

2020 FINANCIAL STATEMENT DEALER NO. **NY 135** COVERING THE PERIOD FROM: **01/01/20** THRU: **02/29/20**

ASSETS		ACCT. NO.	AMOUNT	LINE NO.	LIABILITIES		ACCT. NO.	AMOUNT	
CURRENT ASSETS			OMIT CENTS		CURRENT LIABILITIES			OMIT CENTS	
Petty Cash		200		1	Accounts Payable - Trade Creditors		300	- 102909	
Cash In Bank		202	944892	2	Service, P&A, Body Shop Credit Balances		220		
Cash on Hand		203	1145	3	License & Registration Fees		301	726	
Contracts in Transit		205	474273	4	Customer Deposits (NUMBER)		222		
Securities, Money Market & CD's		260		5	Vehicle Protection & Warranties Payable		303	- 1487	
TOTAL CASH AND CONTRACTS (LINES 1 TO 5)			1420310	6	Vehicle Lien Payable		309	61076	
RECEIVABLES PAST DUE				7	NOTES PAYABLE				
Customer Notes ()		210		8	New Vehicles and Demonstrators		310	6351647	
Customer Accts, Service, P&A, B/S (2013)		220	201308	9	Used Vehicles - Hyundai		311		
Accounts Receivable / Retail Vehicles		222	167765	10	Used Vehicles - Other		312		
Lease & Rental Accounts		223	7402	11	Lease and Rental Units		313A		
Wholesale & Dealer Trades		224		12	Other		314		
Service Contract Receivables		225	- 3312	13	Current Portion-Long Term Debt		315		
Transportation Claims		229A		14	TOTAL ACCOUNTS AND NOTES PAYABLE (LINES 1 TO 13)			6309053	
Trade Receivables Affiliates		261		15	ACCRUED LIABILITIES				
Finance & Insurance Receivables		264	28638	16	Interest		320		
Allowance for Doubtful Accounts		340	()	17	Payroll		321	22012	
NET CUSTOMER RECEIVABLES (LINES 8 TO 17)			401801	18	Insurance		322		
FACTORY RECEIVABLES PAST DUE				19	Taxes-Payroll		323		
Warranty Claims/P.D.I. Hyundai (55219)		226A	57662	20	Taxes-Sales		324	42612	
Warranty Claims/P.D.I. Other ()		226B		21	Taxes-Other than P/R, Sales & Income Tax		325		
Other Factory Rec/Incent - Hyundai ()		227A	52434	22	Income Taxes-Previous Year		326		
Other Factory Rec/Incent - Other ()		227B		23	Income Taxes-Current Year		327		
Holdback - Hyundai ()		228A	30797	24	Bonuses-Employees		328		
Holdback - Other ()		228B		25	Bonuses-Owners		329		
Floor Plan Assistance - Hyundai ()		229	23667	26	Pension Fund & Profit Sharing		330		
Floor Plan Assistance - Other Fran. ()		229B		27	Other		331	80563	
Wholesale Assistance - Hyundai ()		233	7200	28	Reserve for Repos., F & I, Service Contract Losses		332		
TOTAL FACTORY RECEIVABLES (LINES 20 TO 28)			171760	29	TOTAL ACCRUED LIABILITIES (LINES 16 TO 28)			145187	
Due from Finance Companies		262		30	TOTAL CURRENT LIABILITIES (LINES 14 & 29)			6454240	
Accounts Payable Debit Balances		300		31	Lease and Rental Units		313B		
TOTAL RECEIVABLES (LINES 18 + 29 TO 31)			573561	32	Deferred Income Taxes		333		
INVENTORIES				33	Long Term Debt		334		
Demonstrators - Hyundai ()		230A		34	Mortgages Payable		335		
Demonstrators - Other ()		230B		35	Notes Payable-Officers & Owners		336		
New Vehicles - Hyundai (222)		231A	5861398	36	TOTAL LONG TERM LIABILITIES (LINES 31 TO 35)				
New Vehicles - Other ()		231B		37	TOTAL LIABILITIES (LINES 30 + 36)			6454240	
L.I.F.O. Reserve - New Vehicle		234	()	38	NET WORKING CAPITAL				
TOTAL NEW VEHICLES (LINES 34 TO 38 INCL.) (222)			5861398	39	ACTUAL:	GUIDE:	ACTUAL % GUIDE		
Used Vehicles - Hyundai (43)		239	611756	40	\$ 3,135,115	\$ 1,539,000	2%		
Used Vehicles - Other (57)		240	519661	41	Net Working Capital = [(Assets Line 62) - (Liabilities Line 30)] + (Assets Line 38, 43, 47)				
Memo Used OVER 30 DAYS (50 UNITS) (\$ 587213)				42	EFFECTIVE NET WORTH				
L.I.F.O. Reserve - Used Vehicles		235	()	43	ACTUAL:	GUIDE:	ACTUAL % GUIDE		
Lease & Rental Units		287A	544728	44	\$ 3,135,115	\$ 769,500	4%		
Parts & Accessories - Hyundai		242A	47043	45	Effective Net Worth = [(Net Worth Line 80) + (50% Assets Lines 38, 43, 47)] - (Assets Lines 75 TO 80)				
Parts & Accessories - Other		242B		46	NET WORTH CORPORATION ONLY				
L.I.F.O. Reserve - P & A		251	()	47	CAPITAL STOCK	360	3500000		
Gas, Oil, Grease		244	1808	48	RETAINED EARNINGS	370	- 283146		
Tires		244A		49	DIVIDENDS	375	()		
Paint and Body Shop Materials		245		50	ADDITIONAL PAID IN CAPITAL	376	()		
Sublet Repairs		246	- 3953	51	TREASURY STOCK	377	()		
Work in Process - Labor		247		52	OTHER DISBURSEMENTS	378	()		
Other Inventory		248		53	PROPRIETOR OR PARTNER				
Parts Inventory Adjustment		249		54	INVESTMENTS	380			
Miscellaneous Inventories		243		55					
TOTAL INVENTORIES (LINES 39 TO 55)			7582441	56					
Prepaid Expenses Advertising		269		57					
Taxes		270		58	DRAWINGS	390	()		
Insurance		271		59					
Rent		272		60	NET INVESTMENTS (LINES 49 + 50 - 51 + 52 - 53 + 55 - 58)			3216854	
Interest / Other	273	274	13043	61					
TOTAL CURRENT ASSETS (LINES 6 + 32 + 56 + 57 TO 61)			9589355	62	SALES AND PROFIT SUMMARY				
FIXED ASSETS-AUTO BUSINESS ONLY				63	NEW UNITS		USED UNITS		PROFIT OR LOSS
	ACCT. NO.	COST	ACCUMULATED DEPRECIATION	64	HYUNDAI	OTHER	RETAIL	WHOLESALE	
LAND	280			65	JAN	33	49	13	- 83439
BLDGS. & IMPRV.	281			66	FEB	42	34	23	1701
MACH. & SHOP EQ.	282			67	MAR				
PARTS & ACCESS. EQ.	283			68	APR				
FURN. & FIXTURES	284			69	MAY				
COMPANY VEHICLES	285			70	JUN				
LEASE-HOLDS	286			71	JUL				
LEASE & RENTAL UNITS	287			72	AUG				
TOTAL NET FIXED ASSETS (LINES 65 TO 72)				73	SEP				
OTHER ASSETS				74	OCT				
Deposits on Contracts		290		75	NOV				
Life Insurance-Cash Value		291		76	DEC				
Notes and Accounts Receivable-Officers & Owners		293		77	TOT	75	83	36	- 81738
Advances to Employees, Affiliates and Other		294		78	EST. BONUSES (Page 2, Lines 73 + 74 (YTD)) ()				
Other Notes and Accounts Receivable		295	1	79	EST. INCOME TAX (Page 2, Line 76 (YTD)) ()				
Intangibles, Other Investments & Miscellaneous Assets		296		80	NET PROFIT OR LOSS AFTER TAXES (Page 2, line 71 (YTD))				- 81738
TOTAL ASSETS (LINES 62 + 73 + 75 TO 80)			9589356	81	TOTAL NET WORTH (LINES 60 + 79)				3135116
					TOTAL LIABILITIES & NET WORTH (LINES 37 + 80)				9589356

2020 FINANCIAL STATEMENT

PAGE 2		OMIT CENTS		TOTAL INCOME AND EXPENSE				OMIT CENTS		LINE NO.
LINE NO.	NAME OF ACCOUNT	ACCT. NO.	MONTH		YEAR TO DATE		A-NEW VEHICLE DEPARTMENT		LINE NO.	
							MONTH	YEAR TO DATE		
1	NET SALES (From Page 4, Page 5)		2056495		4020619		1153727		2071175	1
2	GROSS PROFIT (From Page 4, Page 5)		305733		587054		140896		225801	2
3	GROSS PROFIT PERCENT OF SALES (DIVIDE LINE 2 BY LINE 1)		14.87 %		14.60 %		12.21 %		10.90 %	3
4	VARIABLE SELLING EXPENSES			EXP % G.P.		EXP % G.P.				4
5	Salespeople: Compensation and Incentive	11	38854	127	94692	161	17387		41056	5
6	F & I Managers: Compensation and Incentive	12	6662	22	6662	11	3664		3664	6
7	Delivery Expense	13	3352	11	6594	11	3273		6510	7
8	Policy Work-Vehicles	14	5656	18	8461	14	478		1171	8
9	Interest-Floor Planning	15	15803	52	30624	52	6103		10024	9
10	Demonstrator Expense	16	2957	10	6003	10	2957		6003	10
11	Used Vehicle Maintenance Expense	17								11
12	TOTAL VARIABLE SELLING EXPENSE (LINES 5 TO 11)		73284	240	153036	261	33862		68428	12
13	FIXED OVERHEAD EXPENSES									13
14	Salaries-Owners/General Managers	20	11567	38	21254	36	3685		6717	14
15	Salaries-Supervision	21	20227	66	37842	64	79		- 236	15
16	Salaries-Clerical	22	4016	13	7782	13	1762		3376	16
17	Other Salaries and Wages	23	21505	70	44257	75	1754		2143	17
18	Leave - Vacation, Sick & Holiday Compensation	24			2832	5				18
19	Employee Benefits	25	11094	36	21486	37	3055		5192	19
20	Worker's Compensation	28	685	2	5785	10	226		1909	20
21	Pension & Profit Sharing	26								21
22	Taxes Payroll	27	11807	39	27053	46	3684		8194	22
23	TOTAL SALARIES AND WAGES (LINES 14 TO 22)		80901	265	168291	287	14245		27295	23
24	Advertising Expense Hyundai – Print, TV, Other	46	17909	59	98358	168	8153		52329	24
25	Advertising Expense – Hyundai Internet Only	47	20870	68	41844	71	10492		21168	25
26	Less Advertising Support From Hyundai (Co-op)	48	(13097)	43	(22684)	39	(13097)		(22684)	26
27	Advertising - Other Franchise(s)	49								27
28	Training	50	346	1	799	1	232		459	28
29	Company Vehicle Expense	51	9340	31	19492	33	433		866	29
30	Stationery, Office Supplies & Postage	60	8106	27	15285	26	941		1760	30
31	Small Tools & Other Supplies	61	- 249	- 1	681	1	153		673	31
32	Contributions	66	910	3	910	2	300		300	32
33	Policy Work-Service, Parts & Body Shop Depts.	67	9148	30	12170	21				33
34	Outside Services	68	19301	63	36908	63	8006		15012	34
35	Laundry & Uniforms	69	789	3	1312	2	26		59	35
36	Travel & Entertainment	70			95				31	36
37	Membership, Dues & Publications	71								37
38	Legal, Accounting & Auditing Expense	72	8100	26	16200	28	3078		6156	38
39	Freight, Express & Cartage-Parts Dept.	73	- 435	- 1	- 452	- 1				39
40	Telephone	74	800	3	1600	3	264		528	40
41	Data Processing	77	23602	77	37881	65	5253		9409	41
42	Adjustments for Doubtful Accounts	852	14840	49	17677	30				42
43	Bad Debts Recovered	802	(4817)	16	(4817)	8				43
44	Miscellaneous	78	104		343	1	7		78	44
45	TOTAL SEMI-FIXED EXPENSE (LINES 24 TO 44)		115567	378	273602	466	24241		86144	45
46	Rent	80	7200	24	14400	25	2376		4752	46
47	Amortization-Leaseholds	81								47
48	Repairs-Real Estate	82	2426	8	4302	7	814		1433	48
49	Depreciation-Buildings & Improvements	83								49
50	Taxes-Real Estate	84	1639	5	3277	6	541		1081	50
51	Insurance-Buildings & Improvements	85								51
52	Interest-Real Estate Mortgage	86								52
53	SUB TOTAL - OCCUPANCY EXPENSES (LINES 46 TO 52)		11265	37	21979	37	3731		7266	53
54	Heat, Light, Power & Water	87	4400	14	8800	15	1452		2904	54
55	Insurance-Other than Bldgs. & Improvs.	88	5100	17	10051	17	1683		3317	55
56	Taxes-Other than Real Estate, Income & Payroll	89	296	1	615	1	98		203	56
57	Repairs-Equipment	90	418	1	517	1	140		172	57
58	Depreciation-Other than Bldgs. & Improvs.	91	12557	41	26146	45	3790		7891	58
59	Equipment Rental	92	7153	23	14111	24	3469		6869	59
60	TOTAL FIXED EXPENSE (LINES 53 TO 59)		41189	135	82219	140	14363		28622	60
61	TOTAL FIXED OVERHEAD EXPENSE (LINES 23 + 60)		237657	777	524112	893	52849		142061	61
62	TOTAL EXPENSES (LINES 12 + 61)		310941	1017	677148	1153	86711		210489	62
63	DEPARTMENTAL PROFIT OR (LOSS) (LINE 2 MINUS LINE 62)						54185		15312	63
64	OPERATING PROFIT OR (LOSS) (LINE 2 MINUS LINE 62)									64
65	Facilities Bonus – Hyundai	652B								65
66	Advertising Compliance Bonus – Hyundai	652C								66
67	STAR Rewards Bonus – Hyundai	652D								67
68	Holdback – Hyundai	652E								68
69	Flooring Assistance – Hyundai	652F								69
70	Operating Profit (Loss) After VPB (LINES 64 TO 69)						54185		15312	70
71	Net Additions & Deductions (PAGE 6, LINES 16 & 31)		6906		8354					71
72	NET PROFIT OR (LOSS) BEFORE BONUSES & INCOME TAXES (LINES 70 + 71)		1698		- 81740					72
73	Bonuses-Employees	97								73
74	Bonuses-Owners	98								74
75	NET PROFIT OR (LOSS) AFTER BONUSES & BEFORE INCOME TAXES (LINES 72 + 73 + 74)		1698		- 81740					75
76	Income Taxes	99								76
77	NET PROFIT OR (LOSS) AFTER BONUSES & INCOME TAXES (LINES 75 + 76)		1701		- 81738					77

DEPARTMENTAL INCOME AND DIRECT EXPENSE

OMIT CENTS

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	B-USUED VEHICLE DEPARTMENT		C-SERVICE DEPARTMENT		D-PARTS AND ACCESS. DEPT.		E-BODY SHOP DEPT.	
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	NET SALES (From Page 5)		669484	1446854	84029	188915	149255	313675		
2	GROSS PROFIT (From Page 5)		46143	128197	63372	136669	55322	96387		
3	GROSS PROFIT PERCENT OF SALES (DIVIDE LINE 2 BY 1)		6.89%	8.86%	75.42%	72.34%	37.07%	30.73%	%	%
4	VARIABLE SELLING EXPENSES									
5	Salespeople: Compensation and Incentive	11	16080	42712			5387	10924		
6	F & I Managers: Compensation and Incentive	12	2998	2998						
7	Delivery Expense	13	79	84						
8	Policy Work-Vehicles	14	5178	7290						
9	Interest-Floor Planning	15	9700	20600						
10	Demonstrator Expense	16								
11	Used Vehicle Maintenance Expense	17								
12	TOTAL VARIABLE SELLING EXPENSE (LINES 5 TO 11)		34035	73684			5387	10924		
13	FIXED OVERHEAD EXPENSES									
14	Salaries-Owners/General Managers	20	3350	6106	2122	3867	2410	4564		
15	Salaries-Supervision	21	8876	15092	6417	12194	4855	10792		
16	Salaries-Clerical	22	1366	2634	456	910	432	862		
17	Other Salaries and Wages	23	848	2664	16433	34045	2470	5405		
18	Leave-Vacation, Sick & Holiday Compensation	24				2832				
19	Employee Benefits	25	2372	4916	4100	7961	1567	3417		
20	Worker's Compensation	28	206	1736	130	1099	123	1041		
21	Pension & Profit Sharing	26								
22	Taxes-Payroll	27	2434	5227	4239	10375	1450	3257		
23	TOTAL SALARIES AND WAGES (LINES 14 TO 22)		19452	38375	33897	73283	13307	29338		
24	Advertising Expense - Hyundai	46	7361	40782	1888	4188	507	1059		
25	Advertising Expense - Hyundai Internet Only	47	10378	20676						
26	Less Advertising Support From Hyundai (Co-op)	48								
27	Advertising - Other Franchise(s)	49								
28	Training	50		60	114	210		70		
29	Company Vehicle Expense	51	394	787	8277	17367	236	472		
30	Stationery, Office Supplies & Postage	60	901	1650	5101	9372	1163	2503		
31	Small Tools & Other Supplies	61	148	1000	- 567	- 1098	17	106		
32	Contributions	66	264	264	200	200	146	146		
33	Policy Work-Service, Parts & Body Shop Depts.	67			8831	10637	317	1533		
34	Outside Services	68	6152	11883	2775	5674	2368	4339		
35	Laundry & Uniforms	69	26	59	601	929	136	265		
36	Travel and Entertainment	70		29		18		17		
37	Membership, Dues and Publications	71								
38	Legal, Accounting & Auditing Expense	72	2025	4050	1863	3726	1134	2268		
39	Freight, Express and Cartage-Parts Dept.	73					- 435	- 452		
40	Telephone	74	240	480	152	304	144	288		
41	Data Processing	77	6343	11466	6386	9410	5620	7596		
42	Adjustments for Doubtful Accounts	852			3709	6546	11131	11131		
43	Bad Debts Recovered	802			3817	3817	1000	1000		
44	Miscellaneous	78		71	97	194				
45	TOTAL SEMI-FIXED EXPENSE (LINES 24 TO 44)		34232	93257	35610	63860	21484	30341		
46	Rent	80	2160	4320	1368	2736	1296	2592		
47	Amortization-Leaseholds	81								
48	Repairs-Real Estate	82	704	1267	486	842	422	760		
49	Depreciation-Buildings and Improvements	83								
50	Taxes-Real Estate	84	492	983	311	623	295	590		
51	Insurance-Buildings and Improvements	85								
52	Interest-Real Estate Mortgage	86								
53	SUB TOTAL-OCCUPANCY EXPENSES (LINES 46 TO 52)		3356	6570	2165	4201	2013	3942		
54	Heat, Light, Power and Water	87	1320	2640	836	1672	792	1584		
55	Insurance-Other than Bldgs. & Improvs.	88	1530	3015	969	1910	918	1809		
56	Taxes-Other than Real Estate, Income & Payroll	89	89	184	56	117	53	111		
57	Repairs-Equipment	90	8	32	135	155	135	158		
58	Depreciation-Other than Bldgs. & Improvs.	91			7490	15599	1277	2656		
59	Equipment Rental	92	1346	2566	1764	3528	574	1148		
60	TOTAL FIXED EXPENSE (LINES 53 TO 59)		7649	15007	13415	27182	5762	11408		
61	TOTAL FIXED OVERHEAD EXPENSE (LINES 23 + 45 + 60)		61333	146639	82922	164325	40553	71087		
62	TOTAL EXPENSES (LINES 12 + 61)		95368	220323	82922	164325	45940	82011		
63	DEPARTMENTAL PROFIT OR (LOSS) (LINES 2 minus 62)		- 49225	- 92126	- 19550	- 27656	9382	14376		
64	Facilities Bonus - Hyundai	652B								
65	Advertising Compliance Bonus - Hyundai	652C								
66	STAR Rewards Bonus - Hyundai	652D								
67	Holdback - Hyundai	652E								
68	Flooring Assistance - Hyundai	652F								
69	Operating Profit (Loss) After VPB (LINES 63 TO 68)		- 49225	- 92126	- 19550	- 27656	9382	14376		

2020 FINANCIAL STATEMENT

PAGE 4		CURRENT MONTH			DEPARTMENTAL GROSS PROFIT ANALYSIS					YEAR TO DATE		
LINE NO.	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	NEW VEHICLE		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	LINE NO.	
1	3	76485	- 125	- 42	Sonata	401	5	131403	2146	429	1	
2	4	85477	2494	624	Elantra	403	6	127024	4268	711	2	
3					Accent	404					3	
4					Veloster	449					4	
5	3	83487	2444	815	Ioniq	471	3	83487	2444	815	5	
6					Hyundai Car New Product	509					6	
7	10	245449	4813	481	Hyundai Car Retail Subtotal (LINES 1 TO 6)		14	341914	8858	633	7	
8					Santa Fe	406	5	163875	2864	573	8	
9	1	26700	113	113	Tucson	408	4	116233	2617	654	9	
10	2	56145	2227	1114	Kona	428	5	139945	6554	1311	10	
11					Nexo	429					11	
12	2	83275	3953	1977	Palisade	514	2	83275	3953	1977	12	
13					Venue	515					13	
14					Hyundai Truck/SUV New Product	516					14	
15	5	166120	6293	1259	Hyundai Truck Retail Subtotal (LINES 8 TO 14)		16	503328	15988	999	15	
16	15	411569	11106	740	Total Hyundai New Retail Subtotal (LINES 7 & 15)		30	845242	24846	828	16	
17	2	62295	263	132	Sonata	401L	2	62295	263	132	17	
18					Elantra	403L	2	40827	824	412	18	
19					Accent	404L					19	
20					Veloster	449L					20	
21	15	405996	14752	983	Ioniq	471L	25	666081	25366	1015	21	
22					Hyundai Car New Product	509L					22	
23	17	468291	15015	883	Hyundai Car Lease Subtotal (LINES 17 TO 22)		29	769203	26453	912	23	
24	1	29725	550	550	Santa Fe	406L	2	59120	751	376	24	
25	4	109304	1154	289	Tucson	408L	8	218894	6396	800	25	
26	5	122591	1691	338	Kona	428L	5	122591	1691	338	26	
27					Nexo	429L					27	
28					Palisade	514L	1	41120	754	754	28	
29					Venue	515L					29	
30					Hyundai Truck/SUV New Product	516L					30	
31	10	261620	3395	340	Hyundai Truck Lease Subtotal (LINES 24 TO 30)		16	441725	9592	600	31	
32	27	729911	18410	682	Total Hyundai Lease Subtotal (LINES 23 + 31)		45	1210928	36045	801	32	
33	42	1141480	29516	703	Total Hyundai Car & Truck Retail & Lease (LINES 16 + 32)		75	2056170	60891	812	33	
34					Hyu Car & Truck Fleet	409					34	
35					Discontinued Models - Hyundai	517					35	
36	42	1141480	29516	703	Total Hyundai Car & Truck & Fleet (LINES 33 TO 35)		75	2056170	60891	812	36	
37			38225		Incentives - Hyundai	616A			64289		37	
38					Dealer Performance Bonus - Hyundai	652A					38	
39					CXB Program - Hyundai	452A					39	
40	42	1141480	67741	1613	Total Hyundai Car & Truck Front-End (LINES 33 + 37 TO 39)		75	2056170	125180	1669	40	
41	42		22174	528	Finance Income - Hyundai	611A	75		36503	487	41	
42					Insurance Income - Hyundai	613A					42	
43					GAP Income - Hyundai	640A					43	
44	3	9699	7331	2444	Hyundai Protection Plan	414A	4	12457	9348	2337	44	
45					Extended Service Contract - Hyundai	415A					45	
46					HVC (Hyundai Vehicle Care)	447					46	
47			- 41509		Chargebacks - Hyundai	618A			- 52609		47	
48		2548	2145	51	Aftermarket Income - Hyundai	417A		2548	2161	29	48	
49	42	12247	73155	1742	F & I Subtotal - Hyundai (LINES 41 TO 48)		75	15005	100621	1342	49	
50	42	1153727	140896	3355	TOTAL NEW VEHICLE - HYUNDAI (LINES 34 + 35 + 40 + 49)		75	2071175	225801	3011	50	
51					New Car Retail - Other Franchise	420					51	
52					New Car Fleet - Other Franchise	421					52	
53					New Car Lease - Other Franchise	422					53	
54					New Truck Retail - Other Franchise	423					54	
55					New Truck Fleet - Other Franchise	424					55	
56					New Truck Lease - Other Franchise	492					56	
57					Finance Income - Other Franchise	611B					57	
58					Insurance Income - Other Franchise	613B					58	
59					GAP Income - Other Franchise	640B					59	
60					Extended Service Contract - Other Fran	415B					60	
61					Incentives - Other Franchise	616B					61	
62					Chargebacks - Other Franchise	618B					62	
63					Aftermarket Income - Other Fran	417B					63	
64					F & I Subtotal - Other Franchise (LINES 57 TO 63)						64	
65					TOTAL NEW VEHICLE - OTHER FRANCHISE (LINES 51 TO 56 + LINE 64)						65	
66					Cost of Sales Adj.: New Veh. LIFO	625					66	
67	42	1153727	140896	3355	TOTAL NEW VEHICLE DEPT (LINES 50 + 65 + 66)		75	2071175	225801	3011	67	

CURRENT MONTH

DEPARTMENTAL GROSS PROFIT ANALYSIS

YEAR TO DATE

USED VEHICLE & FIXED OPERATIONS

LINE NO.	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	LINE NO.		
1	23	248589	27747	1206	USED VEHICLE	49	564623	58645	1197	1		
2	11	170719	25520	2320		441A	33	530505	84880	2572	2	
3	34	419308	53267	1567		441B	82	1095128	143525	1750	3	
4						Subtotal Used Retail - Hyundai (LINES 1+2)					4	
5						442A	1	14015	2525	2525	5	
6						442B			285		6	
7			30765	905		Subtotal Certified Pre Owned - Hyundai (LINES 4+5)		1	14015	2810	2810	
8						631			76828	937	7	
9	34	419308	22502	662		632			324	324	8	
10						Subtotal Hyundai Used Retail & CPO (LINES 3+6 TO 8)		83	1109143	69183	834	9
11						430A					10	
12						430B					11	
13						430C					12	
14						631A					13	
15	34	419308	22502	662		Subtotal Other Franchise Used Retail (LINES 10 TO 13)					14	
16	23	203400	- 8469	- 368		Subtotal Used Retail & CPO (LINES 9 + 14)		83	1109143	69183	834	15
17						433	36	252975	- 11688	- 325	16	
18	57	622708	14033	246		634			400		17	
19	57		7678	135		Subtotal Used Retail & CPO & Wholesale (LINES 15 TO 17)		119	1362118	57095	480	18
20						635	106		24563	232	19	
21						636					20	
22	13	46776	43356	3335		643					21	
23			- 10982			444	29	84212	76945	2653	22	
24	34	46776	40052	1178		447	1	524	- 22144	22144	23	
25			7942			Subtotal F&I - Used (LINES 19 TO 23)		83	84736	79364	956	24
26						638			8611		25	
27						445			349	3	26	
28	57	669484	46143	810	639					27		
29	99	1823211	187039	1889	TOTAL USED VEHICLE DEPARTMENT (LINES 18 + 24 TO 27)		119	1446854	128197	1077	28	
30	NO RO WRITTEN	SALES	GROSS PROFIT	G. P. % SALES	TOTAL NEW AND USED VEHICLE DEPARTMENT (LINE 28 + PAGE 4 LINE 67)		194	3518029	353998	1825	29	
31	153	14058	9130	6495	SERVICE - P & A - BODY SHOP						30	
32					NO RO WRITTEN	SALES	GROSS PROFIT	G. P. % SALES		30		
33					353	35571	25243	7097		31		
34	161	18800	13982	7437	450A					32		
35	232	48305	42111	8718	451A					33		
36	546	81163	65223	8036	493A					34		
37					454A	350	37473	28179	7520	35		
38					455A	514	102434	90446	8830	36		
39					SUBTOTAL LABOR - HYUNDAI (LINES 31 TO 35)		1217	175478	143868	8199	37	
40					450B					38		
41					451B					39		
42					493B					40		
43	3	2866	424	1479	454B					41		
44			- 2275		455B					42		
45					SUBTOTAL LABOR - OTHER FRANCHISE (LINE 37 TO 41)					43		
46	546	84029	63372	7542	456	13	13437	1354	1008	44		
47					657			- 8559		45		
48					459			6		46		
49					TOTAL SERVICE DEPARTMENT (LINES 36 + 42 TO 45)		1217	188915	136669	7234	47	
50					460A					48		
51					472A					49		
52					494A					50		
53	14	1768	408	2308	462A					51		
54	173	39992	6596	1649	464A		122314	55222	4515	52		
55	187	142907	51325	3591	465A		25664	9171	3573	53		
56					466A	39	4718	1407	2982	54		
57					467A	419	111473	20228	1815	55		
58					SUBTOTAL P & A - HYUNDAI (LINES 47 TO 54)		458	300244	98910	3294	56	
59					460B					57		
60					472B					58		
61					494B					59		
62					462B					60		
63					464B					61		
64					465B					62		
65					466B					63		
66					467B					64		
67					SUBTOTAL P & A - OTHER FRANCHISE (LINES 56 TO 63)					65		
68					675			5824		66		
69					481					67		
70	187	149255	55322	3707	491		10444	1605	1537	68		
71					490		2987	1696	5678	69		
72					680					70		
73					TOTAL P & A DEPARTMENT (LINES 55 + 64 TO 69)		458	313675	96387	3073	71	
74					500					72		
75					504					73		
76					505					74		
77					506					75		
78	733	233284	118694	5088	507					76		
79					708					77		
					TOTAL BODY SHOP DEPARTMENT (LINES 71 TO 76)					78		
					TOTAL SVS, P&A, B.S. DEPARTMENTS (AFTERSALES) (LINES 46 + 70-77)		1675	502590	233056	4637	79	
					TOTAL ALL DEPARTMENTS (LINES 29 + 78)			4020619	587054	1460		

