

Mercedes-Benz USA, LLC

**2024  
DEALER FINANCIAL STATEMENT  
BALANCE SHEET**

DEALER NAME AND ADDRESS		STMT PERIOD	
<b>MERCEDES BENZ OF CUTLER B</b>		FROM	01/01/24
<b>CUTLER BAY, FL 33189</b>		TO	07/31/24
DEALER CODE	14290	PREPARED BY	

ASSETS		ACCT NO.	AMOUNT	LINE NO.	LIABILITIES		ACCT NO.	AMOUNT
Cash		300-02	11,723,140	1	ACCOUNTS PAYABLE			
Contracts in Transit		205	2,003,852	2	Accounts Payable - Trade Creditors		300	1,032,685
<b>TOTAL CASH &amp; CONTRACTS</b>	(LINES 1 - 2)		<b>13,726,992</b>	3	Customer Deposits		305	203,415
Vehicle Accounts	PAST DUE ( 176,347 )	210	2,830,017	4	Accounts Payable - Other		309	113,182
Serv. - Body - Parts Accts.	PAST DUE ( 172,472 )	220	711,064	5	<b>TOTAL ACCOUNTS PAYABLE</b>	(LINES 2 - 4)		<b>1,349,282</b>
<b>TOTAL CUSTOMER RECEIVABLES</b>	(LINES 4 & 5)		<b>3,541,081</b>	6	CURRENT NOTES PAYABLE			
Finance & Lease Receivables - Current		264		7	N/P - New Vehicles / Demo - MB	310A		25,373,028
Prepaid Maintenance - MB		221B	27,526	8	N/P - New Veh. / Demo - Commercial Vehicles (CV)	310E		7,845,127
Extended Limited Warranty - MB		219A	60,632	9	N/P - Pre-Owned Vehicles / Demo - MB	312A		3,692,976
Service Contract Claims - CV		221E	22,930	10	N/P - Pre-Owned Vehicles / Demo - CV	312E		
Service Contract / Warranty Claims - Other		2210 / 223B	71,697	11	N/P - Pre-Owned Vehicles / Demo - Other	312B		
Warranty Claims - MB	PAST DUE ( 60,137 )	263A	503,871	12	N/P - Lease / Rental Vehicle	313		
Warranty Claims - CV	PAST DUE ( )	263E	124,582	13	N/P - Courtesy Vehicle Program (CVP)	316		7,991,834
Dealer Reserve (CV)/Floor Plan Assist./Operational Exp. Assist.		221A / 221B / 221C	207,280	14	N/P - Other	314		
Combined Bonuses Receivable		221-50 / 221-59	412,210	15	Current Portion - Long Term Debt	315		
Other Receivables		221C	488,376	16	<b>TOTAL CURRENT NOTES PAYABLE</b>	(LINES 7 - 15)		<b>44,902,965</b>
<b>TOTAL RECEIVABLES</b>	(LINES 6 - 16)		<b>5,460,185</b>	17	ACCRUED LIABILITIES			
Less: Allowance for Doubtful Accounts		340		18	Interest Payable	320		272,632
<b>TOTAL NET RECEIVABLES</b>	(LINE 17 MINUS 18)		<b>5,460,185</b>	19	Salaries / Wages / Commissions Payable	321		479,130
<b>RECEIVABLES ANALYSIS</b>				20	Insurance Payable	322		30,443
Vehicle	TOTAL 2,830,017	CURRENT 2,653,670	31 - 60 95,477	61 - 90 28,500	OVER 90 52,370	21		Payroll Taxes Payable 323
Service, P&A	711,064	538,592	92,667	8,879	70,926	22		Sales Taxes Payable 324
Warranty	628,454	568,317	32,629	24,524	2,984	23		Income Taxes Payable 327
New Vehicles - MB	UNITS ( 297 )	331A / 332	24,987,414	24	Deferred Income Taxes	326		
New Vehicles - CV	UNITS ( 140 )	231E	8,728,688	25	Other Taxes Payable	325		71,521
New Vehicles - Co. & Demonstrator	UNITS ( )	214		26	Employee & Owner Bonuses Payable	328 / 329		
Courtesy Veh. Program (CVP)	UNITS ( 139 )	233	8,009,810	27	Pension Fund / Profit Sharing Payable	330		
<b>TOTAL NEW VEH. INVENTORY</b>	(LINES 24 - 28)		<b>41,725,912</b>	28	Other Payables	331		1,106,167
LIFO Reserve - New Vehicles		235		29	<b>TOTAL ACCRUED LIABILITIES</b>	(LINES 18 - 28)		<b>2,671,125</b>
<b>TOTAL NEW VEHICLE INVENTORY - NET</b>	(LINES 27 & 28)		<b>41,725,912</b>	30	<b>TOTAL CURRENT LIABILITIES</b>	(LINES 5, 16 & 29)		<b>48,923,372</b>
Pre-Owned MB	( 38 )	P/O ( )	477,386	31	Long Term Debt	334		
Pre-Owned Cert. MB	( 2 )	UNITS ( 2 )	111,772	32	N/P - Owners / Officers	336		
Pre-Owned Certified MB - Ex-CVP	( 41 )	OVER ( 20 )	2,347,048	33	N/P - Affiliated Companies	339		
Pre-Owned CV	( 1 )	SO ( )	37,900	34	Mortgages Payable - Real Estate	335		49,207,258
Pre-Owned Cert. CV	( )	DAYS ( )		35	Lease Liability	337		
Pre-Owned Veh - Other	( )	( )		36	<b>TOTAL LONG TERM LIABILITIES</b>	(LINES 31 - 35)		<b>49,207,258</b>
<b>TOTAL PRE-OWNED VEH. INVENTORY</b>	(LINES 31 - 36)		<b>2,974,106</b>	37	<b>TOTAL LIABILITIES</b>	(LINES 30 & 36)		<b>98,130,630</b>
LIFO Reserve - Pre-Owned Vehicle		236		38	NET WORKING CAPITAL			
<b>TOTAL PRE-OWNED VEH. INVENTORY - NET</b>	(LINES 37 & 38)		<b>2,974,106</b>	39	ACTUAL	D.O.R.A. REQ.		CURRENT MONTH =
Parts & Accessories - MB	\$ ( 359,071 )	242A	3,529,580	40	\$ 19,030,726	\$ 7,293,792		260.92 %
Parts & Accessories - CV	OVER ( 16,462 )	242E	-242,514	41	ACTUAL	NET CASH POSITION	REQ.	CURRENT MONTH =
Parts & Accessories - Other	DAYS ( )	242B		42	\$ 16,150,647	\$ 2,502,280		645.44 %
<b>TOTAL PARTS &amp; ACCESSORIES</b>	(LINES 40 - 42)		<b>3,287,066</b>	43	OWNER'S EQUITY: NET WORTH			
Allowance, Parts Inventory Adjustment		332	( 301,275 )	44	CORPORATIONS ONLY "C"			
LIFO Reserve - Parts & Accessories		241		45	Capital Stock	360A		
<b>TOTAL PARTS &amp; ACCESSORIES - NET</b>	(LINES 43 - 45)		<b>2,985,791</b>	46	Additional Paid in Capital	381A		
Tires, Gas, Oil & Grease		244 / 292	144,825	47	Retained Earnings	370A		4,300,000
Paint & Body Shop Materials		245	-74,942	48	Treasury Stock	365		
Sublet Repairs		246	-41,722	49	Dividends	375		
Work in Process - Labor		247	16,455	50	CORPORATIONS SUBCHAPTER "S"			
Other Inventory		248	22,059	51	Capital Stock	360B		
<b>TOTAL OTHER INVENTORIES</b>	(LINES 47 - 51)		<b>66,675</b>	52	Additional Paid in Capital	381B		
<b>TOTAL INVENTORIES</b>	(LINES 30, 39, 46 & 52)		<b>47,752,484</b>	53	Retained Earnings "C" Corp.	370B		
Securities		260		54	Previously Taxed Income	377		
Due From Finance Companies		262		55	Other Adjustments	378		
Prepaid Expenses		261	1,014,437	56	Accumulated Adjustment Account	379		
Lease & Rental Veh. - Net	UNITS ( )	277		57	PROPRIETORSHIPS OR PARTNERSHIPS			
<b>TOTAL CURRENT ASSETS</b>	(LINES 3, 19, 53 - 57)		<b>67,954,098</b>	58	Investments	380		215,037,038
<b>FIXED ASSETS</b>				59	Drawings	390		-12,300,000
LAND IMPROVEMENTS	280	15,000,000	350	60	Retained Earnings	391		
BUILDINGS & IMPROVEMENTS	281	36,035,876	351	61	CURRENT EARNINGS After INCOME TAXES		399	12,099,999
CHARGING INFRASTRUCTURE	288		358	62				
MACHINE & SHOP & P&A EQUIP	282 / 283	4,715,176	352 / 353	63				
FURNITURE, FIXTURES & SIGNS	284	1,293,919	354	64				
COMPANY VEHICLES	285	1,420,934	355	65				
LEASEHOLDS	286		356	66				
OTHER	287		357	67				
CV ENVIRONMENT	289		359	68				
<b>TOTAL - NET FIXED ASSETS</b>	(LINES 60 - 68)		<b>51,292,175</b>	70				
Life Insurance - Cash Value		291		71				
Notes & Accts. Rec. - Officers / Owners / Other		299 / 295		72				
Notes & Accts. Rec. - Investments - Affiliated Co.		299		73				
Advances to Employees		294	21,393	74				
Deposits on Contracts		290		75				
Other Non-Franchise Assets		296	198,000,001	76				
Right of Use Assets		297		77				
<b>TOTAL OTHER ASSETS</b>	(LINES 71 - 77)		<b>198,021,394</b>	78	<b>TOTAL NET WORTH</b>	(LINES 45 - 61)		<b>219,137,037</b>
<b>TOTAL ASSETS</b>	(LINES 58, 70 & 78)		<b>317,267,667</b>	79	<b>TOTAL LIABILITIES &amp; NET WORTH</b>	(LINES 37 & 78)		<b>317,267,667</b>

	NEW UNITS		PRE-OWNED		PROFIT (LOSS)
	MB	CV	PO	WHL	
JAN.	170	33	106	107	2,000,000
FEB.	131	46	98	77	1,600,000
MAR.	152	36	91	76	2,500,000
APR.	144	29	92	106	1,800,000
MAY	151	37	85	104	2,000,000
JUN.	70	12	36	56	200,000
JUL.	170	37	90	95	2,000,000
AUG.					
SEP.					
OCT.					
NOV.					
DEC.					
TOT.	988	230	598	621	12,100,000

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		28,568,538	18.9	176,875,371	17.0	25,070,782	156,202,063	3,497,756	20,673,308	1	
2		5,397,434	PNVS	30,033,389	PNVS	4,656,056	25,724,966	741,378	4,308,423	2	
3	10	275,094	826	1,618,931	864	226,099	1,292,258	48,995	326,673	3	
4	12	217,146	1013	945,754	745	215,010	934,836	2,136	10,918	4	
5	13	-5,495	44	-363,635	-211	5,504	-312,406	-10,999	-51,229	5	
6	15	23,899	63	72,659	24	12,409	58,032	11,490	14,627	6	
7	(LINES 3 - 6)	510,644	1946	2,273,709	1422	459,022	1,972,720	51,622	300,989	7	
8			EXP. % G.P.		EXP. % G.P.					8	
9	20	704,188	13.0	3,500,856	11.7	611,248	3,062,279	92,940	438,577	9	
10	21	299,020	5.5	1,454,636	4.8	297,940	1,443,356	1,080	11,280	10	
11	22	153,036	2.8	651,156	2.2	145,544	615,232	7,492	35,924	11	
12	23	527,790	9.8	2,613,718	8.7	521,459	2,584,861	6,331	28,857	12	
13	24	214,770	4.0	666,741	2.2	212,001	659,046	2,769	7,695	13	
14	25	193,819	3.6	1,142,237	3.8	188,680	1,104,601	5,139	37,636	14	
15	28	3,627	0.1	107,078	0.4	3,034	102,602	593	4,476	15	
16	27	8,588	0.2	425,168	1.4	-3,390	308,900	11,978	116,268	16	
17	26			157,581	0.5		133,944		23,637	17	
18	(LINES 9-17)	2,104,838	39.0	10,719,171	35.7	1,976,516	10,014,821	128,322	704,350	18	
19	31	-42,180	-0.8	-779,960	-2.6	-42,180	-779,960			19	
20	34	41,608	0.8	469,329	1.6	30,289	406,535	11,319	62,794	20	
21	32	97,197	1.8	469,310	1.6	94,194	449,922	3,003	19,388	21	
22	62	242,510	4.5	1,255,041	4.2	204,118	1,007,177	38,392	247,864	22	
23	95	-107,614	-2.0	-683,223	-2.3	-107,614	-683,223			23	
24	67	53,556	1.0	286,541	1.0	53,556	286,155		386	24	
25	77	40,825	0.8	185,601	0.6	40,825	175,991		9,610	25	
26	35	-11,080	-0.2	-58,000	-0.2	-11,080	-51,400		-6,600	26	
27	51	17,373	0.3	201,185	0.7	17,036	197,349	337	3,836	27	
28	52	238,492	4.4	1,906,779	6.3	238,564	1,739,520	-72	167,259	28	
29	60/61	19,439	0.4	298,125	1.0	11,256	253,658	8,183	44,467	29	
30	33									30	
31	79	83,665	1.6	528,458	1.8	76,360	476,928	7,305	51,530	31	
32	70/69	5,141	0.1	62,173	0.2	4,857	51,184	284	10,989	32	
33	66/76	538		28,289	0.1	457	24,729	81	3,560	33	
34	71/68	2,536		26,870	0.1	2,528	26,392	8	478	34	
35	72	823		18,844	0.1	823	16,711		2,133	35	
36	68	480,118	8.9	3,483,234	11.6	471,867	3,363,042	8,251	120,192	36	
37	78	53,934	1.0	400,372	1.3	46,045	343,576	7,889	56,796	37	
38	74/76	63,219	1.2	357,511	1.2	56,658	316,776	6,561	40,735	38	
39	(LINES 19-38)	1,280,100	23.7	8,456,479	28.2	1,188,559	7,621,062	91,541	835,417	39	
40	80	32,360	0.6	190,341	0.6	27,506	166,775	4,854	23,566	40	
41	81	1		1		1	1			41	
42	82	35,834	0.7	238,263	0.8	31,504	204,660	4,330	33,603	42	
43	83	30,102	0.6	210,714	0.7	30,102	210,714			43	
44	84	40,000	0.7	280,000	0.9	34,000	238,000	6,000	42,000	44	
45	85	55,000	1.0	385,000	1.3	46,750	327,250	8,250	57,750	45	
46	93	231,743	4.3	1,629,513	5.4	196,982	1,385,087	34,761	244,426	46	
47	63/64/65	53,115	1.0	364,149	1.2	45,441	312,234	7,674	51,915	47	
48	88	87,440	1.6	505,337	1.7	73,441	426,098	13,999	79,239	48	
49	89	4,261	0.1	28,129	0.1	4,261	27,343		786	49	
50	90	31,342	0.6	146,170	0.5	31,342	146,020		150	50	
51	91	108,385	2.0	758,695	2.5	108,385	758,695			51	
52	92	16,091	0.3	118,016	0.4	15,755	115,441	336	2,575	52	
53	71									53	
54	(LINES 40 - 53)	725,674	13.4	4,854,328	16.2	645,470	4,318,318	80,204	536,010	54	
55	(LINES 18, 39 & 54)	4,110,612	76.2	24,029,978	80.0	3,810,545	21,954,201	300,067	2,075,777	55	
56	(LINES 7 & 55)	4,621,256	85.6	26,303,687	87.6	4,269,567	23,926,921	351,689	2,376,766	56	
57		776,178	2.7	3,729,702	2.1	386,489	1,798,045	389,689	1,931,657	57	
58	639	68,250	184.5	390,474	169.8			68,250	390,474	58	
59	53	107,614	633	682,191	690	107,614	682,191			59	
60	974	107,614	633	677,905	686	107,614	677,905			60	
61	970	53,809	317	340,247	344	53,809	340,247			61	
62	962	107,862	634	681,648	690	107,862	681,648			62	
63	968	107,614	633	680,597	689	107,614	680,597			63	
64	976	215,259	1266	1,363,387	1380	215,259	1,363,387			64	
65	966	81,607	2206	456,836	1986			81,607	456,836	65	
66	975									66	
67	972									67	
68	973			189,335	192		189,335			68	
69	977			134,840	136		134,840			69	
70		1,625,807	6	9,327,162	5	1,086,261	6,548,195	539,546	2,778,967	70	
71			EXP. % G.P.		EXP. % G.P.		ADJUSTMENTS TO INCOME	ACCT NO.	CURRENT MONTH	YEAR-TO-DATE	71
72	19						Cash Discounts Earned (Addition)	800	30	180	72
73		374,196		2,772,833			Interest Income (Addition)	801			73
74		2,000,003		12,099,995			Other Income (Addition)	805	500,019	3,018,882	74
75	97						Lease / Rent / Other Vehicles (Addition)	809	1,414	10,089	75
76	98						Cash Discounts Allowed (Deduction)	802			76
77		2,000,003		12,099,995			Interest Exp. (Deduction)	803			77
78	99	3		-4			Amortization - Other Assets (Deduction)	806			78
79		2,000,000		12,099,999			Export Adjus. (Deduction)	810			79
80							Other Adjust. (Deduction)	855	127,267	256,318	80
81							NET ADJ. TO INCOME		374,196	2,772,833	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	12,150,789	77,041,282	6,146,197	43,038,892	3,228,420	16,507,099	3,545,376	19,614,790			1
2	GROSS PROFIT	635,173	4,455,446	522,863	3,054,887	2,185,104	11,879,879	1,312,916	6,331,731			2
3	Representative Comp. Incentives	136,622	835,965	89,477	456,293							3
4	Finance & Lease Comp.	207,801	897,988	7,209	36,848							4
5	Delivery Expense	20,518	-206,787	-15,014	-105,619							5
6	Policy Expense - New / Pre-Owned	1,486	15,672	10,923	42,360							6
7	TOTAL VARIABLE EXPENSES (LINES 3-6)	366,427	1,542,838	92,595	429,882							7
9	Comp. - Managers	174,755	997,396	40,230	231,356	254,196	1,218,880	142,067	614,647			9
10	Comp. - Advisors					187,265	826,156	110,675	617,200			10
11	Comp. - Clerical	54,151	261,453	18,597	68,265	40,898	167,102	31,898	118,412			11
12	Comp. - Other	36,901	265,505	19,401	134,223	289,990	1,396,438	175,167	788,695			12
13	Leave - Vacation, Sick & Holiday	45,977	184,601	11,450	22,659	121,485	364,959	33,089	86,827			13
14	Taxes - Payroll	56,674	384,834	10,510	79,852	88,722	460,546	32,774	179,369			14
15	Uniforms & Laundry	1,106	10,992	711	5,370	-366	52,197	1,583	34,043			15
16	Insurance - Employees	-2,859	90,932	12,898	131,983	-20,240	-10,516	6,811	96,501			16
17	Pension & Profit Sharing		44,123		28,364		36,244		25,213			17
18	TOTAL PERSONNEL EXPENSES (LINES 9-17)	366,705	2,239,836	113,797	702,072	961,950	4,512,006	534,064	2,560,907			18
19	Tier 3 Brand Compliance Bonus	-42,180	-779,960									19
20	Tier 3 Marketing Exp.	22,602	276,042	4,891	75,910	1,669	35,659	1,127	18,924			20
21	Oth. Adver. & Promotion	79,814	327,740	3,575	14,973	5,918	52,421	4,887	54,788			21
22	Floor Plan Interest	186,512	896,851	17,606	110,326							22
23	Floor Plan Assistance	-107,614	-683,223									23
24	Policy Expense - Service / Parts / Body					52,244	282,354	1,312	3,801			24
25	Training	29,115	79,561		6,506	11,106	78,810	604	11,114			25
26	Training Credit	-10,880	-43,560	-200	-7,840							26
27	Co. & Demo. Vehicles	822	9,206	405	5,677	3,049	46,642	12,760	135,824			27
28	Courtesy Vehicle Program (CVP)	-25	319,066	-86	200,744	238,752	1,046,477	-77	173,233			28
29	Office Supplies / Small Tools / Other Supplies	10,964	100,893	4,233	49,252	-9,123	57,403	5,182	46,110			29
30	Bad Debts											30
31	Data Processing	19,502	114,013	18,616	107,754	27,683	182,873	10,559	72,288			31
32	Travel & Entertainment	3,780	24,038	340	8,950	435	11,547	302	6,649			32
33	Memberships / Dues / Publications / Contributions	150	6,643	97	4,374	124	8,142	86	5,570			33
34	Postage & Freight	2,166	15,647	1,388	10,329	525	5,402	-1,551	-4,986			34
35	Legal / Accounting		5,333		3,910	823	5,192		2,276			35
36	Outside Services	223,800	1,561,856	71,953	535,300	116,718	792,885	59,396	473,001			36
37	Bank / Credit Co. Serv. Fees	14,725	106,018	9,436	67,985	13,171	94,888	8,713	74,685			37
38	Miscellaneous	15,145	93,557	9,264	62,977	21,686	106,463	10,563	53,779			38
39	TOTAL SEMI-FIXED EXPENSES (LINES 19-38)	448,398	2,429,721	141,518	1,257,127	484,780	2,807,158	113,863	1,127,056			39
40	Rent	9,061	43,992	5,825	28,281	7,443	36,136	5,177	58,366			40
41	Amort. - Leaseholds / Improvements			1	1							41
42	Repairs / Maintenance - Real Estate	8,087	64,778	5,197	40,324	13,601	63,714	4,619	35,844			42
43	Depr. - Bldgs. / Imprvs.	30,102	210,714									43
44	Taxes - Real Estate	11,200	78,400	7,200	50,400	9,200	64,400	6,400	44,800			44
45	Insurance - Bldgs. / Imprvs.	15,400	107,800	9,900	69,300	12,650	88,550	8,800	61,600			45
46	Interest - Mortgages	64,888	456,264	41,714	293,313	53,301	374,788	37,079	260,722			46
47	Utilities	14,325	96,907	9,209	62,297	13,537	97,470	8,370	55,560			47
48	Insurance - Other	31,039	184,189	14,322	81,724	16,560	94,468	11,520	65,717			48
49	Taxes - Other		2,048		1,138	4,261	22,965		1,192			49
50	Repairs / Maint. - Equip.		282		181	31,342	145,396		161			50
51	Depreciation - Equip.	108,385	758,695									51
52	Rental Equipment	627	8,888	403	7,171	14,367	95,275	358	4,107			52
53	Depreciation - Charging Infrastructure											53
54	TOTAL FIXED EXP. (LINES 40-53)	293,114	2,012,957	93,771	634,130	176,262	1,083,162	82,323	588,069			54
55	TOTAL FIXED OVERHEAD (LINES 18, 39 & 54)	1,108,217	6,682,514	349,086	2,593,329	1,622,992	8,402,326	730,250	4,276,032			55
56	TOTAL EXP. (LINES 7 & 55)	1,474,644	8,225,352	441,681	3,023,211	1,622,992	8,402,326	730,250	4,276,032			56
57	OPERATING PROFIT OR LOSS	-839,471	-3,769,906	81,182	31,676	562,112	3,477,553	582,666	2,055,699			57
58	Dealer Reserve (CV)											58
59	Operational Exp. Assist.	107,614	682,191									59
60	After-Sales Loyalty Bonus - MB	107,614	677,905									60
61	Training Bonus	53,809	340,247									61
62	New Veh. Sales Bonus - MB	107,862	681,648									62
63	Pre-Owned Vehicle Sales Bonus - MB	107,614	680,597									63
64	Brand Representation Bonus - MB	215,259	1,363,387									64
65	Com'l. Veh. Bonus											65
66	TEV / AMG Bonus											66
67	PO Bonus											67
68	EQ Bonus		189,335									68
69	Reserved Line		134,840									69
70	OPERATING PROFIT / LOSS AFTER INCENTIVES / RESERVE	-139,699	980,244	81,182	31,676	562,112	3,477,553	582,666	2,055,699			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	2,491,743	14,449,768	409,986	2,596,716	270,011	1,648,720	326,016	1,978,104			1
2	GROSS PROFIT	262,557	1,534,141	130,433	678,845	217,277	1,323,839	131,111	771,598			2
3	Representative Comp. / Incentives	34,314	215,962	14,681	110,711							3
4	Finance & Lease Comp.	1,869	9,553	267	1,365							4
5	Delivery Expense	-11,324	-50,429	325	-800							5
6	Policy Exp. - New / Pre-Owned	11,490	13,710		917							6
7	TOTAL VARIABLE EXPS. (LINES 3-6)	36,349	188,796	15,273	112,193							7
8												8
9	Comp. - Managers	82,935	376,422	2,316	15,982	5,063	29,873	2,626	16,300			9
10	Comp. - Advisors					540	5,640	540	5,640			10
11	Comp. - Clerical	3,996	19,159	1,498	7,185	999	4,790	999	4,790			11
12	Comp. - Other	3,377	15,390	1,266	5,771	844	3,848	844	3,848			12
13	Leave - Vacation, Sick & Holiday	1,477	4,104	554	1,539	369	1,026	369	1,026			13
14	Taxes - Payroll	2,741	20,073	1,028	7,527	685	5,018	685	5,018			14
15	Uniforms & Laundry	316	2,387	119	895	79	597	79	597			15
16	Insurance - Employees	3,766	62,546	3,520	23,024	2,346	15,349	2,346	15,349			16
17	Pension & Profit Sharing		12,606		4,727		3,152		3,152			17
18	TOTAL PERSONNEL EXPENSES (LINES 9-17)	98,608	512,687	10,301	66,650	10,925	69,293	8,488	55,720			18
19	Tier 3 Brand Compliance Bonus											19
20	Tier 3 Mktg. Expenses	10,826	54,516	211	3,548	141	2,365	141	2,365			20
21	Other Advert. & Promo.	1,589	10,917	620	2,448	397	3,362	397	2,661			21
22	Floor Plan Interest	38,392	247,864									22
23	Floor Plan Assistance											23
24	Policy Exp. - Service / Parts / Body						386					24
25	Training		7,157		1,051		701		701			25
26	Training Credit		-6,600									26
27	Co. & Demo. Vehicles	180	2,061	67	761	45	507	45	507			27
28	Courtesy Vehicle Program (CVP)	-38	89,202	-14	33,455	-10	22,301	-10	22,301			28
29	Office Supplies / Small Tools / Other Supplies	1,859	19,215	697	7,206	5,162	13,242	465	4,804			29
30	Bad Debts											30
31	Data Processing	3,896	27,482	1,461	10,306	974	6,871	974	6,871			31
32	Travel & Entertainment	151	8,585	57	1,030	38	687	38	687			32
33	Memberships / Dues / Publication / Contribution	43	1,898	16	712	11	475	11	475			33
34	Postage & Freight	4	261	2	93	1	62	1	62			34
35	Legal / Accounting		1,138		427		284		284			35
36	Outside Services	4,474	64,615	1,619	23,819	1,079	15,879	1,079	15,879			36
37	Bank / Credit Co. Serv. Fees	4,207	30,291	1,578	11,359	1,052	7,573	1,052	7,573			37
38	Miscellaneous	3,499	21,797	1,312	8,116	875	5,411	875	5,411			38
39	TOTAL SEMI-FIXED EXPENSES (LINES 19-38)	69,082	580,399	7,626	104,331	9,765	80,106	5,068	70,581			39
40	Rent	2,589	12,569	971	4,713	647	3,142	647	3,142			40
41	Amort. - Lshld. / Imprvs.											41
42	Repairs / Maint. - Real Estate	2,310	17,922	866	6,721	577	4,480	577	4,480			42
43	Deprec. - Bldgs. / Imprvs.											43
44	Taxes - Real Estate	3,200	22,400	1,200	8,400	800	5,600	800	5,600			44
45	Insur. - Bldgs. / Imprvs.	4,400	30,800	1,650	11,550	1,100	7,700	1,100	7,700			45
46	Interest - Mortgages	18,539	130,361	6,952	48,885	4,635	32,590	4,635	32,590			46
47	Utilities	4,093	27,688	1,535	10,383	1,023	6,922	1,023	6,922			47
48	Insurance - Other	8,959	50,487	2,160	12,322	1,440	8,215	1,440	8,215			48
49	Taxes - Other		419		157		105		105			49
50	Repairs / Maint. - Equip.		80		30		20		20			50
51	Depreciation - Equip.											51
52	Rental - Equipment	179	1,374	67	515	45	343	45	343			52
53	Depreciation - Charging Infrastructure											53
54	TOTAL FIXED EXPENSES (LINES 40-53)	44,269	294,100	15,401	103,676	10,267	69,117	10,267	69,117			54
55	TOTAL FIXED OVERHEAD (LINES 54-55)	211,959	1,387,186	33,328	274,657	30,957	218,516	23,823	195,418			55
56	TOTAL EXPENSES (LINES 7 & 51-55)	248,308	1,575,982	48,601	386,850	30,957	218,516	23,823	195,418			56
57	OPERATING PROFIT OR LOSS	14,249	-41,841	81,832	291,995	186,320	1,105,323	107,288	576,180			57
58	Dealer Reserve (CV)	68,250	390,474									58
59	Operational Exp. Assist.											59
60	AfterSales Loyalty Bonus - MB											60
61	Training Bonus											61
62	New Veh. Sales Bonus - MB											62
63	Pre-Owned Vehicle Sales Bonus - MB											63
64	Brand Representation Bonus - MB											64
65	Com'l. Vehicle Bonus	81,607	456,836									65
66	TEV / AMG Bonus											66
67	PO Bonus											67
68	EQ Bonus											68
69	Reserved Line											69
70	OPERATING PROFIT / LOSS AFTER INCENTIVES / RESERVE	164,106	805,469	81,832	291,995	186,320	1,105,323	107,288	576,180			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		
<b>NEW VEHICLES</b>											
1	142,580	3,372	1,124	1412	3	MB CLA250C	9	423,519	7,037	782	1
2				1413		MB CLA250C4					2
3				499		AMG CLA35C4					3
4				523/1526		AMG CLA45C4 & CLA45C4S	2	139,700	5,875	2938	4
5	740,694	-19,599	-1,400	424	14	MB C300W	82	4,224,232	-110,738	-1350	5
6				413		MB C300W4	10	582,188	-8,604	-860	6
7	142,745	600	300	1415	2	AMG C43W4	5	355,020	-212	-42	7
8				1540		AMG C63W4SE	1	83,700	-2,738	-2738	8
9				496		MB C300C	1	49,438	-4,650	-4650	9
10				519		MB C300C4					10
11				1401		AMG C43C4	1	75,955	5,604	5604	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	182,362	-1,807	-602	1550	3	MB CLE300C4	8	494,967	5,349	669	17
18				1551		MB CLE450C4	2	154,280	-190	-95	18
19	167,775	3,413	1,707	1552	2	AMG CLE53C4	2	167,775	3,413	1707	19
20				1553		RESERVED					20
21	213,411	5,449	1,816	1554	3	MB CLE300A4	5	361,872	10,173	2035	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	558,695	6,540	818	405	8	MB E350W4	44	2,889,508	22,191	504	26
27				1480		MB E450W4	1	82,645	3,019	3019	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				1421		MB E450A	4	332,837	2,799	700	33
34				1479		MB E450A4			-30		34
35				1481		AMG E53A4					35
36	123,400	-7,738	-7,738	1499	1	MB S500V4	1	123,400	-7,738	-7738	36
37	264,736	6,978	3,489	406	2	MB S580V4	17	2,355,161	70,279	4134	37
38				1507		MB S580eV4	3	411,223	7,143	2381	38
39				1538		AMG S63eV4	2	395,233	9,016	4508	39
40				1492		MAYBACH S580Z4	1	230,749	-6,300	-6300	40
41				1508		MAYBACH S680Z4	1	329,950	16,749	16749	41
42				1517		RESERVED					42
43				1536		AMG GT55	1	150,300	2,481	2481	43
44				1537		AMG GT63					44
45				1513		AMG SL43R	1	97,676	143	143	45
46				1514		AMG SL55R4	3	461,815	17,765	5922	46
47				495		AMG SL63R4					47
48				1515		AMG SL63RSe					48
49				1562		RESERVED					49
50				1472		AMG GT43C4	3	348,045	12,899	4300	50
51				1485		AMG GT53C4	3	394,661	18,146	6049	51
52	204,110	9,050	9,050	1474	1	AMG GT63C4	1	204,110	9,050	9050	52
53				1475		AMG GT63C4S					53
54				1516		AMG GT63C4Se					54
55	2,740,508	6,258	160		39	TOTAL NEW MB ICE/PHEV PASSENGER CAR (LINES 1 - 54)	216	16,058,604	90,788	420	55
56	223,910	-1,436	-287	1448	5	MB GLA250W	10	449,826	-2,160	-216	56
57				1449		MB GLA250W4					57
58				510		AMG GLA35W4	1	60,243	-1,025	-1025	58
59				1450		AMG GLA45W4			-20		59
60	95,871	205	103	1490	2	MB GLB250W	30	1,418,690	-51,119	-1704	60
61	51,260	-2,868	-2,868	1491	1	MB GLB250W4	4	198,940	-10,860	-2715	61
62				1497		AMG GLB35W4					62
63	1,159,782	-7,977	-347	1461	23	MB GLC300W	93	4,815,162	-82,463	-887	63
64	461,307	7,246	805	1462	9	MB GLC300W4	25	1,325,546	-9,685	-387	64
65				1559		RESERVED					65
66				1447		AMG GLC43W4	2	139,547	-1,226	-613	66
67				1523		AMG GLC63W4S					67
68	586,457	11,343	1,260	1451	9	MB GLC300C4	29	1,862,211	18,563	640	68
69	76,335	2,956	2,956	1477	1	AMG GLC43C4	1	76,335	2,956	2956	69
70				1487		AMG GLC63C4S					70
71				532		MB GLE350W	4	260,615	-2,709	-677	71
72	858,730	-1,261	-105	533	12	MB GLE350W4	96	6,792,653	6,491	68	72
73	309,729	9,571	2,393	1535	4	MB GLE450E4	10	759,755	-1,260	-126	73
74	405,977	200	40	1458	5	MB GLE450W4	38	2,970,915	42,537	1119	74
75				584		MB GLE580W4	3	297,289	5,017	1672	75
76	97,411	2,902	2,902	1445	1	AMG GLE53W4	19	1,789,588	45,941	2418	76
77				1459		AMG GLE63W4S	6	795,412	23,709	3952	77
78	398,575	1,223	306	1460	4	AMG GLE53C4	45	4,398,571	144,051	3201	78
79	138,415	5,069	5,069	509	1	AMG GLE63C4S	4	558,640	23,455	5864	79
80	652,455	8,064	1,152	581	7	MB GLS450W4	56	5,279,819	91,786	1639	80
81	116,328	439	439	521	1	MB GLS580W4	9	1,046,656	19,964	2218	81
82				1524		AMG GLS63W4	2	305,545	19,699	9850	82
83				1498		MAYBACH GLS600Z4	3	536,750	26,416	8805	83

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

LINE NO.	CURRENT MONTH			ACCT. NO.	UNITS	GROSS PROFIT	UNITS	YEAR-TO-DATE			
	SALES	GROSS PROFIT	PER UNIT SOLD					SALES	GROSS PROFIT	PER UNIT SOLD	
1	515,505	27,729	9,243	599	3	MB G550W4	10	1,767,113	151,692	15,169	
2				576		AMG G63W4	13	2,790,480	208,838	16,064	
3				1525		AMG G63W44					
4	6,148,047	63,405	721		88	TOTAL NEW MB ICE/PHEV LIGHT TRUCK (Pg 5 Ln 98-99, Pg 6 Ln 1-3)	513	40,696,301	668,588	1,303	
5	299,583	-7,765	-1,941	1501	4	MB EQE350V	11	862,757	-22,924	-2,084	
6	90,230	1,308	1,308	1502	1	MB EQE350V4	3	258,233	1,157	386	
7				1503		MB EQE500V4					
8				1504		AMG EQEV4					
9	118,397	-402	-402	1509	1	MB EQS450V	7	717,312	-10,558	-1,508	
10				1510		MB EQS450V4					
11				1512		MB EQS580V4	2	260,835	-6,015	-3,008	
12	158,514	-4,591	-4,591	1511	1	AMG EQSV4	1	158,514	-4,591	-4,591	
13	666,724	-11,450	-1,636		7	TOTAL NEW MB BEV PASSENGER CAR (Lines 9-12)	24	2,257,651	-42,931	-1,789	
14	259,784	-7,646	-1,529	1519	5	MB EQB250W	12	646,843	-16,237	-1,353	
15	60,559	141	141	1520	1	MB EQB300W4	9	545,834	-14,371	-1,597	
16				1521		MB EQB350W4	2	139,713	-1,039	-520	
17	551,905	-12,611	-1,802	1528	7	MB EQE350X	39	3,113,283	-75,991	-1,948	
18				1529		MB EQE350X4	20	1,496,322	-55,464	-2,773	
19				1530		MB EQE500X4	5	484,086	2,694	539	
20				1527		AMG EQEX4					
21	103,125	-2,564	-2,564	1531	1	MB EQS450X	8	821,517	-15,059	-1,882	
22	95,382	-4,068	-4,068	1505	1	MB EQS450X4	7	742,017	-16,062	-2,295	
23				1506		MB EQS580X4	2	235,671	-8,089	-4,045	
24				1522		MAYBACH EQS680Z4	1	192,350	4,491	4,491	
25				1560		RESERVED					
26	1,070,755	-26,748	-1,783		15	TOTAL NEW MB BEV LIGHT TRUCK (Lines 14-18)	105	8,417,636	-195,127	-1,858	
27		13,958		1561		OTHER NEW MB, AMG, & MAYBACH			214,622		
28	10,626,034	45,423	305		149	TOTAL NEW MB (Pg 5 Ln 98-99 & Pg 6 Ln 1-3)	858	67,430,192	735,940	858	
29	Vehicle Programs										
30	1,312,203	-975	-46	428	21	MB Courtesy Veh. Program (CVP)	130	8,220,859	-1,407	-11	
31				577/422		Fleet / Corporate Sales Program					
32				596/597		MVP / Dealer Emp. Purchase Program					
33	1,312,203	-975	-46		21	TOTAL NEW PROGRAMS MB (Lines 29-32)	130	8,220,859	-1,407	-11	
34	11,938,237	44,448	261		170	TOTAL NEW VEHICLES (Lines 28 & 33)	988	75,651,051	734,533	743	
35	12,150,789	635,173	3,736		170	TOT. NEW VEHICLE DEPT. (Lines 34 & 69)	988	77,041,282	4,455,446	4,510	
36				697		LIFO Adjustments - New Vehicles					
37	12,150,789	635,173	3,736		170	NET NEW VEHICLE DEPARTMENT (Lines 35 & 36)	988	77,041,282	4,455,446	4,510	
38	PRE-OWNED VEHICLES										
39				436		Pre-Owned Vehicles Ex-CVP - MB	21	1,364,089	71,588	3,409	
40	535,510	11,375	569	430/449	20	Pre-Owned Vehicles - MB	180	6,290,795	218,637	1,215	
41		7,132		708		Pre-Owned Veh. Reconditioning - MB			221,731		
42	535,510	4,243	212		20	TOTAL PRE-OWNED MB (Lines 39-41)	201	7,654,884	68,494	341	
43	740,785	4,888	376	437	13	Pre-Owned Veh. Certified Ex-CVP - MB	71	3,884,983	144,804	2,039	
44	1,758,753	276,878	7,099	447	39	Pre-Owned Veh. Certified - MB	237	11,204,104	1,341,221	5,659	
45		126,586		669		Pre-Owned Veh. Cert. Reconditioning - MB			897,436		
46	2,499,538	155,180	2,984		52	TOTAL CERT. PRE-OWNED MB (Lines 43-45)	308	15,089,087	588,589	1,911	
47	386,858	7,156	716	434	10	Pre-Owned Other	32	1,042,223	31,664	990	
48	3,421,906	166,579	2,031		82	TOTAL PRE-OWNED (Lines 42, 46-47)	541	23,786,194	688,747	1,273	
49	1,554,912	66,182	1,122	433A	59	Pre-Owned Veh. Wholesales - MB	370	11,193,560	461,721	1,248	
50	1,052,740	18,900	525	433B	36	Pre-Owned Veh. Wholesales - Other	251	7,222,220	94,685	377	
51				634		Pre-Owned Veh. Inventory Adjustment					
52	6,029,558	251,661	1,422		177	TOTAL PRE-OWNED VEH. SALES (Lines 48-51)	1,162	42,201,974	1,245,153	1,072	
53	6,146,197	522,863	2,954		177	TOTAL PRE-OWNED VEHICLE DEPT. (Lines 52 & 51)	1,162	43,038,892	3,054,887	2,629	
54				698		LIFO Adjustments - Pre-Owned Vehicles					
55	6,146,197	522,863	2,954		177	NET PRE-OWNED VEHICLE DEPT. (Lines 53 & 54)	1,162	43,038,892	3,054,887	2,629	
56	FINANCE AND LEASE INCOME										
57		273,699	1,610	800-014 / 890-81	135	F&L Income and Reserve - New MB	1,111		1,752,177	1,773	
58	212,552	211,827	1,246	888-874 / 892-90	555	F&L Serv. Contr & Aftmrkt Prod Inc - New MB	3,245	1,390,231	1,376,705	1,393	
59		4,031	24	588A/591	4	Ext. Limited Warr. Income - New MB	39		51,781	52	
60		105,955	623	502A/552	107	Prepaid Maint. Income - New MB	647		628,655	636	
61	212,552	595,512	3,503		801	TOTAL F&L/SERV. CONTRACTS - NEW MB (Lines 57-60)	5,042	1,390,231	3,809,318	3,856	
62		3,206		700-014 / 790-81	14	F&L Income - New MB - Chrgbcks/Refunds	65		68,858		
63		1,581		768-87C / 789-90	1	F&L Serv. Contr & Aftmrkt Prod Inc - New MB Chrgbcks/Refunds	1		19,547		
64				695A		New Vehicle Repossession Losses					
65	212,552	590,725	3,475		816	TOTAL FINANCE AND LEASE INCOME NEW - MB (Lines 61-64)	5,108	1,390,231	3,720,913	3,766	
66		89,027	4,451	556	47	F&L Income and Reserve - CPO - MB	268		538,902	2681	
67		36,696	706	803-044 / 893-94	68	F&L Income and Reserve - Pre-Owned - MB	402		326,701	1061	
68				506C		F&L Serv. Contr & Aftmrkt Prod Inc - CPO - MB					
69	112,813	112,813	2,169	892-98A / 899-99	231	F&L Income - Other Products - P/O - MB	1,710	815,200	815,200	2647	
70		10,740	537	557	9	Ext. Limited Warr. Income - P/O Cert. - MB	47		50,114	249	
71				558		Ext Limited Warr Income - Pre-Owned MB					
72				558C		Serv. Cont. Income - CPO MB					
73		20,130	387	505A / 595	14	Serv. Cont. Income - Pre-Owned MB	84		125,339	407	
74	112,813	269,406	3,742		369	TOTAL F&L/SERV. CONT. - CPO & Pre-Owned MB (Lines 65-73)	2,511	815,200	1,856,256	3647	
75		1,000		756	1	F&L Income - CPO - MB Chrgbcks/Refunds	20		28,944		
76		1,030		709-044 / 793-94	1	F&L Income - Pre-Owned MB - Chrgbcks/Refunds	11		39,296		
77				696		CPO & Pre-Owned Vehicle Repossession Losses					
78	112,813	267,376	3,714		371	TOTAL FINANCE AND LEASE INCOME CPO & PO - MB (Lines 74-77)	2,542	815,200	1,788,016	3513	
79	3,826	3,826	383	503-99 / 892-99B	12	F&L Serv. Contr & Aftmrkt Prod Inc - Pre-Owned Other	57	21,718	21,718	679	
80				703-90 / 792-90C	1	F&L Serv. Contr & Aftmrkt Prod Inc - PO Other Chrgbcks/Refunds	2				
81	116,639	271,202	3,307		177	TOTAL FINANCE AND LEASE INCOME PRE-OWNED (Lines 78-80)	1,162	836,918	1,809,734	3345	
82	18,296,986	1,158,036	3,337		347	TOTAL VARIABLE (Lines 81 & 82)	2,150	120,080,174	7,510,333	3493	

MB & OTHER GROSS PROFIT ANALYSIS - FIXED OPERATIONS

LINE NO.	CURRENT MONTH					YEAR-TO-DATE				
	SALES	GROSS PROFIT	GP % SALES	ACCT.	TRANS.	TRANS.	SALES	GROSS PROFIT	GP % SALES	
1	337,659	272,717	80.8	811	933	Customer Labor - Mechanical - MB	4661	1,800,063	1,461,622	81.2
2	176,716	153,598	86.9	814	315	Prepaid Maintenance Labor - MB	1406	782,150	681,403	87.1
3	194,159	166,258	85.6	844	101	Extended Limited Warranty Labor - MB	524	830,270	719,061	86.6
4	1,023,179	886,382	86.6	813	1019	Warranty Claim Labor - MB	5170	5,202,098	4,536,707	87.2
5				850		3rd Party Warranty Claim Labor - MB				
6	174,128	122,093	70.1	815	786	Internal Labor - MB	3149	898,221	665,272	74.1
7	75,041	57,608	76.8	401A	275	Express Labor - MB	1906	468,330	360,512	77.0
8	78,450	68,186	86.9	403A	146	Express PPM Labor - MB	1170	635,565	554,684	87.3
9	69,708	60,734	87.1	493A	143	Express Warranty Labor - MB	970	418,389	364,662	87.2
10		(189,795)		657A		Unapplied Labor - MB			333,463	
11	2,129,040	1,597,781	75.0		3718	TOTAL LABOR - MB (LINES 1 - 10)	18956	11,035,086	9,010,460	81.7
12				450-1B		Customer & SC Labor - Mech. - Other				
13	64,190	55,233	86.0	454B	31	Warranty Claim Labor - Other	169	298,439	255,045	85.5
14				455B		Internal Labor - Other				
15				657B		Unapplied Labor - Other				
16	2,193,230	1,653,014	75.4		3749	NET TOTAL LABOR (LINES 11 - 15)	19125	11,333,525	9,265,505	81.8
17	21,665	5,280	24.4	851		Service Contract Income		174,285	47,697	27.4
18	52,044	7,490	14.4	456		Sublet Repairs		425,217	95,227	22.4
19	4,279	2,152	50.3	458		Gas, Oil & Grease		40,739	26,713	65.6
20	2,271,218	1,667,936	73.4		3749	TOTAL SERVICE DEPT. (LINES 16-19)	19125	11,973,766	9,435,142	78.8
21	269,152	112,923	42.0	821		R.O. - Mechanical - MB		1,682,917	776,823	46.2
22	139,782	48,274	34.5	824		R.O. - Prepaid Maintenance - MB		599,205	215,858	36.0
23	59,488	18,330	30.8	845		R.O. - Extended Limited Warranty - MB		370,889	107,799	29.1
24	650,055	336,632	51.8	823		Warranty Claim - P&A - MB		3,302,289	1,696,910	51.4
25				852		3rd Party Warranty Claim P&A - MB				
26	50,795	15,720	30.9	825		Internal - MB		432,990	157,845	36.5
27				826		R.O. - Body Shop - MB				
28	95,261	36,534	38.4	827	507	Counter Retail - MB	2684	546,681	214,173	39.2
29	1,826,773	395,345	21.6	828	4419	Wholesale - MB	24884	9,826,574	2,106,240	21.4
30	12,093	3,583	29.6	829	161	Accessories & Promotional Items - MB	994	74,848	17,335	23.2
31	11,834			842	68	Wholesales - Body Shop Certified	272	59,281		
32	316,670	56,549	17.9	843		Tires - MB		1,787,688	319,100	17.8
33	45,053	24,069	53.4	404A		Express Parts - MB		322,115	172,584	53.6
34	36,632	12,697	34.7	408A		Express PPM Parts - MB		298,285	104,910	35.2
35	29,890	16,513	55.2	494A		Express Warranty Parts - MB		303,641	149,584	49.3
36		(-235,291)		675A		Inventory Adjustments - MB			(-290,422)	
37	3,543,478	1,312,460	37.0			TOTAL PARTS - MB (LINES 21 - 36)		19,607,403	6,329,583	32.3
38				460-1B		R.O. - Mech. & Service Contract - Other				
39				464B		Warranty Claim - P&A - Other				
40				465B		Internal - Other				
41				462B		R.O. - Body Shop - Other				
42				466B		Counter Retail - Other				
43	1,898	456	24.0	467B	9	Wholesale - Other	48	7,387	2,148	29.1
44				668B		Stock Order Allowance - Other				
45				675B		Inventory Adjustments - Other				
46				480B		Accessories - Other				
47				492		Tires/Detailing/Promo Gifts				
48	3,545,376	1,312,916	37.0			TOTAL PARTS DEPT. (LINES 37 - 47)		19,614,790	6,331,731	32.3
49				699A		LIFO Adjustment - Parts				
50	3,545,376	1,312,916	37.0			NET TOTAL PARTS DEPT. (LINES 48 & 49)		19,614,790	6,331,731	32.3
51	361,333	265,725	73.5	838	140	Customer Body Shop Labor - MB	625	1,780,295	1,290,739	72.5
52	511,528	215,532	42.1	840		Customer Body Shop Parts Transfer - MB		2,195,338	934,903	42.6
53	872,861	481,257	55.1		140	TOTAL BODY SHOP - MB (LINES 51 & 52)	625	3,975,633	2,225,642	56.0
54				452B		Customer Body Shop Labor - Other				
55				453B		Customer Body Shop Parts Transfer - Other				
56				455C		Internal Body Shop Labor				
57	20,681	2,037	9.8	456C		Sublet Repairs - Body Shop		179,658	27,057	15.1
58	63,660	33,874	53.2	459		Paint & Body Shop Materials		378,042	192,038	50.8
59				657C		Unapplied Labor - Body Shop				
60	957,202	517,168	54.0		140	NET TOTAL BODY SHOP (LINES 53 - 59)	625	4,533,333	2,444,737	53.9
61	6,773,796	3,498,020	51.6			TOTAL SERVICE / PARTS / BODY (LINES 50, 53 & 60)		36,121,889	18,211,610	50.4
62						DIGITAL AND CHARGING INFRASTRUCTURE				
63				425		OTA E-Commerce Payment			3,023	
64				426		EV Charging Station				
65				427		Other Digital and Charging Infrastructure				
66						TOTAL DIGITAL AND ELECTRIC INFRASTRUCTURE (LINES 63-65)			3,023	
67	6,773,796	3,498,020	51.6			TOTAL MB ALL DEPARTMENTS (LINES 61 & 66)		36,121,889	18,214,633	50.4
68	25,070,782	4,656,056	18.6			TOTAL ALL DEPARTMENTS (BEFORE LIFO) (LINES 1-70, 20, 45, 60, 61)		156,202,063	25,724,966	16.5
69						TOTAL LIFO ADJUSTMENTS (LINES 36, 37, 49, 50, 59)				
70	25,070,782	4,656,056	18.6			NET ALL MB DEPT (LINE 69 MINUS LINE 69)		156,202,063	25,724,966	16.5
71						FIXED OPERATIONS ANALYSIS				
72						HOURLY LABOR RATES				
73						CUSTOMER				
74						WARRANTY				
75						INTERNAL				
76						Repair Order Count				
77						Curr Month				
78						YTD				
79						Curr Month				
80						YTD				
81						Curr Month				
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134						YTD				
135						Curr Month				
136						YTD				
137						Curr Month				
138										

COMMERCIAL VEHICLE ANALYSIS

LINE NO.	CURRENT MONTH		PER UNIT SOLD	ACCT. NO.	UNITS	GROSS PROFIT - R/L	UNITS	YEAR-TO-DATE		PER UNIT SOLD	LINE NO.
	SALES	GROSS PROFIT						SALES	GROSS PROFIT		
<b>NEW VEHICLES</b>											
1				2500		Reserved			21,250		1
2				2501		eSprinter Cargo Van					2
3				2408		Metris VS20 Cargo Van	19	756,398	17,368	914	3
4		-150		2407		Metris VS20 Passenger Van	23	1,024,360	28,386	1,234	4
5	975,486	59,456	4,574	2421	13	Sprinter 1500/2500 Passenger Van	54	4,126,046	315,832	5,849	5
6	1,031,545	85,770	5,045	2420/2422	17	Sprinter 1500/2500/3500 Cargo Van	109	6,758,118	472,187	4,332	6
7				2423		Sprinter 2500/3500 Crew Van	3	193,241	8,635	2,878	7
8	87,580	2,583	2,583	2424	1	Sprinter 3500XD/4500 Cargo Van	5	402,885	10,358	2,072	8
9				2425		Sprinter 3500XD/4500 Crew Van					9
10	391,354	10,958	1,826	2426	6	Sprinter 3500XD/4500 Cab Chassis	17	1,119,361	42,852	2,521	10
11	2,485,965	158,617	4,287		37	TOTAL NEW COMMERCIAL VEHICLE (LINES 1-10)	230	14,380,409	916,868	3,986	11
12				2411		Courtesy Veh. Program (CVP) - Comm. Veh.					12
13				2410		Fleet - CV (Strategic Accounts)					13
14	2,485,965	158,617	4,287		37	TOTAL NEW COMMERCIAL VEHICLES (LINES 11-13)	230	14,380,409	916,868	3,986	14
15		85,160	1,892	500-01E	45	F&L Income - New CV	317		457,128	1,442	15
16	5,778	5,778	186	586-87E	31	F&L Inc. - Afrmtkt. Products - New CV	195	69,359	67,469	346	16
17		13,002	419	502E	31	Service Contract Inc. - New CV	206		92,676	450	17
18	5,778	103,940	971		107	TOTAL F&L / SC - NEW CV (LINES 15-17)	718	69,359	617,273	860	18
19				695E		New Veh. Repo. Losses - CV					19
20	5,778	103,940	971		107	TOT F&L/SERV. CONTRACTS NEW - CV (LINES 18-19)	718	69,359	617,273	860	20
21	2,491,743	262,557	7,096		37	TOT NEW VEHICLE DEPARTMENT - CV (LINES 14 & 20)	230	14,449,768	1,534,141	6,670	21
22				697E		LIFO Adj. - New CV					22
23	2,491,743	262,557	7,096		37	NET NEW VEHICLE DEPARTMENT - CV (LINES 21 & 22)	230	14,449,768	1,534,141	6,670	23
<b>PRE-OWNED VEHICLES</b>											
25	401,957	121,691	15,211	2405	8	Pre-Owned - CV	57	2,560,682	616,583	10,817	25
26				2412		CPO - CV					26
27		18,962		2613		Pre-Owned Reconditioning - CV			109,456		27
28				2614		CPO Reconditioning - CV					28
29	401,957	102,729	12,841		8	TOTAL PRE-OWNED CV RETAIL/LEASE (LINES 25-28)	57	2,560,682	507,127	8,897	29
30		-495		433E		Pre-Owned Veh. Wholesales - CV			-495		30
31				634E		Pre-Owned Veh Inventory Adjustments - CV					31
32	401,957	102,234	12,779		8	TOTAL PRE-OWNED VEH. SALES - CV (LINES 29-31)	57	2,560,682	506,632	8,888	32
33		19,870	1,325	503-04E	15	Fin. & Lease Income - Pre-Owned CV	89		128,005	1,438	33
34	8,029	8,029	669	592-93E	12	Fin. & Lease Income - Afrmtkt Products - P/O CV	76	36,034	35,734	470	34
35		300	300	505E	1	Serv. Cont. Income - Pre-Owned CV	9		8,474	942	35
36				557E		Extended Limited Warranties - CPO - CV					36
37	8,029	28,199	1,007		28	TOT F&L/SERV. CONTRACTS - P/O CV (LINES 33-36)	174	36,034	172,213	990	37
38				696E		Pre-Owned Vehicle Repossession Losses - CV					38
39	8,029	28,199	1,007		28	TOT F&L/SC P/O - CV (LINES 37 & 38)	174	36,034	172,213	990	39
40	409,986	130,433	3,623		36	TOTAL PRE-OWNED VEHICLE DEPT. - CV (LINES 32 & 39)	231	2,596,716	678,845	2,939	40
41				698E		LIFO Adj. - Pre-Owned CV					41
42	409,986	130,433	3,623		36	NET PRE-OWNED VEHICLE DEPT. - CV (LINES 40 & 41)	231	2,596,716	678,845	2,939	42
43	2,901,729	392,990	5,383		73	TOTAL VARIABLE CV (LINES 23 & 42)	461	17,046,484	2,212,986	4,800	43
<b>FIXED OPERATIONS</b>											
45	SALES	GROSS PROFIT	GP % SALES	ACCT.	TRANS.		TRANS.	SALES	GROSS PROFIT	GP % SALES	45
46	41,848	32,018	76.5	811E	77	Customer Labor - Mechanical - CV	468	274,637	218,645	79.6	46
47	22,702	19,435	85.6	814E	33	Service Contract Labor - CV	205	168,302	144,449	85.8	47
48	131,933	113,557	86.1	813E	259	Warranty Claim Labor - CV	1,144	877,130	754,084	86.0	48
49	17,508	13,276	75.8	815E	65	Internal Labor - CV	149	90,101	72,802	80.8	49
50				401E		Express Labor - CV					50
51	17,522	12,900	73.6	403E	51	Express PPM Labor - CV	317	118,470	88,805	75.0	51
52				493E		Express Warranty Labor - CV					52
53				657E		Unapplied Labor - CV					53
54	231,513	191,186	82.6		485	TOTAL LABOR - CV (LINES 46-53)	2,283	1,528,640	1,278,785	83.7	54
55	2,057			456E		Sublet Repairs - CV		56,492	3,134	5.5	55
56	5,701	3,254	57.1	458E		Gas, Oil & Grease - CV		27,517	15,239	55.4	56
57	239,271	194,440	81.3		485	TOTAL SERVICE DEPT. - CV (LINES 54-56)	2,283	1,612,649	1,297,158	80.4	57
58	62,189	28,144	45.3	821E		R.O. - Mechanical - CV		249,946	110,583	44.2	58
59	3,992	1,774	44.4	824E		R.O. - Service Contract - CV		47,880	16,960	35.2	59
60	116,434	63,999	55.0	823E		Warranty Claim - P&A - CV		759,621	398,762	52.5	60
61	11,846	4,549	38.4	825E		Internal - CV		55,641	21,246	38.2	61
62	4,233	2,252	53.2	404E		Express Parts - CV		16,799	9,083	54.1	62
63	2,585	1,451	56.1	408E		Express PPM Parts - CV		51,556	28,593	55.5	63
64				494E		Express Warranty Parts - CV					64
65				826E		R.O. - Body Shop - CV					65
66	11,290	4,246	37.6	827E	58	Counter Retail - CV	428	102,373	37,519	36.6	66
67	107,129	22,609	21.1	828E	284	Wholesale - CV	1,892	617,028	125,147	20.3	67
68	5,746	1,965	34.2	829E	40	Accessories & Promotional Items - CV	372	53,447	18,038	33.7	68
69	572	122	21.3	843E	1	Tires - CV	29	23,813	5,667	23.8	69
70				675E		Inventory Adjustments - CV					70
71	326,016	131,111	40.2			TOTAL PARTS - CV (LINES 66-70)		1,978,104	771,598	39.0	71
72				699E		LIFO Adjustment - Parts - CV					72
73	326,016	131,111	40.2			NET TOTAL PARTS DEPT. (LINES 71 & 72)		1,978,104	771,598	39.0	73
74	30,740	22,837	74.3	838E	9	Customer Body Shop Labor - CV	10	36,071	26,681	74.0	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	30,740	22,837	74.3		9	TOTAL BODY SHOP CV (LINES 74-79)	10	36,071	26,681	74.0	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	596,027	348,388	58.5			TOT SERV/PRTS/BODY/DIGITAL & CHARG. CV (LINES 81-83)		3,626,824	2,095,437	57.8	84
85	3,497,756	741,378	21.2			NET ALL CV DEPT. (LINES 43 & 84)		20,673,308	4,308,423	20.8	85

SUMMARY OF OPERATING RESULTS											
LINE NO.										LINE NO.	
1	<b>INVENTORY ANALYSIS</b>		<b>TOTAL</b>		<b>CURRENT</b>		<b>31 - 60</b>		<b>61+</b>		1
2			<b>UNITS</b>	<b>AMOUNT</b>	<b>UNITS</b>	<b>AMOUNT</b>	<b>UNITS</b>	<b>AMOUNT</b>	<b>UNITS</b>	<b>AMOUNT</b>	2
3	New Vehicles - MB		297	24,987,414	52	3,664,809	79	5,302,761	166	16,019,844	3
4	New Vehicles - CV		140	8,728,688	52	3,330,465	4	248,687	84	5,149,536	4
5	Demonstrators										5
6	Courtesy Vehicle Program (CVP)		139	8,009,810	21	1,232,292	10	649,701	108	6,127,817	6
7	Pre-Owned Vehicles - MB		81	2,936,206	46	909,744	13	761,840	22	1,264,622	7
8	Pre-Owned Vehicles - CV		1	37,900	1	37,900					8
9	Pre-Owned Vehicles - Other										9
10			<b>TOTAL</b>		<b>0 mos. - 12 mos.</b>		<b>OVER 12 mos.</b>				10
11	Parts		3,242,890		3,189,455		53,435				11
12	Accessories		44,176		43,911		265				12
13											13
14	<b>TOTAL LABOR HOURS BY CATEGORY</b>		<b>MB LABOR CURRENT MONTH</b>	<b>MB LABOR YTD</b>	<b>CV LABOR CURRENT MONTH</b>	<b>CV LABOR YTD</b>					14
15	Customer Labor - Mechanical MB		1889	10385	234	1537					15
16	Prepaid Maintenance Labor - MB		772	4287							16
17	Service Contract Labor - Commercial Vehicles				69	511					17
18	Extended Limited Warranty Labor - MB		587	2511							18
19	Warranty Claim Labor MB		3305	16996	401	2663					19
20	Internal Labor MB		1809	9329	191	985					20
21	<b>Total MB Labor Hours</b>		<b>8362</b>	<b>43508</b>	<b>895</b>	<b>5696</b>					21
22	Consolidated Customer Pay Labor - MB		3248	17183							22
23	<b>Total MB Labor per RO</b>		<b>3</b>	<b>3</b>							23
24											24
25	<b>PERSONNEL</b>	<b>NEW</b>	<b>PRE-OWNED</b>	<b>SERVICE</b>	<b>PARTS</b>	<b>BODY</b>	<b>TOTAL</b>				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	<b>TOTAL PERSONNEL</b>	<b>51.25</b>	<b>29.25</b>	<b>130.25</b>	<b>69.25</b>		<b>280.00</b>				45
46											46
47	<b>UTILITIES TYPE</b>	<b>UNIT TYPE</b>	<b>OTHER UNIT TYPES (IF APPLICABLE)</b>	<b>TOTAL UNIT</b>		<b>TOTAL COST</b>					47
48				<b>CURRENT MONTH</b>	<b>YTD</b>	<b>CURRENT MONTH</b>	<b>YTD</b>				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	<b>TOTAL UTILITY ANALYSIS</b>										58