

Current Data

| | |
|--|--------------|
| New Retail Deliveries YTD (units) | 749 |
| Month of Year | 11 |
| Average # Retail Units Delivered Per Month | 68 |
| Total # Units Currently in Inventory | 213 |
| Months Supply "In Units" | 3.1 |
| CURRENT Inventory Turn Rate | 3.8 |
| CURRENT Average <u>Front End</u> Gross Profit PNVR | \$ 8,214 |
| CURRENT Monthly Gross Profit | \$ 559,299 |
| CURRENT Yearly Front End Gross Profit Total | \$ 6,711,585 |

Projection

| | |
|----|------------|
| | 8.0 |
| \$ | 8,500.0 |
| | 142 |
| \$ | 1,207,000 |
| \$ | 647,701 |
| \$ | 14,484,000 |
| \$ | 7,772,415 |

Additional Income

| | | | | Monthly |
|-------------------------------------|-----|-------------|--------|-----------|
| | | | | 74 |
| Current New Vehicle F&I Average PVR | | | 1079 | \$ 79,846 |
| PDI & Accessory Sales PVR | 350 | X 50% Gross | \$ 175 | \$ 12,950 |
| Trade % | 50% | # of Trades | 37.0 | \$ 7,400 |

| | | | | | |
|---|------|----------------------------------|-----------|----|------------|
| UV Immediate Wholesale % | 10% | # of Trades Immediate Wholesaled | 3.7 | \$ | 19,980 |
| Average Recon on U/C Trade | 1200 | X 50% Gross | \$ 600 | \$ | 49,950 |
| Average PUVR Wholesale | | | \$ 2,000 | \$ | - |
| Average PUVR (Front and Back) on Trades | | | \$ 1,500 | \$ | - |
| Hard Pack Per Unit UV | | | | \$ | - |
| Hard Pack Per Unit NV | | | | \$ | 37,000 |
| Doc Fee/ Admin Fee Per Unit | | | | \$ | - |
| OEM Incentives Per Unit | | | \$ 500 | \$ | - |
| Floorplan Assistance Per Unit | | | | \$ | 647,701.27 |
| Advertising Credits Per Unit | | | | \$ | 207,126 |
| Total Washout PNVR (Adjusted for %s) | | | \$ 11,013 | \$ | 854,827 |
| Note: This does not include future Gross Opportunities | | | | \$ | 1,563,846 |



| | |
|---|--|
| ns | |
| 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 Variance | |
| PROJECTED Yearly Front End Gross Profit Total | |
| PROJECTED Annualized Front End Gross Profit Variance | |



| PROJECTED | <u>Yearly</u> |
|-------------------------|---------------|
| Additional NV Units | 888 |
| NV F&I Increase | \$ 958,152 |
| PDI & Accesory Increase | \$ 155,400 |
| UV Wholesale Increase | \$ 88,800 |

| | |
|--|----------------------|
| UV Recon Increase | \$ 239,760 |
| UV Retail PUVR Increase | \$ 599,400 |
| Hard Pack Increase UV | \$ - |
| Hard Pack Increase NV | \$ - |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ - |
| OEM Incentives Increase | \$ 444,000 |
| Floorplan Assistance Increase | \$ - |
| Advertising Credit Increase | \$ - |
| Front End Variance (from above) | \$ 7,772,415 |
| Additional Income Variance | \$ 2,485,512 |
| Total Variance | \$ 10,257,927 |
| Total Projected Gross Profit | \$ 18,766,152 |





Projections

Data

| | |
|--|---------------|
| Projected New Retail Deliveries YTD (units) | 1,704 |
| Average <u>Front End</u> Gross Profit PNVR | \$ 8,214 |
| Annualized Yearly Front End Gross Profit Total | \$ 13,996,656 |



ACADEMY

Additional Income

Annualized

| | | | Annualized | |
|---|----------|----------------------------------|------------|--------------|
| Current New Vehicle F&I Average PVR | | | \$ 1,079 | \$ 1,838,616 |
| PDI & Accessory Sales PVR | \$ 350 | X 50% Gross | \$ 175 | \$ 298,200 |
| Trade % | 50% | # of Trades | 852.0 | 852.0 |
| UV Immediate Wholesale % | 10% | # of Trades Immediate Wholesaled | 85.2 | 85.2 |
| Average Recon on U/C Trade | \$ 1,200 | X 50% Gross | \$ 600 | \$ 460,080 |
| Average PUVR Wholesale | | | \$ 2,000 | \$ 170,400 |
| Average PUVR (Front and Back) on Trades | | | \$ 1,500 | \$ 1,150,200 |
| Hard Pack Per Unit UV | | | \$ - | \$ - |
| Hard Pack Per Unit NV | | | \$ - | \$ - |
| Doc Fee/ Admin Fee Per Unit | | | \$ - | \$ - |

| | | |
|---|------------------|----------------------|
| OEM Incentives Per Unit | \$ 500 | \$ 852,000 |
| Floorplan Assistance Per Unit | \$ - | \$ - |
| Advertising Credits Per Unit | \$ - | \$ - |
| Total Washout PNVR | \$ 11,013 | \$ 18,766,152 |
| Note: This does not include future Gross Opportunities | | |

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