

KMT Financial Summary

	<u>Your Data</u>	<u>Guide</u>
Total Absorption	___ 79.7% ___	100%
Fixed Absorption	___ 64.3% ___	75%
Total Dealership Gross Profit Return on Sales	___ 0.7% ___	20%
Total Dealership Net Profit Return on Gross	___ 6.2 ___	
Total Dealership Net Profit Return on Sales	___ 12.3% ___	4.0%
Cash Days' Supply	___ 318 ___	
Inventory Trust	___ -1,146,691 ___	
Additional Sales Dollars Needed to Recover \$100	___ 312.50 ___	

Variable

New Vehicle Days' Supply	___ 44.7 ___	45 days
New Vehicle Gross Profit Return on Sales	___ 4.7% ___	5%
New Vehicle Calendar Year Inventory Turns	___ 8.05 ___	8
New Vehicle Break Even	___ 230 ___	
New Vehicle GROI	___ 37.8% ___	40%
New Vehicle Operating Profit Return on Gross Profit	___ -37.3% ___	
	20%	
Frozen Pre-Owned Inventory	___ 196,125 ___	
Pre-Owned Days' Supply	___ 33.81 ___	30 days
Pre-Owned Gross Profit Return on Sales	___ 7.8% ___	12%
Pre-Owned Calendar Year Inventory Turns	___ 10.71 ___	12
Pre-Owned Break Even	___ 105 ___	
Pre-Owned GROI	___ 83.5% ___	144%
Pre-Owned Operating Profit Return on Gross Profit	___ -22.8% ___	
	20%	

Fixed

Frozen Parts and Accessories	___?_-342,507_____	
Parts Inventory Days' Supply	___?_1.12_____	45
Parts Gross Profit Return on Sales	___31.6%_____	38%
Parts Calendar Year Inventory Turns	___?_324.32_____	8
Parts Break Even	___237,142_____	
Parts GROI	___?_10,248.51%_____	304%
Parts Operating Profit Return on Gross Profit	___51.5%_____	20%
Frozen Service, Parts, & Body Shop Receivables	___?_-347,408_____	
Frozen Warranty Receivables	___50,880_____	
Work in Process Days' Supply	___0.63_____	1.5
Service Gross Profit Return on Sales	___66.8%_____	73%
Service Break Even	___581,083_____	
Service Operating Profit Return on Gross Profit	___21.1%_____	20%
Tech Efficiency	___145%_____	135%
Shop Productivity	_____	87.5%
Proficiency	_____	125%
Door Rate	___145.00_____	
Overall ELR	___113.27_____	
Customer ELR	___118.80_____	
Warranty ELR	___112.12_____	