



2019 FINANCIAL STATEMENT

Month/Year Jan-2019 Thru Jul-2019

Dealer # 42302 Dealer Name TOYOTA OF ROCKWALL City ROCKWALL State TX

Franchises in Addition to Toyota/Scion 0

ASSETS				ACCT. NO.	AMOUNT	LN NO	LIABILITIES				ACCT. NO.	AMOUNT			
Petty Cash Fund				2000	600	1	Trade Creditors				3000	662,480			
Cash in Bank/Temp. Cash Investment				2020	2,857,952	2	Vehicle Lien Payoff				3010	526,623			
Contracts In Transit				2030	1,522,000	3	Customer Dep / Advance Payments from Distributor				3020/3025	11,830			
TOTAL CASH AND CONTRACTS				LINES 1-3	4,380,552	4	License and Title Fees				3030	332,664			
RECEIVABLES				PAST DUE OVER 30 DAYS		5	Trade Payables - Affiliated Co.				3040	0			
Service and Parts				1,093	2100	42,741	TOTAL ACCOUNTS PAYABLE				LINES 1-5	1,533,597			
Retail Vehicle				0	2110	78,301	NOTES PAYABLE - SHORT TERM				3050	0			
Wholesale & Dealer Transfer				69,025	2115	733,690	Interest				3100	0			
Customer Notes				0	2120	0	Insurance				3110	0			
Lease and Rental				0	2130	0	Payroll				3120	228,350			
Service Contracts				95	2140	37,344	Payroll Taxes				3130	8,539			
Employee				17	2150	1,721	Sales Taxes				3140	12,103			
Warranty Claims - Toyota				11,127	2200	43,341	Taxes - Other Than Payroll, Sales & Income				3150	278,888			
Warranty Claims - Other				0	2209	0	Income Taxes				3160	0			
Pre-Delivery/Transportation Claims				0	2210/2220	7,513	Bonuses - Employees/Owners				3170/3180	0			
Vehicle Incentives - Toyota				83,900	2240	230,850	Pension Fund / Profit Sharing				3190	0			
Vehicle Incentives - Other				0	2241	2,750	Accrued Other				3220	750,037			
Holdback Receivables - Toyota				1,700	2245	290,551	TOTAL ACCRUED LIABILITIES				LINES 8 - 17	1,277,917			
Holdback Receivables - Other				0	2246	0	TOTAL ACCTS. PAYABLE - S.T. NOTES & ACCRUED				LINES 6, 7 and 18	2,811,514			
Other Distributor Receivables (inc. DAP, MCB & WFR)				850	2250	1,206	New Vehicles and Demonstrators				3300	9,983,696			
ToyotaCare Receivables				0	2255	10,300	Toyota Used Vehicles				3310	1,156,359			
							Other Used Vehicles				3315	0			
							Toyota Certified Used Vehicles				3320	0			
							Other Inventory				3330	0			
							TOTAL INVENTORY FINANCE LIABILITIES				LINES 20 - 24	11,140,055			
Less: Allowance For Doubtful Accounts				2260		(0)	Lease Vehicles				3400	0			
NET CUSTOMER/DISTRIBUTOR RECEIVABLES				LINES 6 - 26		1,480,308	Rental Vehicles - TRAC only				3405	456,777			
Finance / Insurance Co. Receivables				2270/2280		211,665	Rental Vehicles - Other				3410	0			
Trade Receivables - Affiliated Co. (Collectible within 12 mos.)				2290		0	TOTAL OTHER VEHICLE LIABILITIES				LINES 26 to 28	456,777			
TOTAL RECEIVABLES				LINES 27-29		1,691,973	TOTAL CURRENT LIABILITIES				LINES 19, 25 & 29	14,408,346			
INVENTORIES				CAR	TRUCK		Reserve for Repossession & Service Contract Losses				3450/3460	0			
Demos - Toyota				0	0	2300	0	LONG - TERM DEBT				AMOUNT DUE WITHIN 1 YEAR			
Demos - Other				0	0	2310	0	Notes Payable - Capital Loans				0	3500	483,833	
New Vehicles - Toyota				77	217	2320	10,569,680	Mortgage Payable				0	3510	0	
New Vehicles - Other				0	0	2330	0	Other Notes & Contracts				0	3520	0	
TOTAL NEW VEH. INV.				TOTAL UNITS	294	LINES 32-35	10,569,680	Owners/Officers Notes				0	3530	1,336,194	
Toyota Used Vehicles				52	OVER 90 DAYS	2	2400	900,119	Notes Payable Affiliated Company				0	3540	0
Other Used Vehicles				78	OVER 90 DAYS	4	2405	1,183,162	Deferred Income Taxes				0	3550	0
Toy. Cert. Used Veh				6	OVER 90 DAYS	0	2407	114,010	TOTAL CURRENT PORTION LONG - TERM DEBT (MEMO)				0		
P & A - Toyota (excluding Tires)				12 INCL NO SALE	0	2410	181,392	TOTAL LONG - TERM DEBT				LINES 33-38	1,820,027		
Tires - Toyota						2411	175,848	TOTAL LIABILITIES				LINES 30, 31 & 40	16,228,373		
P & A - Other (including Tires)				12 MO. NO SALE	0	2419	0	NET WORKING CAPITAL REQUIREMENT				NET WORKING CAPITAL			
Gas, Oil & Grease						2430	38,998	4,415,219				5,721,730			
Body Shop Materials						2450	0	ASSETS LINE 59 LESS LIABILITIES LINES 30 and 39							
Sublet Repairs						2460	1,535	LIFO Inventory Reserve				New	0		
Work In Process - Labor						2470	92,710	Used				0	3800	0	
Other Inventory						2480	333,745	Parts				0			
TOTAL ALL INVENTORIES				LINES 36 - 47		13,591,199	NET WORTH								
Marketable Securities						2500	0	CORPORATION							
Prepaid Expenses - Taxes / Insurance				2510/2520		-24,171	Capital Stock				Investments	3900/3950	0		
Rent / Interest				2530/2540		0	Addnl. Paid - in Capital				---	3970	2,711,929		
Advertising				2550		0	Treasury Stock				---	3910	(0)		
Other				2560		33,746	Retained Earnings				---	3920	17,041,636		
TOTAL OTHER CURRENT ASSETS				LINES 49 - 53 INCL		9,575	Dividends				Drawing	3930 - 3960	(16,112,916)		
Lease Vehicles				0	2600/2601	0	0	NET INVESTMENT				LINES 52 - 56	3,640,649		
Rental Vehicles - TRAC only				16	2605/2606	456,777									
Rental Vehicles - Other				0	2610/2611	0									
TOTAL OTHER VEHICLE ASSETS				LINES 55 to 57		456,777									
TOTAL CURRENT ASSETS				LINES 4, 30, 48, 54 & 58		20,130,076									
DESCRIP.				ACCT. NO.	COST	ACCUMULATED DEPRECIATION									
LAND				2700	0	0	CURRENT EARNINGS BEFORE TAXES								
CONST. IN PROG.				2705	0	0	61	MO.	TOYOTA	Other	USED	RTL	USED	WHL	PROFIT OR (LOSS)
BLDG. & IMP.				2710/2711	268,984	185,886	62	JAN.	125	0	213	50			202,645
SERV EQUIP.				2720/2721	1,299,835	1,254,342	63	FEB.	134	0	163	33			222,297
P & A EQUIP.				2730/2731	226,735	226,735	64	MAR.	169	0	208	47			257,072
FUR, SIG, FIXS				2740/2741	1,736,720	1,249,108	65	APR.	155	0	192	43			251,592
CO. VEH.				2750/2751	45,211	40,909	66	MAY	159	0	200	27			222,764
LEASEHOLDS				2760/2761	49,505	49,505	67	JUNE	150	0	188	40			96,712
TOTAL FIXED ASSETS				LINES 61 - 68 INCL	3,626,990	3,006,485	68	JULY	147	0	162	34			102,942
Deposits on Contracts				2800	0	0	69	AUG.	0	0	0	0			0
Life Insurance - Cash Value				2810	0	0	70	SEP.	0	0	0	0			0
Notes & Accts Receivable - Offict Officers and Owners				2820	0	0	71	OCT.	0	0	0	0			0
Advances to Employees				2830	0	0	72	NOV.	0	0	0	0			0
Due From Finance Companies - Deferred				2840	0	0	73	DEC.	0	0	0	0			0
Investment In Affiliated Companies				2845	0	0	74	TOT.	1,039	0	1,326	274			1,356,024
Other Non-Franchised Assets				2850	0	0	75	Estimated Income Tax						474,465	
TOTAL OTHER ASSETS				LINES 70 - 76		0	76	Net Profit (Loss) After Taxes						3990	881,559
TOTAL ASSETS				LINES 59, 69 and 77		20,750,581	77	TOTAL NET WORTH				LINES 57 & 76		4,522,208	
							78	TOTAL LIABILITIES & NET WORTH				LINES 41, 48, 77		20,750,581	

TOTAL INCOME AND EXPENSE										
LINE	NAME OF ACCOUNT	ACCT. NO.	TOTAL DEALERSHIP				(1) NEW VEHICLE DEPARTMENT		(2) USED VEHICLE DEPARTMENT	
			MONTH	G.P. % SALES	YEAR TO DATE	G.P. % SALES	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	TOTAL SALES		10,176,040		75,626,800		5,389,403	37,844,035	3,896,900	31,238,294
2	TOTAL GROSS PROFIT		977,246	9.60%	7,694,385	10.17%	171,284	1,322,445	291,746	2,614,266
3	DEPARTMENTAL EXPENSES									
4	Sales Compensation	7000	202,765	20.75%	1,373,864	17.86%	64,540	374,572	62,739	476,447
5	Supervision Compensation	7010	94,212	9.64%	763,669	9.93%	42,405	384,232	18,174	170,660
6	Delivery Expenses	7020	10,362	1.06%	65,953	0.86%	10,075	61,924	287	4,029
7	Finance, Ins., & Svc. Ctr. Commissions	7030	84,725	8.67%	524,582	6.82%	58,406	366,267	26,319	158,315
8	Advertising - Departmental	7040	53,331	5.46%	412,184	5.36%	23,704	209,304	18,737	139,921
9	Interest - Floor Plan	7050	-19,077	-1.95%	-123,928	-1.61%	-25,172	-169,138	6,095	45,210
10										
11										
12										
13	TOTAL SELLING EXPENSES	LINES 4-12	426,318	43.62%	3,016,324	39.20%	173,958	1,227,161	132,351	994,582
14	Policy & Claims Adjustments	7110/7120	11,079	1.13%	61,771	0.80%	782	9,054	6,674	28,940
15	Demos & Company Vehicles - Dept'l	7140	1,632	0.17%	9,224	0.12%	544	3,630	28	82
16	Inventory Maintenance	7150	600	0.06%	4,200	0.05%				
17	Personnel Training	7160	1,000	0.10%	12,586	0.16%	1,000	9,192		1,370
18	Outside Services - Departmental	7170	23,273	2.38%	158,990	2.07%	5,524	39,600	10,333	63,808
19	Freight	7180	256	0.03%	3,202	0.04%				
20	Supplies & Small Tools	7190	4,546	0.47%	43,421	0.56%	764	3,272	486	2,498
21	Laundry & Uniforms	7200	5,963	0.61%	29,053	0.38%				
22	Depr. - Equip. & Vehicles - Dept'l.	7210	425	0.04%	2,975	0.04%				
23	Equip. - Maint., Repair & Rental - Dept'l.	7220	5,625	0.58%	39,780	0.52%	800	5,600	500	3,500
24	Miscellaneous Expenses	7230	-17,579	-1.80%	-119,883	-1.56%	-19,857	-132,984	949	5,479
25	Salaries & Wages	7250	46,163	4.72%	364,241	4.73%	2,300	21,500	5,424	29,993
26	Clerical Salaries	7260	41,517	4.25%	288,416	3.75%	11,219	83,225	9,462	71,403
27	Vacation & Time Off Pay	7270	10,324	1.06%	39,620	0.51%	4,281	19,014	3,588	12,944
28	TOTAL OPERATING EXPENSES	LINES 14-27	134,824	13.80%	937,596	12.19%	7,357	61,103	37,444	220,017
29	TOTAL SELLING & OPER. EXPS.	LINES 13 & 28	561,142		3,953,920		181,315	1,288,264	169,795	1,214,599
30	TTL. SELL. & OPER. EXPS % OF GROSS PROFIT			57.42%		51.39%	105.86%	97.42%	58.20%	46.46%
31	DEPT'L. PROFIT (LOSS)	LINE 2 LESS 29	416,104	42.58%	3,740,465	48.61%	-10,031	34,181	121,951	1,399,667
32	Rent & Equivalent	7400	142,329	14.56%	996,305	12.95%	56,932	398,522	35,582	249,076
33	Salaries & Wages - Admin. & General	7410	24,482	2.51%	235,205	3.06%	9,793	94,082	11,275	92,689
34	Owners Salaries	7420	15,626	1.60%	109,374	1.42%	6,250	43,750	5,469	38,281
35	Payroll Taxes	7430	45,772	4.68%	378,441	4.92%	18,309	151,431	16,020	132,422
36	Employee Benefits	7440	20,963	2.15%	166,281	2.16%	6,986	58,763	3,514	30,315
37	Pension Fund/Profit Sharing	7450								
38	Advertising - General & Institutional	7460	111	0.01%	10,127	0.13%	46	1,581	30	979
39	Stationery & Office Supplies	7470	10,893	1.11%	44,411	0.58%	4,366	16,623	2,409	9,947
40	Data Processing Services	7480	23,063	2.36%	173,481	2.25%	9,279	72,393	5,534	42,607
41	Outside Services - Gen. & Inst.	7490	46,352	4.74%	372,528	4.84%	19,316	147,516	11,570	98,476
42	Company Vehicles - Administration	7500	55	0.01%	544	0.01%	22	217	14	136
43	Contributions	7510	11,891	1.22%	175,355	2.28%	4,756	70,142	2,973	43,839
44	Dues & Subscriptions	7520	306	0.03%	10,757	0.14%		3,980		2,488
45	Telephone	7530	4,079	0.42%	27,975	0.36%	1,631	11,190	1,020	6,994
46	Legal & Auditing	7540	5,000	0.51%	20,000	0.26%	2,000	8,000	1,250	5,000
47	Postage	7550	4,784	0.49%	28,350	0.37%	3,125	18,511	1,398	8,287
48	Travel & Entertainment	7560	6,583	0.67%	22,486	0.29%	2,633	8,994	1,646	5,622
49	Heat, Light, Power & Water	7570	9,289	0.95%	61,277	0.80%	3,716	24,511	2,322	15,319
50	Furniture, Signs, Fixtures & Equipment - Depreciation, Maintenance, Repair & Rental	7580	22,827	2.34%	144,875	1.88%	8,681	56,155	5,482	35,493
51	Ins. - Other Than Bldgs. & Improvements	7590	26,015	2.66%	182,446	2.37%	10,406	72,978	6,504	45,612
52	Taxes - Other Than R.E., Pay. & Inc.	7600	30,000	3.07%	210,000	2.73%	12,000	84,000	7,500	52,500
53	Interest - Other Than Floor Plan & R.E. Mortgage	7610	4,808	0.49%	15,181	0.20%	1,923	6,073	1,202	3,795
54	TOTAL OVERHEAD EXPENSES	LINES 32-53	455,228	46.58%	3,385,399	44.00%	182,170	1,349,412	122,714	919,877
55	TOTAL EXPENSES	LINES 29 & 54	1,016,370	104.00%	7,339,319	95.39%	363,485	2,637,676	292,509	2,134,476
56	OPERATING PROFIT (LOSS)	LINE 2 LESS 55	-39,124	-4.00%	355,066	4.61%	-192,201	-1,315,231	-763	479,790
57										
58										
59	NET ADDITIONS OR DEDUCTIONS	LINE 78	142,066	14.54%	1,000,958	13.01%				
60	NET PROFIT (LOSS) BEFORE BONUS	LN 56 LESS LN 59	102,942	10.53%	1,356,024	17.62%				
61	BONUSES - EMPLOYEES	7700								
62	BONUSES - OWNERS	7710								
63	NET PROFIT (LOSS) BEFORE TAXES	LN 60 LESS 61 & 62	102,942	10.53%	1,356,024	17.62%				
64	ESTIMATED INCOME TAXES	7800	36,030	3.69%	474,465	6.17%				
65	NET PROFIT (LOSS) AFTER TAXES	LN 63 LESS 64	66,912	6.85%	881,559	11.46%				
66										
67										
68										
69	ADDITIONS TO INCOME					DEDUCTIONS FROM INCOME				
70	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE		
71	Marketing Covenant Bonus	8080		80,220	Cash Discounts Allowed	8100		-526		97,931
72	Cash Discounts/ Interest Earned	8000/8010			Other Deductions	8140		6,821		60,135
73	Bad Debt Recovery	8020			Lease Expenses	8150				
74	Other Income	8040		73,660	Rental Exp -TRAC only	8155		11,859		82,799
75	Lease Income	8050			Rental Exp - Other	8160				
76	Rental Income - TRAC only	8055		6,340	Amort. Non-Franchised Assets	8170				
77	Rental Income - Other	8060								
78	TOTAL ADDITIONS	LINE 71-77		160,220	TOTAL DEDUCTIONS	LINE 71-77		18,154		240,865

TOTAL PERSONNEL EXPENSES MONTH YEAR TO DATE
 570,923 4,134,319
 LINES 4, 5, 7, 25, 26, 27, 33, 35, 36 & 37 % G.P.

TOTAL INCOME AND EXPENSE

NAME OF ACCOUNT	ACCT NO	(3) SERVICE DEPARTMENT		(4) BODY SHOP DEPARTMENT		(5) PARTS AND ACCESS. DEPARTMENT								
		MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE							
1 TOTAL SALES		446,030	3,298,806			443,707	3,245,665							
2 TOTAL GROSS PROFIT		346,134	2,544,020			168,082	1,213,654							
3 DEPARTMENTAL EXPENSES														
4 Sales Compensation	7000	62,864	433,468			12,622	89,377							
5 Supervision Compensation	7010	22,520	128,118			11,113	80,659							
6 Delivery Expenses	7020													
7 Finance, Ins., & Svc. Ctr. Commissions	7030													
8 Advertising - Departmental	7040	8,711	47,668			2,179	15,291							
9 Interest - Floor Plan	7050													
10														
11														
12														
13 TOTAL SELLING EXPENSES	LINES 4 - 12	94,095	609,254			25,914	185,327							
14 Policy & Claims Adjustments	7110/7120	3,623	24,046				-269							
15 Demos & Company Vehicles - Dept'l	7140	1,049	5,451			11	61							
16 Inventory Maintenance	7150					600	4,200							
17 Personnel Training	7160		1,476				548							
18 Outside Services - Departmental	7170	3,232	27,495			4,184	28,087							
19 Freight	7180					256	3,202							
20 Supplies & Small Tools	7190	3,218	37,392			78	259							
21 Laundry & Uniforms	7200	5,963	29,053											
22 Depr. - Equip. & Vehicles - Dept'l.	7210	425	2,975											
23 Equip. - Maint., Repair & Rental - Dept'l.	7220	4,125	29,280			200	1,400							
24 Miscellaneous Expenses	7230	949	5,505			380	2,117							
25 Salaries & Wages	7250	37,864	307,373			575	5,375							
26 Clerical Salaries	7260	15,790	95,310			5,046	38,478							
27 Vacation & Time Off Pay	7270	1,473	4,976			982	2,686							
28 TOTAL OPERATING EXPENSES	LINES 14 - 27	77,711	570,332			12,312	86,144							
29 TOTAL SELLING & OPER. EXPS.	LINES 13 & 28	171,806	1,179,586			38,226	271,471							
30 TTL. SELL. & OPER. EXPS % OF GROSS PROFIT		49.64%	46.37%			22.74%	22.37%							
31 DEPT'L. PROFIT (LOSS)	LINE 2 Less LINE 29	174,328	1,364,434			129,856	942,183							
32 Rent & Equivalent	7400	28,466	199,261			21,349	149,446							
33 Salaries & Wages - Admin. & General	7410	2,319	30,097			1,095	18,337							
34 Owners Salaries	7420	2,344	16,406			1,563	10,937							
35 Payroll Taxes	7430	6,866	56,753			4,577	37,835							
36 Employee Benefits	7440	8,479	60,428			1,984	16,775							
37 Pension Fund/Profit Sharing	7450													
38 Advertising - General & Institutional	7460	20	3,426			15	4,141							
39 Stationery & Office Supplies	7470	3,299	15,453			819	2,388							
40 Data Processing Services	7480	4,697	33,291			3,553	25,190							
41 Outside Services - Gen. & Inst.	7490	9,182	77,685			6,284	48,851							
42 Company Vehicles - Administration	7500	11	109			8	82							
43 Contributions	7510	2,378	35,071			1,784	26,303							
44 Dues & Subscriptions	7520	306	2,796				1,493							
45 Telephone	7530	816	5,595			612	4,196							
46 Legal & Auditing	7540	1,000	4,000			750	3,000							
47 Postage	7550	149	887			112	665							
48 Travel & Entertainment	7560	1,317	4,497			987	3,373							
49 Heat, Light, Power & Water	7570	1,858	12,255			1,393	9,192							
50 Furniture, Signs, Fixtures & Equipment - Depreciation, Maintenance, Repair & Rental	7580	5,185	30,462			3,479	22,765							
51 Ins. - Other Than Bldgs. & Improvements	7590	5,203	36,489			3,902	27,367							
52 Taxes - Other Than R.E., Pay. & Inc.	7600	6,000	42,000			4,500	31,500							
53 Interest - Other Than Floor Plan & R.E. Mortgage	7610	962	3,036			721	2,277							
54 TOTAL OVERHEAD EXPENSES	LINES 32 - 53	90,857	669,997			59,487	446,113							
55 TOTAL EXPENSES	LINES 29 & 54	262,663	1,849,583			97,713	717,584							
56 OPERATING PROFIT (LOSS)	LINE 2 Less LINE 55	83,471	694,437			70,369	496,070							
57 ANALYSIS OF OPERATIONS		CURRENT MONTH			SAME MONTH PRIOR YEAR			CURRENT YEAR TO DATE			PRIOR YEAR TO DATE			
58		UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	
59 Total Dollar Sales			10,176,040			11,198,903			75,626,800			70,795,045		
60 New Vehicle Gross	147	171,284	1.68%	180	299,814	2.68%	1039	1,322,445	1.75%	1059	1,913,212	2.70%		
61 Used Vehicle Gross	162	291,746	2.87%	184	401,327	3.58%	1326	2,614,266	3.46%	1153	2,775,041	3.92%		
62 Service Gross		346,134	3.40%		311,686	2.78%		2,544,020	3.36%		2,163,464	3.06%		
63 Body Shop Gross														
64 Parts & Access Gross		168,082	1.65%		175,699	1.57%		1,213,654	1.60%		1,261,446	1.78%		
65 Total Gross		977,246	9.60%		1,188,526	10.61%		7,694,385	10.17%		8,113,163	11.46%		
66 Total Expenses		1,016,370	9.99%		1,052,527	9.40%		7,339,319	9.70%		7,374,976	10.42%		
67 Oper. Profit (Loss)			-39,124	-0.38%		135,999	1.21%		355,066	0.47%		738,187	1.04%	
68 Net Additions Or Deductions			142,066	1.40%		132,793	1.19%		1,000,958	1.32%		1,960,994	2.77%	
69 Total Bonuses														
70 Net Profit (Loss) Before Taxes			102,942	1.01%		268,792	2.40%		1,356,024	1.79%		2,699,181	3.81%	
71 PERSONNEL SUMMARY (Whole numbers only)					NEW	USED	COMB.	TRAC	F & I	SERV.	BODY SHOP	P & A	ADMIN	TOTAL
72 Dealer(s)														2
73 Managers / Foremen					2	2	1			2		1	2	10
74 Salespersons / Asst. Service Mgrs.					14	13			4	8		3		42
75 Service / Body Shop Technicians										39				39
76 Clerical					3	4				8		1	1	17
77 Other						1				6			2	9
78 TOTAL PERSONNEL					19	20	1		4	63		5	7	119

CURRENT MONTH

VEHICLE DEPARTMENT ANALYSIS

YEAR TO DATE

LN NO	UNITS	SALES	GROSS PROFIT	PER UNIT		NEW AND USED VEHICLES	ACCT. NO	UNITS	SALES	GROSS PROFIT	PER UNIT	
1						New Car - Toyota - Yaris	Retail	4000	5	89,460	-3,645	-729
2						New Car - Toyota - Yaris iA	Retail	4140				
3	10	214,595	-16,614	-1,661		New Car - Toyota - Corolla	Retail	4020	78	1,628,486	-89,036	-1,141
4						New Car - Toyota - Corolla iM	Retail	4015				
5	23	627,962	-24,823	-1,079	N	New Car - Toyota - Camry	Retail	4050	170	4,636,438	-188,333	-1,108
6	2	74,457	-136	-68	E	New Car - Toyota - Avalon	Retail	4060	29	1,108,747	-12,985	-448
7	3	82,797	-4,098	-1,366	W	New Car - Toyota - Prius	Retail	4095	14	397,792	-14,814	-1,058
8						New Car - Toyota - Prius v	Retail	4006				
9						New Car - Toyota - Prius c	Retail	4005				
10						New Car - Toyota - Prius Prime	Retail	4105				
11						New Car - Toyota - Mirai	Retail	4045				
12						New Car - Toyota - 86	Retail	4115				
13						New Car - Toyota - TBD	Retail	4025				
14												
15												
16	38	999,811	-45,671	-1,202		TOTAL NEW CAR TOYOTA - RETAIL	BEFORE INCENTIVES LINES 1 - 15	296	7,860,923	-308,813	-1,043	
17						New Car-Toyota- Yaris	Lease	4002				
18						New Car - Toyota - Yaris iA	Lease	4142				
19	1	22,429	1,775	1,775	V	New Car-Toyota- Corolla	Lease	4022	9	196,274	-8,694	-966
20					E	New Car - Toyota - Corolla iM	Lease	4017				
21	5	130,230	-7,849	-1,570	H	New Car-Toyota- Camry	Lease	4052	14	358,137	-22,674	-1,620
22					I	New Car-Toyota- Avalon	Lease	4062				
23					C	New Car-Toyota- Prius	Lease	4097				
24					L	New Car-Toyota- Prius v	Lease	4096				
25					E	New Car-Toyota- Prius c	Lease	4007				
26						New Car - Toyota - Prius Prime	Lease	4107				
27						New Car - Toyota - Mirai	Lease	4047				
28						New Car - Toyota - 86	Lease	4117				
29						New Car - Toyota - TBD	Lease	4027				
30												
31												
32	6	152,659	-6,074	-1,012		TOTAL NEW CAR TOYOTA - LEASE	BEFORE INCENTIVES LINES 17 - 31	23	554,411	-31,368	-1,364	
33			56,351	1,281		New Car Incentives - Toyota (including DAP)	6099			400,134	1,254	
34												
35	44	1,152,470	4,606	105		TOTAL NEW CAR TOYOTA - RETAIL/LEASE	AFTER INCENTIVES LINES 16,32&33	319	8,415,334	59,953	188	
36	4	155,452	1,202	301		New Truck - Toyota - Sienna	Retail	4010	33	1,223,530	-28,738	-871
37	4	97,152	-5,304	-1,326		New Truck - Toyota - C-HR	Retail	4125	24	589,913	-32,732	-1,364
38	17	519,774	-9,335	-549		New Truck - Toyota - RAV4	Retail	4065	140	4,156,411	-96,713	-691
39	16	657,289	-7,690	-481	D	New Truck - Toyota - 4Runner	Retail	4070	100	4,116,602	-62,636	-626
40	24	924,874	-10,614	-442	E	New Truck - Toyota - Highlander	Retail	4075	150	5,816,962	-56,884	-379
41	2	125,166	-2,555	-1,278	P	New Truck - Toyota - Sequoia	Retail	4080	7	441,701	16,169	2,310
42					A	New Truck - Toyota - Land Cruiser	Retail	4090	3	242,754	8,196	2,732
43	3	93,921	-2,150	-717	R	New Truck - Toyota-Tacoma - 2WD	Retail	4100	43	1,270,870	-43,529	-1,012
44	5	183,505	-7,418	-1,484	T	New Truck -Toyota-Tacoma - 4WD	Retail	4110	37	1,379,404	-23,460	-634
45	8	322,679	-5,684	-711	M	New Truck -Toyota - Tundra - 2WD	Retail	4120	49	1,928,647	-19,728	-403
46	5	228,944	1,151	230	E	New Truck -Toyota - Tundra - 4WD	Retail	4130	46	2,152,711	-1,522	-33
47					N	New Truck - Toyota - TBD	Retail	4030				
48	88	3,308,756	-48,397	-550	T	TOTAL NEW TRUCK TOYOTA - RETAIL	BEFORE INCENTIVES LINES 36 - 47	632	23,319,505	-341,577	-540	
49						New Truck - Toyota - Sienna	Lease	4012				
50						New Truck - Toyota - C-HR	Lease	4127	1	20,117	-1,809	-1,809
51	6	174,651	-6,223	-1,037		New Truck - Toyota - RAV4	Lease	4067	29	844,529	-31,465	-1,085
52						New Truck - Toyota - 4Runner	Lease	4072				
53	1	48,652	4,387	4,387		New Truck - Toyota- Highlander	Lease	4077	11	447,539	-1,592	-145
54						New Truck - Toyota- Sequoia	Lease	4082				
55						New Truck - Toyota - Land Cruiser	Lease	4092				
56	2	57,174	-4,061	-2,031		New Truck - Toyota - Tacoma - 2WD	Lease	4102	6	185,894	-6,487	-1,081
57						New Truck - Toyota - Tacoma - 4WD	Lease	4112	1	50,000	5,605	5,605
58	6	289,355	4,136	689		New Truck - Toyota - Tundra - 2WD	Lease	4122	36	1,674,388	-8,300	-231
59						New Truck - Toyota - Tundra - 4WD	Lease	4132	4	206,261	16,906	4,227
60						New Truck - Toyota - TBD	Lease	4032				
61	15	569,832	-1,761	-117		TOTAL NEW TRUCK TOYOTA - LEASE	BEFORE INCENTIVES LINES 49 - 60	88	3,428,728	-27,142	-308	
62						New Truck Incentives - Toyota (including DAP)	6199					
63	103	3,878,588	-50,158	-487		TOTAL NEW TRUCK TOYOTA - RETAIL/LEASE	AFTER INCENTIVES LINES 48, 61 - 62	720	26,748,233	-368,719	-512	
64	147	5,031,058	-45,552	-310		TOTAL NEW TOYOTA - RETAIL/LEASE	LINES 35 & 63	1,039	35,163,567	-308,766	-297	
65						New Vehicles - Other - R/L - Before Incentives	4211					
66						New Vehicles - Other - R/L - Incentives	6195					
67						New- Other - R/L - F&I Products and Aftermarket	4655					
68	147	5,031,058	-45,552	-310		TOTAL NEW VEHICLE DEPARTMENT RETAIL/LEASE	LINES 64 - 67	1,039	35,163,567	-308,766	-297	
69						New Car - Toyota	Fleet	4200				
70						New Truck - Toyota	Fleet	4210				
71						New Vehicles - Other - After Incentives	Fleet	4230				

DEPARTMENTAL SALES AND GROSS PROFITS

MONTH - TO - DATE							YEAR - TO - DATE			MONTH - TO - DATE							YEAR - TO - DATE		
New Toyota F & I							New SCION F&I												
LN NO	UNITS	SALES	GP	UNITS	SALES	GP	Label	NEW/USED ACCT. NO.	UNITS	SALES	GP	UNITS	SALES	GP					
1	94	204,292	101,061	654	1,511,065	799,568	Svc. Contracts	4270											
2	94	204,292	78,938	654	1,511,065	638,593	Total Svc. Contr. (Net of Chargeback)												
3	46	61,390	26,784	439	532,185	220,407	Prepd Maint.	4272											
4	46	61,390	20,030	439	532,185	168,831	Ttl Prepd. (Net of Chargeback)												
5	123		87,301	846		620,733	Finance Income	6280											
6	123		72,322	846		543,219	Ttl Finance Inc. (Net of Chargeback)												
7							Ins. Income	6290											
8							Total Insurance (Net of Chargeback)												
9	64	58,005	33,657	436	389,778	222,472	GAP	4292											
10	64	58,005	32,086	436	389,778	190,617	Total GAP (Net of Chargeback)												
11							Excess Wear & Use	4374											
12							Total Excess Wear & Use (Net of Chargeback)												
13							Tire & Wheel Protection with & w/o Key Replacement	4375											
14							Total Tire & Wheel with & w/o Key Replacement (Net of Chgbk)												
15				20	5,194	1,898	Key Replacement	4745											
16				20	5,194	1,898	Total Key Replacement (Net of Chargeback)												
17		323,687	203,376		2,438,222	1,543,158	Total New Vehicle F&I Products	Lns 2,4,6,8,10,12,14											
18		34,658	13,460		242,246	88,053	Aftermarket	4250											
19	All Non-Certified Used Vehicles F&I							Toyota Certified Used Vehicles F&I											
20	89	219,067	93,077	664	1,691,547	778,767	Svc. Contracts	4X70	14	30,190	15,196	128	310,269	172,654					
21	89	219,067	81,791	664	1,691,547	647,688	Total Svc. Contr. (Net of Chargeback)		14	30,190	11,181	128	310,269	138,546					
22	17	16,815	10,631	173	179,393	106,414	Prepd Maint.	4X72	6	7,363	2,919	46	57,379	31,631					
23	17	16,815	8,507	173	179,393	89,362	Ttl Prepd. Maint. (Net of Chargeback)		6	7,363	2,422	46	57,379	27,400					
24	104		78,517	809		607,000	Finance Income	6X80	15		13,216	138		116,356					
25	104		70,069	809		501,775	Ttl Finance Inc. (Net of Chargeback)		15		13,216	138		116,356					
26							Ins. Income	6X90											
27						-10	Total Insurance (Net of Chargeback)												
28	63	50,103	27,198	417	335,052	178,193	GAP	4X92	8	6,623	3,383	63	56,192	31,779					
29	63	50,103	20,721	417	335,052	149,190	Total GAP (Net of Chargeback)		8	6,623	2,881	63	56,192	25,632					
30							Tire & Wheel Protection with & w/o Key Replacement	4X75											
31							Total Tire & Wheel with & w/o Key Replacement (Net of Chgbk)												
32							Key Replacement	487X											
33							Total Key Replacement (Net of Chargeback)												
34		285,985	181,088		2,205,992	1,388,005	Total New Vehicle F&I Products	LNS 21, 23, 25, 27, 29, 31, 33		44,176	29,700		423,840	307,934					
35		7,467	2,923		76,701	25,815	Aftermarket	4X50		2,373	392		28,964	8,845					
36																			
37																			
38	CURRENT MONTH				DEPARTMENT SALES AND GROSS PROFITS				YEAR - TO - DATE										
39	UNITS	SALES	GROSS PROFIT	PER UNIT	NEW VEHICLE DEPARTMENT	ACCT#	UNITS	SALES	GROSS PROFIT	PER UNIT									
40					New Car - Toyota - R/L - Yaris	4000/4002	5		89,460	-3,645	-729								
41					New Car - Toyota - R/L - Yaris iA	4140/4142													
42	11	237,024	-14,839	-1,349	New Car - Toyota - R/L - Corolla	4020/4022	87	1,824,760	-97,730	-1,123									
43					New Car - Toyota - R/L - Corolla iM	4015/4017													
44	28	758,192	-32,672	-1,167	New Car - Toyota - R/L - Camry	4050/4052	184	4,994,575	-211,007	-1,147									
45	2	74,457	-136	-68	New Car - Toyota - R/L - Avalon	4060/4062	29	1,108,747	-12,985	-448									
46	3	82,797	-4,098	-1,366	New Car - Toyota - R/L - Prius	4095/4097	14	397,792	-14,814	-1,058									
47					New Car - Toyota - R/L - Prius v	4006/4096													
48					New Car - Toyota - R/L - Prius c	4005/4007													
49					New Car - Toyota - R/L - Prius Prime	4105/4107													
50					New Car - Toyota - R/L - Mirai	4045/4047													
51					New Car - Toyota - R/L - 86	4115/4117													
52					New Car - Toyota - R/L - TBD	4025/4027													
53																			
54																			
55			56,351	1,281	Total New Car Incentives - Toyota (inc. DAP)	Pg4 Line 33			400,134	1,254									
56	44	1,152,470	4,606	105	NEW CAR - TOYOTA - R/L TOTAL	Lines 40 - 55	319	8,415,334	59,953	188									
57	4	155,452	1,202	301	New Truck - Toyota - R/L - Sienna	4010/4012	33	1,223,530	-28,738	-871									
58	4	97,152	-5,304	-1,326	New Truck - Toyota - R/L - CHR	4125/4127	25	610,030	-34,541	-1,382									
59	23	694,425	-15,558	-676	New Truck - Toyota - R/L - RAV4	4065/4067	169	5,000,940	-128,178	-758									
60	16	657,289	-7,690	-481	New Truck - Toyota - R/L - 4Runner	4070/4072	100	4,116,602	-62,636	-626									
61	25	973,526	-6,227	-249	New Truck - Toyota - R/L - Highlander	4075/4077	161	6,264,501	-58,476	-363									
62	2	125,166	-2,555	-1,278	New Truck - Toyota - R/L - Sequoia	4080/4082	7	441,701	16,169	2,310									
63					New Truck - Toyota - R/L - Land Cruiser	4090/4092	3	242,754	8,196	2,732									
64	5	151,095	-6,211	-1,242	New Truck - Toyota - R/L - Tacoma - 2WD	4100/4102	49	1,456,764	-50,016	-1,021									
65	5	183,505	-7,418	-1,484	New Truck - Toyota - R/L - Tacoma - 4WD	4110/4112	38	1,429,404	-17,855	-470									
66	14	612,034	-1,548	-111	New Truck - Toyota - R/L - Tundra - 2WD	4120/4122	85	3,603,035	-28,028	-330									
67	5	228,944	1,151	230	New Truck - Toyota - R/L - Tundra - 4WD	4130/4132	50	2,358,972	15,384	308									
68					New Truck - Toyota - R/L - TBD	4030/4032													
69					Total New Truck Incentives - Toyota (inc. DAP)	Pg4 Line 62													
70	103	3,878,588	-50,158	-487	NEW TRUCK - TOYOTA - R/L TOTAL	Lines 57 - 69	720	26,748,233	-368,719	-512									
71		358,345	216,836	1,475	New Toyota - F&I Products & Aftermarket	LNS 17-18		2,680,468	1,631,211	1,570									
72					New Toyota - Car/Truck LIFO Adjustment	6098/6198													
73	147	5,389,403	171,284	1,165	TOTAL NEW TOYOTA - RETAIL/LEASE	NES 56 & 70-7	1,039	37,844,035	1,322,445	1,273									
74					TOTAL OTHER - RETAIL/LEASE	Pg4 Lines 65-6													
75					TOTAL FLEET - TOYOTA/OTHER	Pg4 Lines 69-7													
76					New - Other - LIFO Adjustment	6298													
77					Less Repo Losses - NEW TOYOTA AND OTHER	6299													
78	147	5,389,403	171,284	1,165	TOTAL NEW VEHICLE DEPARTMENT	LINES 73 - 77	1,039	37,844,035	1,322,445	1,273									

LN NO	CURRENT MONTH				DEPARTMENTAL SALES AND GROSS PROFIT			YEAR TO DATE			
	Units	SALES	GROSS PROFIT	GP/Unit	USED VEHICLE DEPARTMENT	Acct #	Units	SALES	GROSS PROFIT	GP/Unit	
1	20	579,175	7,300	365	Toyota Certified Used Vehicle After Recon - R/L	4320/4322	177	4,523,457	118,612	670	
2					TRAC Certified Used Vehicle After Recon - R/L	4330/4332					
3					Total Certified Toyota/TRAC U/Veh. Recon - R/L	Do not include \$ on Ln7					
4	70	1,414,698	23,264	332	Toyota Used Vehicle After Recon - Non-Certified - R/L	4300/4302	545	10,871,805	269,302	494	
5					TRAC U/Veh - Non-Certified - After Recon - R/L	4341/4343					
6					Total Non-Certified Toyota/TRAC Used Veh-Recon R/L	Do not include \$ on Ln7					
7	90	1,993,873	30,564	340	TOTAL TOYOTA/TRAC USED VEH. Aft Recon - R/L	LNS 1, 2, 4 & 5	722	15,395,262	387,914	537	
8	72	1,355,981	30,821	428	Used Vehicles - Other After Recon - R/L	4310/4312	604	11,888,827	360,809	597	
9					Used Vehicles - Other - Recon - R/L	Do not include \$ on Ln10					
10	162	3,349,854	61,385	379	TOTAL USED VEHICLE - AFTER RECON - R/L	LINES 7 & 8	1,326	27,284,089	748,723	565	
11		340,001	214,103	1322	Total Used Vehicle F&I Products and Aftermarket	PG5, LINES 34 & 35		2,735,497	1,730,599	1305	
12					Used Vehicle LIFO Adjustment	6398					
13	162	3,689,855	275,488	1701	TOTAL USED VEHICLE - W/ F&I PRODUCTS & AFTMKT- R/L	LINES 10- 12	1,326	30,019,586	2,479,322	1870	
14	34	207,045	16,258	478	Used Vehicles-Wholesale (Do not incl units on Ln16)	4340	274	1,218,708	134,944	492	
15					LESS Inv. Adj & Repo Losses-Used Veh.	6360/6399					
16	162	3,896,900	291,746	1801	TOTAL USED VEHICLE DEPARTMENT	LINES 13 - 15	1,326	31,238,294	2,614,266	1972	
17	RO'S	SALES	GROSS PROFIT	GP%	SERVICE AND BODY SHOP	Rate ACCT #	RO'S	SALES	GROSS PROFIT	% GP	
18	2,295	205,322	155,344	75.66%	Customer Mech Labor -Toyota	92.02 4400/4435	15,283	1,408,692	1,071,486	76.06%	
19	319	47,356	36,827	77.77%	Warranty Mech Labor-Toyota	133.08 4420	2,452	424,947	331,447	78.00%	
20	423	88,251	73,917	83.76%	Internal Mech Labor - Toyota	99.79 4430/4445	3,116	709,691	594,517	83.77%	
21	158	18,810	18,567	98.71%	Pre-Del. Svc Labor -Toyota	133.08 4440	1,119	133,718	126,887	94.89%	
22	751	36,981	32,239	87.18%	ToyotaCare Mech Labor - Toyota	133.08 4455	5,024	244,233	212,598	87.05%	
23					ToyotaCare Plus Mech Labor (for contracts sold on Service Drive)	133.08 4465					
24					Memo: Toyota Express Maintenance Labor (TXM)						
25	3,946	396,720	316,894	79.88%	TOTAL MECHANICAL LABOR- TOYOTA	LINES 18 - 23	26,994	2,921,281	2,336,935	80.00%	
26	8	1,017	868	85.35%	Customer Mech Accessory Labor - Toyota	92.02 4475	39	5,463	4,317	79.02%	
27					Warranty Mech Accessory Labor - Toyota	4485					
28	206	35,070	28,090	80.10%	Internal Mech Accessory Labor - Toyota	99.79 4489	1,427	250,549	202,188	80.70%	
29											
30											
31	214	36,087	28,958	80.24%	TOTAL ACCESSORY LABOR- TOYOTA	LINES 26 - 30	1,466	256,012	206,505	80.66%	
32	4,160	432,807	345,852	79.91%	TOTAL MECH & ACCESSORY LABOR - TOYOTA	LINES 25 & 31	28,460	3,177,293	2,543,440	80.05%	
33					Total Mech Labor - OTHER	4458					
34					Unapplied Labor	6450					
35		13223	282	2.13%	Sublet Repairs - Mechanical	4460		121,513	580	0.48%	
36					ToyotaCare Plus Service Drive Contracts	4468					
37	4,160	446030	346,134	77.60%	TOTAL SERVICE DEPARTMENT	Lns 32-36	28,460	3,298,806	2,544,020	77.12%	
38					Customer Body Shop Labor	4500					
39					Warranty Body Shop Labor	4520					
40					Internal Body Shop Labor	4530					
41					Labor - Unapplied Time - Body Shop	6550					
42					Sublet Repairs - Body Shop	4560					
43					Paint & Body Shop Materials	4570					
44					TOTAL BODY SHOP DEPT.	LINES 38 - 43					
45	RO'S	SALES	GROSS PROFIT	GP%	P & A DEPARTMENT	ACCT. NO	RO'S	SALES	GROSS PROFIT	GP%	
46	1,702	156,206	56191	35.97%	Parts RO Customer Mech - Toyota	4700/4735	11,179	997,304	376,213	37.72%	
47	-	-	-	-	Parts RO Customer B/S - Toyota	4710					
48	180	24,070	9286	38.58%	Parts RO Warranty - Toyota	4720	1,019	251,987	93,421	37.07%	
49	129	37,244	3596	9.66%	Parts RO Tires - Toyota	4725	864	292,020	27,154	9.30%	
50	408	66,450	25609	38.54%	Parts RO Internal - Toyota	4730	3,094	548,327	195,416	35.64%	
51	284	15,171	5110	33.68%	Parts Counter Retail - Toyota	4740	1,843	96,142	34,774	36.17%	
52	94	21,856	4503	20.60%	Parts Wholesale - Mech/Body - Toyota	4750	751	154,793	31,968	20.65%	
53	361	6,237	1215	19.48%	ToyotaCare Mech Parts - Toyota	4755	2,444	46,196	9,393	20.33%	
54	-	-	-	-	ToyotaCare Plus Parts (for contracts sold on Service Drive)	4760					
55	-	-	-	-	Memo: Toyota Express Maintenance Parts (TXM)						
56	3,158	327,234	105510	32.24%	TOTAL PARTS - TOYOTA	LINES 46 - 54	21,194	2,386,769	768,339	32.19%	
57	5	1,136	304	26.76%	Accessory RO Customer - Toyota	4765	37	5,885	1,981	33.66%	
58	-	-	-	-	Accessory RO Warranty - Toyota	4775					
59	209	27,577	15653	56.76%	Accessory Internal - Toyota	4785	1,423	195,232	108,498	55.57%	
60	80	19,767	7882	39.87%	Accessory Counter Retail - Toyota	4797	768	209,113	81,691	39.07%	
61	-	-	-	-	Accessory Wholesale - Toyota	4787					
62											
63											
64	294	48,480	23839	49.17%	TOTAL ACCESSORY - TOYOTA	LINES 57 - 63	2,228	410,230	192,170	46.84%	
65	3,452	375,714	129349	34.43%	TOTAL PARTS & ACCESSORY - TOYOTA	LINES 56 & 64	23,422	2,796,999	960,509	34.34%	
66	-	-	-	-	Total Parts & Accessory - Other (Including Tires)	4757					
67			11951		P&A Inv. Adj/Purch. Discounts/LIFO	6760/6799/6798			73,741		
68		67,993	26782	39.39%	Gas, Oil, and Grease/Non-Auto Merch	4770/4780		448,666	179,404	39.99%	
69		443,707	168082	37.88%	TOTAL PARTS & ACCESSORY DEPARTMENT	LINES 65 - 68		3,245,665	1,213,654	37.39%	
70		446,030	346134	77.60%	TOTAL SERVICE & BODY SHOP	LINES 37 & 44		3,298,806	2,544,020	77.12%	
71		889,737	514216	57.79%	TOTAL SERVICE, B/S, PARTS & ACCESSORY	LINES 69 & 70		6,544,471	3,757,674	57.42%	
72		9,286,303	463030	4.99%	TOTAL NEW & USED VEHICLE DEPARTMENTS	PG5 LN78 & PG6 LN16		69,082,329	3,936,711	5.70%	
73		10,176,040	977246	9.60%	TOTAL ALL DEPARTMENTS	LINES 71 & 72		75,626,800	7,694,385	10.17%	
74	USED VEHICLE SUMMARY				TRAC Units Sold To Used Vehicle Dept.	MTD	YTD	TRAC SUMMARY		MTD	YTD
75	Trade In Received On:		UNITS MTD	YTD	TRAC Cars to Certified Program			Utilization Rate %			
76	New Car				TRAC Trucks to Certified Program			Total Fixed Expenses (\$)			
77	New Truck				TRAC Cars to Non-Certified Status			Total Variable Exp (\$)			
78	Used Car				TRAC Trucks to Non-Certified Status			Operation Profit/Loss			
79	Used Truck				TRAC Cars or Trucks Wholesaled						
80	Total Trade-Ins Rcvd				Total TRAC Units to Used Vehicle Department						