

Current Data

New Retail Deliveries YTD (units)	120
Month of Year	6
Average # Retail Units Delivered Per Month	20
Total # Units Currently in Inventory	90
Months Supply "In Units"	4.5
CURRENT Inventory Turn Rate	2.7
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,500
CURRENT Monthly Gross Profit	\$ 50,000
CURRENT Yearly Front End Gross Profit Total	\$ 600,000

Projection

2.7
2,500.0
18,750

Additional Income

				Monthly
				18,730
Current New Vehicle F&I Average PVR			2500	\$ 46,825,000
PDI & Accessory Sales PVR	430	X 50% Gross	\$ 215	\$ 4,026,950
Trade %	22%	# of Trades	4,120.6	\$ (803,517)

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	618.1	\$	2,189,069
Average Recon on U/C Trade	1250	X 50% Gross	\$ 625	\$	19,263,805
Average PUVR Wholesale			\$ (1,300)	\$	3,502,510
Average PUVR (Front and Back) on Trades			\$ 5,500	\$	22,476,000
Hard Pack Per Unit UV			\$ 1,000	\$	1,889,763
Hard Pack Per Unit NV			\$ 1,200	\$	52,444,000
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	18,730,000
OEM Incentives Per Unit			\$ 2,800	\$	20,603,000
Floorplan Assistance Per Unit			\$ 1,000		
Advertising Credits Per Unit			\$ 1,100	\$	191,146,580
Total Washout PNVR (Adjusted for %s)			\$ 12,738		#VALUE!
Note: This does not include future Gross Opportunities				\$	238,844,438



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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>
Additonal NV Units	224,760
NV F&I Increase	\$ 561,900,000
PDI & Accesory Increase	\$ 48,323,400
UV Wholesale Increase	\$ (9,642,204)

UV Recon Increase	\$ 26,268,825
UV Retail PUVR Increase	\$ 231,165,660
Hard Pack Increase UV	\$ 42,030,120
Hard Pack Increase NV	\$ 269,712,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 22,677,160
OEM Incentives Increase	\$ 629,328,000
Floorplan Assistance Increase	\$ 224,760,000
Advertising Credit Increase	\$ 247,236,000
Front End Variance (from above)	
Additional Income Variance	\$ 2,293,758,961
Total Variance	#VALUE!
Total Projected Gross Profit	\$ 2,866,133,250





Projections

Data

Projected New Retail Deliveries YTD (units)	225,000
Average <u>Front End</u> Gross Profit PNVR	\$ 2,500
Annualized Yearly Front End Gross Profit Total	\$ 562,500,000



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 2,500	\$ 562,500,000	
PDI & Accessory Sales PVR	\$ 430	X 50% Gross	\$ 215	\$ 48,375,000	
Trade %	22%	# of Trades	49,500.0	49,500.0	
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	7,425.0	7,425.0	
Average Recon on U/C Trade	\$ 1,250	X 50% Gross	\$ 625	\$ 26,296,875	
Average PUVR Wholesale			\$ (1,300)	\$ (9,652,500)	
Average PUVR (Front and Back) on Trades			\$ 5,500	\$ 231,412,500	
Hard Pack Per Unit UV			\$ 1,000	\$ 49,500,000	
Hard Pack Per Unit NV			\$ 1,200	\$ 270,000,000	
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 22,701,375	

OEM Incentives Per Unit	\$ 2,800	\$ 630,000,000
Floorplan Assistance Per Unit	\$ 1,000	\$ 225,000,000
Advertising Credits Per Unit	\$ 1,100	\$ 247,500,000
Total Washout PNVR	\$ 12,738	\$ 2,866,133,250
Note: This does not include future Gross Opportunities		

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