



FINANCIAL STATEMENT

Covering the Period From: JAN 2019 Thru: DEC 2019

Dealer # 48061 Dealer Name EAST MADISON TOYOTA City MADISON State WI Month/Year DEC 2019

Franchises in Addition to Toyota

Financial statement table with columns for ASSETS, LIABILITIES, and CURRENT EARNINGS BEFORE TAXES. Includes sub-sections like RECEIVABLES, INVENTORIES, and NET WORKING CAPITAL. Total Assets: 22393040, Total Liabilities & Net Worth: 22393040.

TOTAL INCOME AND EXPENSES

LINE NO.	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		9634291		116465810		5553931	63657723	3055504	39211548
2	TOTAL GROSS PROFIT		970294	1007	13519628	1161	160426	2826584	302800	3982774
3	DEPARTMENTAL EXPENSES									
4	Sales Compensation	7000	175678	1811	2251239	1665	64979	971342	40326	521382
5	Supervision Compensation	7010	56527	583	959963	710	26432	439710	11796	177997
6	Delivery Expenses	7020	1668	17	32418	24	3336	47507	-1668	-15089
7	Fin., Ins. & Svc. Ctr. Commissions	7030	51846	534	718028	531	50413	700948	1433	17080
8	Advertising - Departmental	7040	80070	825	715426	529	37927	335436	38025	336060
9	Interest - Floor Plan	7050	-7022	-72	-186069	-138	-9336	-229944	2314	43875
10										
11										
12										
13	TOTAL SELLING EXPENSES		358767	3698	4491005	3322	173751	2264999	92226	1081305
14	Policy & Claims Adjustments	7100	25794	266	311300	230	642	19147	3251	73305
15	Demos. & Company Vehicles - Depil.	7140	21352	220	184935	137	5476	48239		
16	Inventory Maintenance	7150								
17	Personnel Training	7160	12609	130	96749	72	6195	42571	1872	26067
18	Outside Services - Departmental	7170	5195	54	65746	49	1032	12796	1122	14254
19	Freight	7180	606	6	5994	4				
20	Supplies & Small Tools	7190	33551	346	333580	247	4950	29015	5620	35310
21	Laundry & Uniforms	7200	3563	37	46703	35	-3	2151	-4	2166
22	Dep. - Equip. & Vehicles - Dept.	7210	1255	13	14457	11	443	5102	517	5953
23	Equip. - Maint., Repair & Rental - Dept.	7220	2090	22	25652	19	127	1543	149	2011
24	Miscellaneous Expenses	7230	-11579	-119	-35696	-26	-2779	-8567	-3242	-9995
25	Salaries & Wages	7250	56665	584	675664	500	34377	406813		2670
26	Clerical Salaries	7260								
27	Vacation & Time Off Pay	7270	-4645	-48	58392	43				
28	TOTAL OPERATING EXPENSES		146456	1509	1783476	1319	50460	558810	9285	151741
29	TOTAL SELLING & OPER. EXPS.		505223		6274481		224211	2823809	101511	1233046
30	TOTAL SELL. & OPER. EXPS. % OF GROSS PROFIT			5207		4641	13976%	9990%	3352%	3096%
31	DEPT'L. PROFIT (LOSS)		465071	4793	7245147	5359	-63785	2775	201289	2749728
32	Rent & Equivalent	7400	180809	1863	2174028	1608	34057	411859	17029	206012
33	Salaries & Wages - Admin. & General	7410	3500	36	43750	32	840	10500	980	12250
34	Owners Salaries	7420								
35	Payroll Taxes	7430	37006	381	512773	379	10491	157543	1466	24278
36	Employee Benefits	7440	38897	401	435210	322	6010	80786	5382	70578
37	Pension Fund / Profit Sharing	7450	-378	-4	122657	91	925	37959	-748	11473
38	Advertising - General & Institutional	7460								
39	Stationery & Office Supplies	7470	2778	29	59430	44	726	13793	828	15623
40	Data Processing Services	7480	34956	360	389812	288	9537	104260	11898	132151
41	Outside Services - General & Inst.	7490	22900	236	328295	243	5496	78791	6412	91923
42	Company Vehicles - Administration	7500	4102	42	37433	28	819	5241	634	4938
43	Contributions	7510								
44	Dues & Subscriptions	7520	7158	74	68544	51	2692	27409	3245	29026
45	Telephone	7530	5605	58	66756	49	1305	17085	1500	19534
46	Legal & Auditing	7540	2000	21	24000	18	480	5760	560	6720
47	Postage	7550	1943	20	21138	16	466	5067	544	5937
48	Travel & Entertainment	7560	5117	53	64375	48	1158	14534	1269	13995
49	Heat, Light, Power & Water	7570	20920	216	161213	119	3102	23339	1551	11669
50	Furniture, Signs, Fixtures & Equipment - Depreciation, Maintenance, Repairs & Rental	7580	22129	228	268204	198	2284	26161	2665	30521
51	Insurance - Other Than Bldgs. & Imp.	7590	25000	258	310552	230	5000	62532	2500	32955
52	Taxes - Other Than R.E. Pay. & Inc.	7600	930	10	11714	9	186	2343	93	1171
53	Interest - Other Than Floor Plan & R.E. Mortgage	7610	24452	252	422654	313	24452	422654		
54	TOTAL OVERHEAD EXPENSES		439824	4533	5522538	4085	110026	1507616	57808	720754
55	TOTAL EXPENSES		945047	9740	11797019	9726	334237	4331425	159319	1953800
56	OPERATING PROFIT (LOSS)		25247	260	1722609	1274	-173811	-1504841	143481	2028974
57										
58	NET ADDITIONS OR DEDUCTIONS		143357	1477	1557154	1152				
59	NET PROFIT (LOSS) BEFORE BONUS		168604	1738	3279763	2426				
60	Bonuses - Employees	7700								
61	Bonuses - Owners	7710								
62	NET PROFIT (LOSS) BEFORE TAXES		168604	1738	3279763	2426				
63	Estimated Income Taxes	7800								
64	NET PROFIT (LOSS) AFTER TAXES		168604	1738	3279763	2426				
65										
66										
67										
68										
69										
70	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE						
71	Marketing Covenant Bonus	8080	81772	955437						
72	Cash Discounts / Interest Earned	8010	1000	12000						
73	Bad Debts Recovered	8020								
74	Other Income	8040	144882	1774981						
75	Lease Income	8050								
76	Rental Income - TRAC only	8055	3645	7964						
77	Rental Income - Other	8060								
78	TOTAL ADDITIONS		231299	2750382						
79	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE						
80	Cash Discounts Allowed	8100								
81	Other Deductions	8140	87330	1186839						
82	Lease Expenses	8150								
83	Rental Expense - TRAC only	8155	612	6389						
84	Rental Expense - Other	8160								
85	Amort. - Non-Franchised Assets	8170								
86	TOTAL DEDUCTIONS		87942	1193228						

TOTAL PERSONNEL EXPENSES			
MONTH	YEAR TO DATE	% G.P.	% G.P.
\$ 415096	\$ 5777676	42.78	42.74
LINES 4, 5, 7, 25, 26, 27, 33, 35, 36 & 37			

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					
TOTAL SALES		500773	6665676			524083	6930863					
TOTAL GROSS PROFIT		324542	4363435			182526	2346835					
DEPARTMENTAL EXPENSES												
Sales Compensation	* 7000	51755	548164			18618	210351					
Supervision Compensation	* 7010	12232	269572			6067	72684					
Delivery Expenses	7020											
Finance, Ins., & Svc. Ctr. Commissions	* 7030											
Advertising - Departmental	7040	2340	29318			1778	14612					
Interest - Floor Plan	7050											
TOTAL SELLING EXPENSES												
Policy & Claims Adjustments	7100	21386	210269			515	8579					
Demos, & Company Vehicles - Dept'l.	7140	10400	88454			5476	48242					
Inventory Maintenance	7150											
Personnel Training	7160	3879	26784			663	1327					
Outside Services - Departmental	7170	1327	16476			1714	22220					
Freight	7180					606	5994					
Supplies & Small Tools	7190	22614	261918			367	7337					
Laundry & Uniforms	7200	3572	42325			-2	61					
Depr. - Equip. & Vehicles - Dept'l.	7210					295	3402					
Equip. - Maint., Repair & Rental - Dept'l.	7220	1729	20330			85	1768					
Miscellaneous Expenses	7230	-3705	-11423			-1853	-5711					
Salaries & Wages	* 7250	17793	222609			4495	43572					
Clerical Salaries	* 7260											
Vacation & Time Off Pay	* 7270	-4645	58392									
TOTAL OPERATING EXPENSES												
TOTAL SELLING & OPER. EXPS.		140677	1783188			38824	434438					
TOTAL SELL. & OPER. EXPS. % OF GROSS PROFIT		43.35%	40.87%			21.27%	18.51%					
DEPT'L. PROFIT (LOSS)												
Rent & Equivalent	7400	108896	1304652			20827	251505					
Salaries & Wages - Admin. & General	* 7410	1120	14000			560	7000					
Owners Salaries	7420											
Payroll Taxes	* 7430	21715	291656			3334	39296					
Employee Benefits	* 7440	24368	243111			3137	40735					
Pension Fund / Profit Sharing	* 7450	-335	64483			-220	8742					
Advertising - General & Institutional	7460											
Stationery & Office Supplies	7470	816	22348			408	7666					
Data Processing Services	7480	9011	103526			4510	49875					
Outside Services - Gen. & Inst.	7490	7328	105054			3664	52527					
Company Vehicles - Administration	7500	2067	21213			582	6041					
Contributions	7510											
Dues & Subscriptions	7520	350	846			871	11263					
Telephone	7530	2020	20342			780	9795					
Legal & Auditing	7540	640	7680			320	3840					
Postage	7550	622	6756			311	3378					
Travel & Entertainment	7560	1855	26611			835	9235					
Heat, Light, Power & Water	7570	14194	110766			2073	15439					
Furniture, Signs, Fixtures & Equipment - Depreciation, Maintenance, Repair & Rental	7580	14324	178084			2856	33438					
Insurance - Other Than Bldgs. & Improvements	7590	14500	177377			3000	37688					
Taxes - Other Than R.E., Pay. & Income	7600	539	6794			112	1406					
Interest - Other Than Floor Plan & R.E. Mortgage	7610											
TOTAL OVERHEAD EXPENSES												
TOTAL EXPENSES		364707	4488487			86784	1023307					
OPERATING PROFIT (LOSS)		-40165	-125052			95742	1323528					
ANALYSIS OF OPERATIONS												
		CURRENT MONTH		SAME MONTH PRIOR YEAR		CURRENT YEAR TO DATE		PRIOR YEAR TO DATE				
		UNIT SALES	DOLLARS	UNIT SALES	DOLLARS	UNIT SALES	DOLLARS	UNIT SALES	DOLLARS			
Total Dollar Sales		9634291		8840000		116465810		119394000				
New Vehicle Gross	160	160426	167	146	189000	214	1840	2826584	243	1903	2259000	189
Used Vehicle Gross	133	302800	314	148	161000	182	1874	3982774	342	1930	2670000	224
Service Gross		324542	337		309000	350		4363435	375		4545000	381
Body Shop Gross												
Parts and Access. Gross		182526	189		176000	199		2346835	202		2568000	215
Total Gross		970294	1007		835000	945		13519628	1161		12042000	1009
Total Expenses		945047	981		1025000	1160		11797019	1013		12524000	1049
Oper. Profit (Loss)		25247	26		-190000	-215		1722609	148		-482000	-40
Net Additions or Deductions		143357	149		256000	290		1557154	134		3393000	284
Total Bonuses												
Total Profit (Loss) Before Taxes		168604	175		66000	75		3279763	282		2911000	244
PERSONNEL SUMMARY (Whole numbers only)												
		NEW	USED	COMB.	TRAC	F & I	SERV.	BODY SHOP	PARTS & ACCESS.	ADMIN.	TOTAL	
Dealer(s)										1	1	
Managers / Foremen		2	2	2		5	4			1	16	
Salespersons / Asst. Service Mgrs.				24			8			5	37	
Service / Body Shop Technicians							39				39	
Clerical												
Other		11	1				7			1	4	
TOTAL PERSONNEL		13	3	26		5	58			7	117	

CURRENT MONTH				VEHICLE DEPARTMENT ANALYSIS				YEAR TO DATE			
UNITS	SALES	GROSS PROFIT	PER UNIT	NEW AND USED VEHICLES	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT		
1	18351	-450	-450	New Car - Toyota - Yaris	Retail 4000	3	54704	-892	-297		
				New Car - Toyota - Yaris IA	Retail 4140						
9	186264	-6394	-710	New Car - Toyota - Corolla	Retail 4020	101	2131856	-4640	-46		
				New Car - Toyota - Corolla IM	Retail 4015	6	130454	856	143		
7	193980	-3212	-459	New Car - Toyota - Camry	Retail 4050	148	4148537	-29813	-201		
	-546	-546		New Car - Toyota - Avalon	Retail 4060	12	480652	5030	419		
9	238795	-3543	-394	New Car - Toyota - Prius	Retail 4095	85	2352028	-5214	-61		
				New Car - Toyota - Prius v	Retail 4006						
				New Car - Toyota - Prius c	Retail 4005	1	21529	-959	-959		
				New Car - Toyota - Prius Prime	Retail 4105	19	610917	9604	505		
				New Car - Toyota - Mirai	Retail 4045						
				New Car - Toyota - 86	Retail 4115	1	23289	-1879	-1879		
				New Car - Toyota - TBD	Retail 4025	2	113490	10309	5155		
26	636844	-14145	-544	TOTAL NEW CAR TOYOTA RETAIL - BEFORE INCENTIVES	UNITS TO DATE	378	10067456	-17598	-47		
				New Car - Toyota - Yaris	Lease 4002	3	52524	-2151	-717		
				New Car - Toyota - Yaris IA	Lease 4142	1	16060	-1535	-1535		
6	117852	-10038	-1673	New Car - Toyota - Corolla	Lease 4022	55	1129202	-33498	-609		
				New Car - Toyota - Corolla IM	Lease 4017	13	270397	-6481	-499		
3	79975	-5682	-1894	New Car - Toyota - Camry	Lease 4052	63	1633542	-38511	-611		
1	35134	-1205	-1205	New Car - Toyota - Avalon	Lease 4062	2	74567	-1120	-560		
				New Car - Toyota - Prius	Lease 4097	2	55238	292	146		
				New Car - Toyota - Prius v	Lease 4096						
				New Car - Toyota - Prius c	Lease 4007						
				New Car - Toyota - Prius Prime	Lease 4107						
				New Car - Toyota - Mirai	Lease 4047						
				New Car - Toyota - 86	Lease 4117						
				New Car - Toyota - TBD	Lease 4027						
10	232961	-16925	-1693	TOTAL NEW CAR TOYOTA LEASE - BEFORE INCENTIVES	UNITS TO DATE	139	3231530	-83004	-597		
		-5368	-149	New Car Incentives - Toyota (Including DAP)	6099			58505	118		
36	869805	-36438	-1012	TOTAL NEW CAR TOYOTA - R/L - AFTER INCENTIVES	UNITS TO DATE	517	13298986	-42097	--81		
5	186456	-4983	-997	New Truck - Toyota - Sienna	Retail 4010	71	2716536	12637	178		
1	24000	-934	-934	New Truck - Toyota - C-HR	Retail 4125	14	342982	4792	342		
37	1189248	6055	164	New Truck - Toyota - RAV4	Retail 4065	423	13626820	213745	505		
5	211236	-622	-124	New Truck - Toyota - 4Runner	Retail 4070	63	2635692	52442	832		
32	1271904	-10791	-337	New Truck - Toyota - Highlander	Retail 4075	269	10817791	2412	9		
				New Truck - Toyota - Sequoia	Retail 4080	3	169607	2406	802		
				New Truck - Toyota - Land Cruiser	Retail 4090	3	231401	386	129		
				New Truck - Toyota - Tacoma - 2WD	Retail 4100	2	47436	-1484	-742		
9	326819	-3994	-444	New Truck - Toyota - Tacoma - 4WD	Retail 4110	110	4053161	50188	456		
				New Truck - Toyota - Tundra - 2WD	Retail 4120						
3	124207	-6339	-2113	New Truck - Toyota - Tundra - 4WD	Retail 4130	49	2282276	6872	140		
				New Truck - Toyota - TBD	Retail 4030						
92	3333870	-21608	-235	TOTAL NEW TRUCK TOYOTA RETAIL - BEFORE INCENTIVES	UNITS TO DATE	1007	36923702	344396	342		
				New Truck - Toyota - Sienna	Lease 4012	7	251725	-6677	-954		
				New Truck - Toyota - C-HR	Lease 4127	2	45964	-1648	-824		
22	695563	-1743	-79	New Truck - Toyota - RAV4	Lease 4067	208	6243066	-40078	-193		
1	42892	1287	1287	New Truck - Toyota - 4Runner	Lease 4072	11	449162	2784	253		
3	119542	-6403	-2134	New Truck - Toyota - Highlander	Lease 4077	41	1603860	-27051	-660		
				New Truck - Toyota - Sequoia	Lease 4082						
				New Truck - Toyota - Land Cruiser	Lease 4092						
				New Truck - Toyota - Tacoma - 2WD	Lease 4102						
3	105860	-787	-262	New Truck - Toyota - Tacoma - 4WD	Lease 4112	36	1299315	3410	95		
				New Truck - Toyota - Tundra - 2WD	Lease 4122						
3	136432	-266	-89	New Truck - Toyota - Tundra - 4WD	Lease 4132	11	488448	3147	286		
				New Truck - Toyota - TBD	Lease 4032						
32	1100289	-7912	-247	TOTAL NEW TRUCK TOYOTA LEASE - BEFORE INCENTIVES	UNITS TO DATE	316	10381540	-66113	-209		
		25560	206	New Truck Incentives - Toyota (Including DAP)	6199			248648	188		
124	4434159	-3960	-32	TOTAL NEW TRUCK TOYOTA - R/L - AFTER INCENTIVES	UNITS TO DATE	1323	47305242	526931	398		
160	5303964	-40398	-252	TOTAL NEW TOYOTA RETAIL & LEASE - UNITS TO DATE	UNITS TO DATE	1840	60604228	484834	263		
				New Vehicles - Other - R/L - Before Incentives	4211						
				New Vehicles - Other - Retail / Lease Incentives	6195						
				New - Other - R/L - F&I Products and Aftermarket	4655						
160	5303964	-40398	-252	TOTAL NEW VEHICLE DEPARTMENT R/L - UNITS TO DATE	UNITS TO DATE	1840	60604228	484834	263		
				New Car - Toyota	Fleet 4200						
				New Truck - Toyota	Fleet 4210						
				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						ACCT. NO.					
UNITS	SALES	G.P.	UNITS	SALES	G.P.	UNITS	SALES	G.P.	UNITS	SALES	G.P.
43	102696	49946	752	1299709	625656						
43	102696	41666	752	1299709	528791						
			1	125	125						
			1	125	125						
135		84268	1428		961052						
135		77656	1428		891720						
29	24250	13230	447	376034	208959						
29	24250	9092	447	376034	159821						
7	3695	1630	49	27873	13383						
7	3695	1630	49	27873	13383						
			21	3934	1351						
			21	3934	1351						
	130641	130044		1707675	1595191						
	119326	70780		1345820	746559						
ALL NON-CERTIFIED USED VEHICLES F & I						TOYOTA CERTIFIED USED VEHICLES F & I					
61	125311	60750	787	1626345	826816						
61	125311	53176	787	1626345	706328						
92		49319	1294		690470						
92		46810	1294		642073						
29	25862	14842	529	458871	261498						
29	25862	5583	529	458871	172181						
	151173	105569		2085216	1520582						
	30613	15609		423344	218126						
CURRENT MONTH				DEPARTMENT SALES AND GROSS PROFITS				YEAR - TO - DATE			
UNITS	SALES	GROSS PROFIT	PER UNIT	NEW VEHICLE DEPARTMENT	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT		
1	18351	-450	-450	New Car - Toyota - R/L - Yaris	9000-0001	6	107228	-3043	-507		
15	304116	-16432	-1095	New Car - Toyota - R/L - Yaris iA	9100-0100	1	16060	-1535	-1535		
10	273955	-8894	-889	New Car - Toyota - R/L - Corolla	9200-0001	156	3261058	-38138	-244		
1	34588	-1751	-1751	New Car - Toyota - R/L - Corolla iM	9300-0001	19	400851	-5625	-296		
9	238795	-3543	-394	New Car - Toyota - R/L - Camry	9400-0001	211	5782079	-68324	-324		
				New Car - Toyota - R/L - Avalon	9500-0001	14	555219	3910	279		
				New Car - Toyota - R/L - Prius	9600-0001	87	2407266	-4922	-57		
				New Car - Toyota - R/L - Prius v	9700-0001						
				New Car - Toyota - R/L - Prius c	9800-0001	1	21529	-959	-959		
				New Car - Toyota - R/L - Prius Prime	9900-0001	19	610917	9604	505		
				New Car - Toyota - R/L - Mirai	9900-0001						
				New Car - Toyota - R/L - R6	9900-0001	1	23289	-1879	-1879		
				New Car - Toyota - R/L - TBD	9900-0001	2	113490	10309	5155		
		-5368	-149	Total New Car Incentives - Toyota (inc. DAP)	9900-0001			58505	113		
36	869805	-36438	-1012	NEW CAR - TOYOTA - R/L TOTAL		517	13298986	-42097	-81		
5	186456	-4983	-997	New Truck - Toyota - R/L - Sienna	9000-0001	78	2968261	5960	76		
1	24000	-934	-934	New Truck - Toyota - R/L - C-HR	9100-0001	16	388946	3144	197		
59	1884811	4312	73	New Truck - Toyota - R/L - RAV4	9200-0001	631	19869886	173667	275		
6	254128	665	111	New Truck - Toyota - R/L - 4Runner	9300-0001	74	3084854	55226	746		
35	1391446	-17194	-491	New Truck - Toyota - R/L - Highlander	9400-0001	310	12421651	-24639	-79		
				New Truck - Toyota - R/L - Sequoia	9500-0001	3	169607	2406	802		
				New Truck - Toyota - R/L - Land Cruiser	9600-0001	3	231401	386	129		
				New Truck - Toyota - R/L - Tacoma - 2WD	9700-0001	2	47436	-1484	-742		
12	432679	-4781	-398	New Truck - Toyota - R/L - Tacoma - 4WD	9800-0001	146	5352476	53598	367		
				New Truck - Toyota - R/L - Tundra - 2WD	9900-0001						
6	260639	-6605	-1101	New Truck - Toyota - R/L - Tundra - 4WD	9900-0001	60	2770724	10019	167		
				New Truck - Toyota - R/L - TBD	9900-0001						
		25560	206	Total New Truck - Toyota - Incentives (inc. DAP)	9900-0001			248648	188		
124	4434159	-3960	-32	NEW TRUCK - TOYOTA - R/L TOTAL		1323	47305242	526931	398		
	249967	200824	1255	New Toyota - F&I Products & Aftermarket			3053495	2341750	1273		
				New Toyota - Car / Truck LIFO Adj.							
160	5553931	160426	1003	TOTAL NEW TOYOTA - R/L		1840	63657723	2826584	1536		
				TOTAL OTHER - RETAIL & LEASE							
				TOTAL FLEET - TOYOTA / OTHER							
				New - Other - LIFO Adjustment							
				Less Repo. Losses - New Toyota and Other							
160	5553931	160426	1003	TOTAL NEW VEHICLE DEPARTMENT		1840	63657723	2826584	1536		

CURRENT MONTH				DEPARTMENTAL SALES AND GROSS PROFITS				YEAR TO DATE					
UNITS	SALES	GROSS PROFIT	PER UNIT	USED VEHICLE DEPARTMENT	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT				
76	1730922	22539	297	Toyota Certified Used Vehicle After Recon. - R/L	4330	935	20417752	208374	223				
				TRAC Certified Used Vehicle After Recon. - R/L	4332								
		96318	1267	Total Cert.Toy/TRAC U/Veh. Recon. - R/L	4330-4332			1343340	1437				
33	492368	100019	3031	Toyota U/Veh. After Recon. - Non-Cert. - R/L	4330	539	8205796	1380674	2562				
				TRAC U/Veh. - Non-Cert. - After Recon. - R/L	4343								
		43513	1319	Total Non-Cert. Toyota/TRAC U/Veh. Recon. - R/L	4330-4343			764615	1419				
109	2223290	122558	1124	Total Toyota/TRAC U/Veh. After Recon. - R/L	4330-4343	1474	28623548	1589048	1078				
24	386753	24415	1017	Used Vehicles - Other After Recon. - R/L	4312	400	5643857	514786	1287				
		34427	1434	Used Vehicles - Other - Recon. - R/L	4312			571876	1430				
133	2610043	146973	1105	TOTAL USED VEHICLE AFTER RECON. R/L	4312-4343	1874	34267405	2103834	1123				
	181786	121178	911	Total Used Vehicle F&I Products and Aftermarket	4310-4311		2508560	1738708	928				
				Used Vehicle LIFO Adjustment	6398								
133	2791829	268151	2016	TOTAL USED VEH. - W/F&I PRODUCTS & AFMTKT. - R/L	4310-4311	1874	36775965	3842542	2050				
66	263675	34649	525	Used Vehicles - Wholesale (do not incl. units on line 16)	4340	719	2435583	140232	195				
				Less Inv. Adj. & Repo Losses - Used Vehicles	4340								
133	3055504	302800	2277	TOTAL USED VEHICLE DEPARTMENT	4310-4343	1874	39211548	3982774	2125				
RO'S	SALES	GROSS PROFIT	G.P. % SALES	SERVICE, BODY SHOP	RATE	ACCT. NO.	RO'S	SALES	GROSS PROFIT	G.P. % SALES			
2496	176185	90540	51.39	Cust. Mech. Labor - Toyota	9893	4400	32271	2439020	1355330	55.57			
351	77956	61667	79.10	Warranty Mech. Labor - Toyota	11400	4420	4913	1090640	843033	77.30			
709	148063	121302	81.93	Internal Mech. Labor - Toyota	10229	4430	8891	1804624	1490007	82.57			
150	20392	17667	86.64	Pre-Del. Svc. Labor - Toyota	10185	4440	1820	235750	200577	85.08			
6	350	293	83.71	ToyotaCare Mech. Labor - Toyota	11400	4455	476	23637	20321	85.97			
				ToyotaCare Plus Mech. Labor - (Service Drive)	11400	4465							
				Memo: Toyota Express Maintenance Labor (TXM)	9290								
3712	422946	291469	68.91	TOTAL MECH. LABOR - TOYOTA	4400-4465	48371	5593671	3909268	69.89				
7	783	631	80.59	Cust. Mech. Access. Labor - Toyota	9893	4475	85	9868	7972	80.79			
				Warr. Mech. Access. Labor - Toyota	11400	4485	7	412	313	75.97			
2	200	150	75.00	Internal Mech. Access. Labor - Toyota	10229	4489	49	5897	4617	78.29			
9	983	781	79.45	TOTAL ACCESS. LABOR - TOYOTA	4475-4489	141	16177	12902	79.46				
3721	423929	292250	68.94	TOTAL MECH. & ACCESS. LABOR - TOYOTA	4400-4489	48512	5609848	3922170	69.92				
73	21361	17446	81.67	Total Mechanic Labor - Other	9290	4458	1167	292264	239435	81.92			
		-5147	-1.21	Unapplied Labor	6450	6450			-6925	-1.23			
	55483	9699	17.48	Sublet Repairs - Mechanical	4460			763564	132573	17.36			
				ToyotaCare Plus Service Drive Contracts	4488								
3794	500773	324542	64.81	TOTAL SERVICE DEPARTMENT	4458-4488	49679	6665676	4363435	65.46				
				Cust. Body Shop Labor	4500								
				Warranty Body Shop Labor	4520								
				Internal Body Shop Labor	4530								
				Labor - Unapplied Time - Body Shop	6550								
				Sublet Repairs - Body Shop	4560								
				Paint & Body Shop Materials	4570								
				TOTAL BODY SHOP DEPARTMENT	4500-4570								
RO'S	SALES	GROSS PROFIT	G.P. % SALES	P & A DEPARTMENT	ACCT. NO.	RO'S	SALES	GROSS PROFIT	G.P. % SALES				
2218	153924	59967	38.96	Parts RO Cust. Mech. - Toyota	4710	28878	1968210	763732	38.80				
				Parts RO Cust. B/S - Toyota	4710								
283	64175	25313	39.44	Parts RO Warranty - Toyota	4720	3323	1077205	400029	37.14				
50	22613	47	0.21	Parts RO Tires - Toyota	4725	725	323233	29851	9.24				
316	74541	26073	34.98	Parts RO Internal - Toyota	4730	4058	972497	333439	34.29				
152	14674	2336	15.92	Parts Counter Retail - Toyota	4740	1738	180673	30124	16.67				
606	104323	24408	23.40	Parts Wholesale - Mech / Body - Toyota	4750	7959	1285846	286214	22.26				
4	119	24	20.17	ToyotaCare Mech. Parts - Toyota	4755	213	6682	13520	2.23				
				ToyotaCare Plus Parts (Service Drive)	4760								
				Memo: Toyota Express Maintenance Parts (TXM)									
3629	434369	138168	31.81	TOTAL PARTS - TOYOTA	4710-4760	46894	5814346	1844741	31.73				
5	3326	1311	39.42	Accessory RO Customer - Toyota	4765	77	24636	8826	35.83				
				Accessory RO Warranty - Toyota	4775	5	1162	465	40.02				
88	9212	2638	28.64	Accessory Internal - Toyota	4785	973	112635	36988	32.84				
8	1925	532	27.64	Accessory Counter Retail - Toyota	4797	257	19277	4652	24.13				
50	7265	937	12.90	Accessory Wholesale - Toyota	4787	307	44116	8765	19.87				
151	21728	5418	24.94	TOTAL ACCESSORY - TOYOTA	4765-4797	1619	201826	59696	29.58				
3780	456097	143586	31.48	TOTAL PARTS & ACCESS. - TOYOTA	4710-4797	48513	6016172	1904437	31.66				
2	891	226	25.36	Total Parts & Accessory - Other (Including Tires)	4757	35	9204	2528	27.47				
		11932		P & A Inv. Adj. / Purchase Discounts / LIFO	6700			115665					
	67095	26782	39.92	Gas, Oil, and Grease / Non-Auto Merch	4795		905487	324205	35.80				
	524083	182526	34.83	TOTAL P & A DEPARTMENT	4757-4795		6930863	2346835	33.86				
	500773	324542	64.81	TOTAL SERVICE & BODY SHOP	4458-4570		6665676	4363435	65.46				
	1024856	507068	49.48	TOTAL SERVICE, B/S, PARTS & ACCESS.	4458-4797		13596539	6710270	49.35				
	8609435	463226	5.38	TOTAL NEW & USED VEHICLE DEPARTMENTS	4310-4797		102869271	6809358	6.62				
	9634291	970294	10.07	TOTAL ALL DEPARTMENTS	4310-4797		116465810	13519628	11.61				
USED VEHICLE SUMMARY				TRAC Units Sold to Used Vehicle Dept.				TRAC SUMMARY					
Trade In Received On:		MTD	YTD	TRAC Cars to Certified Program		MTD	YTD	Utilization Rate (%)		MTD	YTD		
New Car				TRAC Trucks to Certified Program				Total Fixed Expenses (\$)					
New Truck				TRAC Cars to Non-Certified Status				Total Variable Expenses (\$)					
Used Car				TRAC Trucks to Non-Certified Status				Operating Profit/Loss (\$)					
Used Truck				TRAC Cars or Trucks Wholesaled									
Total Trade-ins Received				Total TRAC Units to Used Vehicle Dept.									

FINSTMT*TOYOTA*ER
01/09/2020

19 19

EAST MADISON TOYOTA
DEC 2019
12/31/2019

19TOYOTA FINANCIAL STATEMENT EXCEPTION REPORT

CURRENT EARNINGS FOR DECEMBER \$168,604.28

* PLEASE ENTER THE ABOVE AMOUNT INTO YOUR
DECEMBER CURRENT EARNINGS MEMO ACCOUNT.

ADJUSTMENT TO CURRENT EARNINGS FOR NOVEMBER \$-3.16

* PLEASE ENTER THE ABOVE AMOUNT INTO YOUR
NOVEMBER CURRENT EARNINGS MEMO ACCOUNT.

NOTE: IN ROUNDING THIS STATEMENT TO WHOLE DOLLARS, THE
FOLLOWING ENTRIES WERE MADE TO OFFSET THE DIFFERENCE
BETWEEN ACTUAL AND ROUNDED FIGURES. THESE ENTRIES
WERE MADE ON THE FINANCIAL STATEMENT ONLY. THEY
DID NOT, AND SHOULD NOT, AFFECT THE GENERAL LEDGER.

NET EFFECT OF ROUNDING ON THE BALANCE SHEET

\$-0.56

* THIS AMOUNT WAS ADDED INTO PAGE 1 PREVIOUS MONTH PROFIT(LOSS),
OR INTO CURRENT MONTH PROFIT(LOSS) IF FISCAL MONTH EQUALS ONE.

NET EFFECT OF ROUNDING ON THE STATEMENT OF INCOME AND EXPENSE

\$-2.28 MTD \$5.44 YTD

* THIS AMOUNT WAS ADDED INTO THE CURRENT MONTH COLUMN
ON LINE 72 AND TO THE YEAR-TO-DATE COLUMN OF THAT SAME
LINE IN THE DEDUCTIONS FROM INCOME SECTION ON PAGE 2.
THE NET ADDITIONS OR DEDUCTIONS ARE CARRIED FROM PAGE 2
TO LINE 59 ON PAGE 2.