc - Pre-Owned Other	21	9,096	9,096	827	79
80				703-5C / 792-93C	1	F&L Serv. Contr & Aftmkt Prod Inc - PO Other Chrgbcks/Refunds	1				80
81	139,360	292,601	3,612		157	TOTAL FINANCE AND LEASE INCOME PRE-OWNED (LINES 78-80)	535	421,085	931,031	3386	81
82	17,008,939	1,234,531	3,995		309	TOTAL VARIABLE (LINES 37 & 55)	988	55,462,034	3,281,410	3321	82

MB & OTHER GROSS PROFIT ANALYSIS - FIXED OPERATIONS

LINE NO.	CURRENT MONTH					YEAR-TO-DATE					LINE NO.	
	SALES	GROSS PROFIT	GP % SALES	ACCT.	TRANS.	TRANS.	SALES	GROSS PROFIT	GP % SALES			
1	269,724	222,271	82.4	811	601	Customer Labor - Mechanical - MB	1898	793,653	650,649	82.0	1	
2	77,231	67,443	87.3	814	143	Prepaid Maintenance Labor - MB	527	283,451	248,227	87.6	2	
3	140,896	123,171	87.4	844	86	Extended Limited Warranty Labor - MB	235	321,450	281,089	87.4	3	
4	783,598	687,750	87.8	813	723	Warranty Claim Labor - MB	2071	2,160,827	1,897,783	87.8	4	
5				850		3rd Party Warranty Claim Labor - MB					5	
6	148,003	114,807	77.6	815	415	Internal Labor - MB	1170	424,389	329,590	77.7	6	
7	83,238	64,471	77.5	401A	342	Express Labor - MB	882	215,658	167,526	77.7	7	
8	131,346	115,010	87.6	403A	245	Express PPM Labor - MB	628	336,808	295,092	87.6	8	
9	71,191	62,192	87.4	493A	166	Express Warranty Labor - MB	414	187,199	163,701	87.4	9	
10		13,767		657A		Unapplied Labor - MB			61,017		10	
11	1,705,227	1,443,348	84.6		2721	TOTAL LABOR - MB (LINES 1 - 10)	7825	4,723,435	3,972,640	84.1	11	
12				450-1B		Customer & SC Labor - Mech. - Other					12	
13	34,041	29,254	85.9	454B	28	Warranty Claim Labor - Other	70	108,567	92,362	85.1	13	
14				455B		Internal Labor - Other					14	
15				657B		Unapplied Labor - Other					15	
16	1,739,268	1,472,602	84.7		2749	NET TOTAL LABOR (LINES 11 - 15)	7895	4,832,002	4,065,002	84.1	16	
17	42,400	13,240	31.2	851		Service Contract Income		81,190	26,880	33.1	17	
18	80,359	18,612	23.2	456		Sublet Repairs		212,450	50,620	23.8	18	
19	4,432	2,290	51.7	458		Gas, Oil & Grease		12,523	10,761	85.9	19	
20	1,866,459	1,506,744	80.7		2749	TOTAL SERVICE DEPT. (LINES 16-19)	7895	5,138,165	4,153,263	80.8	20	
21	246,953	111,441	45.1	821		R.O. - Mechanical - MB		752,784	356,240	47.3	21	
22	68,502	24,572	35.9	824		R.O. - Prepaid Maintenance - MB		216,321	77,181	35.7	22	
23	62,413	19,621	31.4	845		R.O. - Extended Limited Warranty - MB		167,682	48,744	29.1	23	
24	492,337	247,305	50.2	823		Warranty Claim - P&A - MB		1,516,337	764,222	50.4	24	
25				852		3rd Party Warranty Claim P&A - MB					25	
26	68,190	24,665	36.2	825		Internal - MB		199,488	72,047	36.1	26	
27				826		R.O. - Body Shop - MB					27	
28	116,107	38,249	32.9	827	502	Counter Retail - MB	1281	281,465	103,377	36.7	28	
29	1,339,600	283,966	21.2	828	3356	Wholesale - MB	11089	4,288,972	908,608	21.2	29	
30	9,586	2,754	28.7	829	154	Accessories & Promotional Items - MB	459	34,675	9,610	27.7	30	
31	13,141			842	56	Wholesales - Body Shop Certified	56	13,141			31	
32	251,006	45,860	18.3	843		Tires - MB		783,947	133,533	17.0	32	
33	49,687	27,672	55.7	404A		Express Parts - MB		165,188	89,164	54.0	33	
34	63,467	22,419	35.3	408A		Express PPM Parts - MB		158,071	55,704	35.2	34	
35	85,660	27,295	31.9	494A		Express Warranty Parts - MB		176,441	77,562	44.0	35	
36		-10,037		675A		Inventory Adjustments - MB			-27,123		36	
37	2,866,649	885,856	30.9			TOTAL PARTS - MB (LINES 21 - 36)		8,754,512	2,723,115	31.1	37	
38				460-1B		R.O. - Mech. & Service Contract - Other					38	
39				464B		Warranty Claim - P&A - Other					39	
40				465B		Internal - Other					40	
41				462B		R.O. - Body Shop - Other					41	
42				466B		Counter Retail - Other					42	
43	1,748	497	28.4	467B	15	Wholesale - Other	28	3,972	1,282	32.3	43	
44				668B		Stock Order Allowance - Other					44	
45				675B		Inventory Adjustments - Other					45	
46				480B		Accessories - Other					46	
47				492		Tires/Detailing/Promo Gifts					47	
48	2,868,397	886,353	30.9			TOTAL PARTS DEPT. (LINES 37 - 47)		8,758,484	2,724,397	31.1	48	
49				699A		LIFO Adjustment - Parts					49	
50	2,868,397	886,353	30.9			NET TOTAL PARTS DEPT. (LINES 48 & 49)		8,758,484	2,724,397	31.1	50	
51	272,442	195,125	71.6	838	100	Customer Body Shop Labor - MB	269	763,022	548,035	71.8	51	
52	343,595	144,551	42.1	840		Customer Body Shop Parts Transfer - MB		891,963	379,756	42.6	52	
53	616,037	339,676	55.1		100	TOTAL BODY SHOP - MB (LINES 51 & 52)	269	1,654,985	927,791	56.1	53	
54				452B		Customer Body Shop Labor - Other					54	
55				453B		Customer Body Shop Parts Transfer - Other					55	
56				455C		Internal Body Shop Labor					56	
57	32,483	7,339	22.6	456C		Sublet Repairs - Body Shop		97,058	17,416	17.9	57	
58	48,685	25,329	52.0	459		Paint & Body Shop Materials		210,619	105,980	50.3	58	
59				657C		Unapplied Labor - Body Shop					59	
60	697,205	372,344	53.4		100	NET TOTAL BODY SHOP (LINES 53 - 59)	269	1,962,662	1,051,187	53.6	60	
61	5,432,061	2,765,441	50.9			TOTAL SERVICE / PARTS / BODY (LINES 20, 50 & 60)		15,859,311	7,928,847	50.0	61	
62						DIGITAL AND CHARGING INFRASTRUCTURE					62	
63				425		OTA E-Commerce Payment			3,023		63	
64				426		EV Charging Station					64	
65				427		Other Digital and Charging Infrastructure					65	
66						TOTAL DIGITAL AND ELECTRIC INFRASTRUCTURE (LINES 63-65)			3,023		66	
67	5,432,061	2,765,441	50.9			TOTAL MB ALL DEPARTMENTS (LINES 63 & 66)		15,859,311	7,931,870	50.0	67	
68	22,441,000	3,999,972	17.8			TOTAL ALL DEPARTMENTS (BEFORE LIFO) (Pg 6 Ln 35, 53 + Pg 7 Ln 20, 48, 60, 66)		71,321,345	11,213,280	15.7	68	
69						TOTAL LIFO ADJUSTMENTS (Pg 6 Ln 36, 54 + Pg 7 Ln 49)					69	
70	22,441,000	3,999,972	17.8			NET ALL MB DEPT (LINE 68 MINUS LINE 69)		71,321,345	11,213,280	15.7	70	
71	FIXED OPERATIONS ANALYSIS										71	
72	HOURLY LABOR RATES		CUSTOMER		WARRANTY		INTERNAL		Repair Order Count	CURR. MTH.	YTD	72
73											73	
74	Mechanical - MB	325.00	325.00	329.90	329.90	325.00	325.00	MB	1,973.0	4,774.0	74	
75	Mechanical - CV	325.00	325.00	321.10	321.10	325.00	325.00	Commercial Vehicles	279.0	530.0	75	
76	Mechanical - Other							Total MB Serv Hrs	CURR. MTH.	YTD	76	
77	Body Shop - MB	75.00	25.00	75.00	25.00	75.00	25.00	Available	10,329.1	31,522.6	77	
78	Body Shop - CV							Actual	5,588.4	17,141.2	78	
79	Body Shop - Other							Operation	6,327.3	18,766.6	79	
80											80	
81	Effective Labor Rate - MB	219.14	204.30	330.00	328.46	165.12	173.60	Total CV Serv Hrs	CURR. MTH.	YTD	81	
82	Effective Labor Rate - CV	195.93	135.94	321.83	215.06	182.12	131.74	Available	1,235.8	2,816.1	82	
83								Actual	668.6	1,513.9	83	
84								Operation	757.0	1,673.3	84	

COMMERCIAL VEHICLE ANALYSIS

LINE NO.	CURRENT MONTH			ACCT. NO.	UNITS	GROSS PROFIT - R/L	UNITS	YEAR-TO-DATE			LINE NO.
	SALES	GROSS PROFIT	PER UNIT SOLD					SALES	GROSS PROFIT	PER UNIT SOLD	
NEW VEHICLES											
1				2500		Reserved					1
2				2501		eSprinter Cargo Van					2
3	235,716	4,050	675	2408	6	Metris VS20 Cargo Van	13	521,690	13,318	1,024	3
4	213,690	5,349	1,070	2407	5	Metris VS20 Passenger Van	17	742,349	20,859	1,227	4
5	291,106	15,009	3,752	2421	4	Sprinter 1500/2500 Passenger Van	13	992,759	75,840	5,834	5
6	1,367,094	157,539	7,877	2420/2422	20	Sprinter 1500/2500/3500 Cargo Van	62	4,039,763	304,759	4,915	6
7				2423		Sprinter 2500/3500 Crew Van	1	63,298	6,297	6,297	7
8	76,384	2,030	2,030	2424	1	Sprinter 3500XD/4500 Cargo Van	2	126,884	4,979	2,490	8
9				2425		Sprinter 3500XD/4500 Crew Van					9
10				2426		Sprinter 3500XD/4500 Cab Chassis	7	432,734	22,219	3,174	10
11	2,183,990	183,977	5,110		36	TOTAL NEW COMMERCIAL VEHICLE (LINES 1-10)	115	6,919,477	448,271	3,898	11
12				2411		Courtesy Veh. Program (CVP) - Comm. Veh.					12
13				2410		Fleet - CV (Strategic Accounts)					13
14	2,183,990	183,977	5,110		36	TOTAL NEW COMMERCIAL VEHICLES (LINES 11-13)	115	6,919,477	448,271	3,898	14
15		42,156	916	500-01E	46	F&L Income - New CV	144		195,644	1,359	15
16	11,677	11,677	403	586-87E	29	F&L Inc. - Afrmkt. Products - New CV	91	41,706	39,816	438	16
17		13,950	517	502E	27	Service Contract Inc. - New CV	101		47,775	473	17
18	11,677	67,783	665		102	TOTAL F&L / SC - NEW CV (LINES 15-17)	336	41,706	283,235	843	18
19				695E		New Veh. Repo. Losses - CV					19
20	11,677	67,783	665		102	TOT F&L/SERV. CONTRACTS NEW - CV (LINES 18 & 19)	336	41,706	283,235	843	20
21	2,195,667	251,760	6,993		36	TOT NEW VEHICLE DEPARTMENT - CV (LINES 14 & 20)	115	6,961,183	731,506	6,361	21
22				697E		LIFO Adj. - New CV					22
23	2,195,667	251,760	6,993		36	NET NEW VEHICLE DEPARTMENT - CV (LINES 21 & 22)	115	6,961,183	731,506	6,361	23
PRE-OWNED VEHICLES											
24											24
25	462,757	85,648	8,565	2405	10	Pre-Owned - CV	20	939,283	225,316	11,266	25
26				2412		CPO - CV					26
27		9,175		2613		Pre-Owned Reconditioning - CV			27,365		27
28				2614		CPO Reconditioning - CV					28
29	462,757	76,473	7,647		10	TOTAL PRE-OWNED CV RETAIL/LEASE (LINES 25-28)	20	939,283	197,951	9,898	29
30				433E		Pre-Owned Veh. Wholesales - CV					30
31				634E		Pre-Owned Veh Inventory Adjustments - CV					31
32	462,757	76,473	7,647		10	TOTAL PRE-OWNED VEH. SALES - CV (LINES 29-31)	20	939,283	197,951	9,898	32
33		31,736	1,867	503-04E	17	Fin. & Lease Income - Pre-Owned CV	31		46,465	1,499	33
34	4,521	4,221	603	592-93E	7	Fin. & Lease Income - Afrmkt Products - P/O CV	23	9,529	9,229	401	34
35		3,196	1,598	505E	2	Serv. Cont. Income - Pre-Owned CV	5		5,394	1,079	35
36				557E		Extended Limited Warranties - CPO - CV					36
37	4,521	39,153	1,506		26	TOT F&L/SERV. CONTRACTS - P/O CV (LINES 33-36)	59	9,529	61,088	1,035	37
38				696E		Pre-Owned Vehicle Repossession Losses - CV					38
39	4,521	39,153	1,506		26	TOT F&L/SC P/O - CV (LINES 37 & 38)	59	9,529	61,088	1,035	39
40	467,278	115,626	3,212		36	TOTAL PRE-OWNED VEHICLE DEPT. - CV (LINES 32 & 39)	79	948,812	259,039	3,279	40
41				698E		LIFO Adj. - Pre-Owned CV					41
42	467,278	115,626	3,212		36	NET PRE-OWNED VEHICLE DEPT. - CV (LINES 40 & 41)	79	948,812	259,039	3,279	42
43	2,662,945	367,386	5,103		72	TOTAL VARIABLE CV (LINES 23 & 42)	194	7,909,995	990,545	5,106	43
FIXED OPERATIONS											
44											44
45	SALES	GROSS PROFIT	GP% SALES	ACCT.	TRANS.		TRANS.	SALES	GROSS PROFIT	GP% SALES	45
46	38,274	30,923	80.8	811E	66	Customer Labor - Mechanical - CV	222	135,203	108,428	80.2	46
47	27,400	23,599	86.1	814E	33	Service Contract Labor - CV	95	78,972	68,144	86.3	47
48	103,330	89,178	86.3	813E	159	Warranty Claim Labor - CV	504	398,389	344,087	86.4	48
49	13,277	10,771	81.1	815E	17	Internal Labor - CV	42	38,485	31,550	82.0	49
50				401E		Express Labor - CV					50
51	21,519	16,248	75.5	403E	62	Express PPM Labor - CV	144	53,056	39,878	75.2	51
52				493E		Express Warranty Labor - CV					52
53				657E		Unapplied Labor - CV					53
54	203,800	170,719	83.8		337	TOTAL LABOR - CV (LINES 46-53)	1,007	704,105	592,087	84.1	54
55	13,587	1,183	8.7	456E		Sublet Repairs - CV		27,760	1,428	5.1	55
56	3,061	1,699	55.5	458E		Gas, Oil & Grease - CV		12,335	6,781	55.0	56
57	220,448	173,601	78.7		337	TOTAL SERVICE DEPT. - CV (LINES 54-56)	1,007	744,200	600,296	80.7	57
58	33,743	14,839	44.0	821E		R.O. - Mechanical - CV		87,614	39,530	45.1	58
59	4,243	1,375	32.4	824E		R.O. - Service Contract - CV		26,571	8,536	32.1	59
60	90,291	46,206	51.2	823E		Warranty Claim - P&A - CV		348,987	176,319	50.5	60
61	5,876	2,203	37.5	825E		Internal - CV		25,385	9,891	39.0	61
62	2,759	1,518	55.0	404E		Express Parts - CV		9,012	4,838	53.7	62
63	6,972	3,885	55.7	408E		Express PPM Parts - CV		23,853	13,263	55.6	63
64				494E		Express Warranty Parts - CV					64
65				826E		R.O. - Body Shop - CV					65
66	40,951	9,719	23.7	827E	99	Counter Retail - CV	239	65,388	21,046	32.2	66
67	84,040	16,886	20.1	828E	273	Wholesale - CV	990	331,576	66,462	20.0	67
68	6,600	2,374	36.0	829E	47	Accessories & Promotional Items - CV	176	25,325	8,645	34.1	68
69	5,960	1,578	26.5	843E	7	Tires - CV	25	20,259	4,745	23.4	69
70				675E		Inventory Adjustments - CV					70
71	281,435	100,583	35.7			TOTAL PARTS - CV (LINES 58-70)		963,970	353,275	36.6	71
72				699E		LIFO Adjustment - Parts - CV					72
73	281,435	100,583	35.7			NET TOTAL PARTS DEPT. (LINES 71 & 72)		963,970	353,275	36.6	73
74				838E		Customer Body Shop Labor - CV					74
75				840E		Customer Body Shop Labor - CV					75
76				455E		Internal Body Shop Labor - CV					76
77				2456E		Sublet Repairs - Body Shop - CV					77
78				459E		Paint & Body Shop Materials - CV					78
79				2657E		Unapplied Labor - Body Shop - CV					79
80						TOTAL BODY SHOP CV (LINES 74-79)					80
81				425E		OTA E-Commerce Payment - CV					81
82				426E		EV Charging Station - CV					82
83				427E		Other Digital and Charging Infrastructure - CV					83
84	501,883	274,184	54.6			TOT SERV/PRTS/BODY/DIGITAL & CHARG. CV (LINES 77, 79, 80 & 83)		1,708,170	953,571	55.8	84
85	3,164,828	641,570	20.3			NET ALL CV DEPT. (LINES 43 & 84)		9,618,165	1,944,116	20.2	85

SUMMARY OF OPERATING RESULTS											
LINE NO.										LINE NO.	
1	INVENTORY ANALYSIS		TOTAL		CURRENT		31 - 60		61+		1
2			UNITS	AMOUNT	UNITS	AMOUNT	UNITS	AMOUNT	UNITS	AMOUNT	2
3	New Vehicles - MB		245	22,436,722	130	10,908,442	76	6,401,934	39	5,126,346	3
4	New Vehicles - CV		107	6,335,049	18	896,595	9	619,750	80	4,818,704	4
5	Demonstrators		1	95,757			1	95,757			5
6	Courtesy Vehicle Program (CVP)		133	7,741,912	15	741,371	15	835,918	103	6,164,623	6
7	Pre-Owned Vehicles - MB		89	3,502,221	64	2,121,570	9	496,183	16	884,468	7
8	Pre-Owned Vehicles - CV		18	514,702	13	344,061	5	170,641			8
9	Pre-Owned Vehicles - Other										9
10			TOTAL		0 mos. - 12 mos.		OVER 12 mos.				10
11	Parts		3,862,858		3,781,444		81,414				11
12	Accessories		49,025		48,786		239				12
13											13
14	TOTAL LABOR HOURS BY CATEGORY		MB LABOR CURRENT MONTH	MB LABOR YTD	CV LABOR CURRENT MONTH	CV LABOR YTD					14
15	Customer Labor - Mechanical MB		1611	4606	195	690					15
16	Prepaid Maintenance Labor - MB		632	1880							16
17	Service Contract Labor - Commercial Vehicles				85	245					17
18	Extended Limited Warranty Labor - MB		427	974							18
19	Warranty Claim Labor MB		2590	7115	321	1238					19
20	Internal Labor MB		896	2570	73	211					20
21	Total MB Labor Hours		6156	17145	674	2384					21
22	Consolidated Customer Pay Labor - MB		2670	7460							22
23	Total MB Labor per RO		3	4							23
24											24
25	PERSONNEL	NEW	PRE-OWNED	SERVICE	PARTS	BODY	TOTAL				25
26	General Manager	0.25	0.25	0.25	0.25		1.00				26
27	Department Managers	5.00	3.00	5.00	3.00		16.00				27
28	BDC Managers										28
29	F&I Staff	3.00	2.00				5.00				29
30	Representatives - MB	14.00	11.00				25.00				30
31	Representatives - CV										31
32	Representatives - Other										32
33	Service Advisors - MB			15.00	9.00		24.00				33
34	Service Advisors - CV										34
35	Service Advisors - Express										35
36	Service Advisors - Other										36
37	Technicians - MB			62.00			62.00				37
38	Technicians - CV										38
39	Technicians - Express										39
40	Technicians - Other										40
41	Parts Personnel - MB				45.00		45.00				41
42	Parts Personnel - Other										42
43	Clerical Personnel	20.00	10.00	45.00	10.00		85.00				43
44	Other Personnel	9.00	3.00	3.00	2.00		17.00				44
45	TOTAL PERSONNEL	51.25	29.25	130.25	69.25		280.00				45
46											46
47	UTILITIES TYPE	UNIT TYPE	OTHER UNIT TYPES (IF APPLICABLE)	TOTAL UNIT		TOTAL COST					47
48				CURRENT MONTH	YTD	CURRENT MONTH	YTD				48
49	Electricity - Standard from Grid	Kwh									49
50	Electricity - Renewable from Grid	Kwh									50
51	Electricity - Own Generation	Kwh									51
52	Heat - Natural Gas	Therm									52
53	Heat - Fuel Oil/Diesel	Gallon									53
54	Heat - Geo-/Solarthermal Generated	Kwh									54
55	District Heat - Standard	Therm									55
56	District Heat - Renewably Sourced	Therm									56
57	Utilities - Water, Sewer Other	XXXX	XXXX	XXXX	XXXX						57
58	TOTAL UTILITY ANALYSIS										58