

**NISSAN 2020 Financial Statement**

DEALER NAME AND ADDRESS:  
**DPEP 3 INC DBA RACEWAY NISSAN**  
**6030 SYCAMORE CANYON BLVD**  
**RIVERSIDE 92507**

DEALER NUMBER: 5305  
 DISTRICT: 05  
 REGION:

PREPARED BY:  
 STATEMENT PERIOD:  
**JAN 2020 JUN 2020**

LINE NO.	ACCT. NO.	AMOUNT	CURRENT LIABILITIES	ACCT. NO.	AMOUNT	LINE NO.
1	2000/2010	1125	Trade Creditors	3000	99905	1
2	2020	1582191	Vehicle Len Payoff	3030	87058	2
3	2050	1125098	Customer Deposits	3040		3
4	2600		License Fees	3050	21193	4
5		<b>2708414</b>	<b>TOTAL ACCOUNTS PAYABLE (LINES 1 TO 4)</b>		<b>208156</b>	5
6	2100	120200	New Vehicles & Demonstrators	3100	6698522	6
7	2200	36568	New NCV Vehicles	3105		7
8		<b>156768</b>	<b>Used Vehicles</b>	3120	<b>1310253</b>	8
9	3500		Rental Vehicles	3170	146995	9
10		<b>156768</b>	<b>Owners</b>	3150		10
11	2210	189451	Other	3190		11
12	2220	106340	Current Amount - Mortgage	3185		12
13	2225	13150	Current Amount - Long Term Debt	3180		13
14	2215		<b>TOTAL NOTES PAYABLE (LINES 6 TO 13)</b>		<b>815570</b>	14
15	2230		<b>ACCRUED LIABILITIES</b>			15
16	2235	15401	Interest	3200	14568	16
17		<b>324342</b>	<b>Payroll</b>	3210	<b>74072</b>	17
18		<b>481110</b>	<b>Insurance</b>	3220	<b>142658</b>	18
19	2300		Taxes - Other than Payroll, Sales, Income	3230		19
20	2310	2005445	Taxes - Sales	3240	168197	20
21	2320	3998901	Taxes - Payroll	3250	57960	21
22	2315		Income Taxes - Previous Year	3260		22
23		<b>6004346</b>	<b>Income Taxes - Current Year</b>	3270		23
24	2330		Bonuses - Employees	3280		24
25	2340		Bonuses - Owners	3290		25
26		<b>6004346</b>	<b>Pension Fund</b>	3300		26
27	2410		Reserve for Repossession Losses	3310		27
28		<b>6004346</b>	<b>Other</b>	3320	<b>2169975</b>	28
29	2370	908623	<b>TOTAL ACCRUED LIABILITIES (LINES 15 TO 28)</b>		<b>2627430</b>	29
30	2375		<b>TOTAL CURRENT LIABILITIES (LINES 5, 14 &amp; 29)</b>		<b>10991356</b>	30
31	2380	789107	Mortgage Payable	3400		31
32		<b>1697730</b>	<b>Officers / Owners</b>	3410		32
33	2415		Company Vehicles & Service Loaners	3420		33
34		<b>1697730</b>	<b>Other</b>	3430	<b>881179</b>	34
35	2420	515268	<b>TOTAL LONG TERM DEBT (LINES 31 TO 34)</b>		<b>881179</b>	35
36	2425		<b>TOTAL LIABILITIES (LINES 30 PLUS 35)</b>	BBB	<b>11872535</b>	36
37		515268				37
38	2430	515268				38
39		<b>515268</b>	<b>NET WORKING CAPITAL - Actual \$ 1514647 Guide \$ 1932140</b>			39
40	2440	16461	Page 1, Assets Line 63, Add Back Lines 27, 33 & 38, Less Liabilities Line 30			40
41	2450					41
42	2460	870	<b>NET CASH - Actual \$ 2838383</b>			42
43	2470	804	Page 1, Assets Lines 5, 16, 26, 32 & 52 LESS Liabilities Lines 3, 4, 6, 7, 8 & 9			43
44		<b>18135</b>	<b>2-MONTH AVERAGE TOTAL EXPENSES \$ 1194862</b>			44
45		<b>8235479</b>	<b>NET CASH OVER (UNDER) \$ 1643521</b>			45
46	2610	101028	<b>NET WORTH CORPORATION</b>			46
47	2620	856226	Capital Stock	3900	10	47
48	2760	957254	Paid in Capital	3950	1043615	48
49	2780	147814	LESS Treasury Stock	3960		49
50	3770/3780	24068	<b>TOTAL CAPITAL STOCK OUTSTANDING (LINES 47 TO 49)</b>		<b>1043625</b>	50
51		<b>123746</b>	Retained Earnings	3910	653668	51
52		<b>12506003</b>	LESS Dividends	3920		52
53			<b>PROPRIETORSHIP, PARTNER'S or LLC'S</b>			53
54			Investments	3930		54
55			LESS Withdrawals	3940	850000	55
56			<b>USED RETAIL UNITS</b>			56
57		58419	NISSAN			57
58		42973	OTHER			58
59		6522	CERTIFIED			59
60		95787	OTHER			60
61		203701	NISSAN			61
62			OTHER			62
63			CERTIFIED			63
64	2890	313868	Income Taxes Current Year	0990Y	6000	64
65	2900	517569	Net Earnings or (Loss)	(LINE 57) 3990	303744	65
66	2910		<b>TOTAL NET WORTH (LINES 50, 51, 55, &amp; 72)</b>	CCC	1151037	66
67	2980	13023572	<b>TOTAL LIABILITIES &amp; NET WORTH (LINES 36 PLUS 73)</b>		<b>13023572</b>	67
68	2940		<b>CURRENT</b>			68
69	2950	74283	31-60	61-90	OVER 90	69
70	2970	186951				70
71	2990	189451				71
72	2980	99927				72
73	2990	18554				73
74	2990	28551				74
75	2990					75
76	2990					76
77	2990					77
78	2990					78
79	2990					79

RECEIVABLE ANALYSIS

ACCT. NO.	AMOUNT	RECEIVABLE ANALYSIS
2100/2210	156768	Customer Receivables
2210/2215	189451	Factory Receivables
2220/2230	106340	Warranty Receivables
2225/2235	28551	Service Contracts Receivable

## DEPARTMENTAL INCOME AND EXPENSE

LINE NO	NAME OF ACCOUNT	ACCT. NO.	TOTAL INCOME & EXPENSE			A - NEW VEHICLE DEPT.			B - USED VEHICLE DEPT.			LINE NO
			MONTH	YEAR TO DATE	% GP	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	
1	TOTAL SALES (From Pages 4+6)		4032142	20907615		1599980	8070956	1659817	8111587	1		
2	TOTAL GROSS PROFIT (From Pages 4+6)		602763	3073928		104777	422065	106778	434438	2		
3	Commissions & Incentives	0100	100892	611526	20	30489	171164	31527	179325	3		
4	Salaries - Salespeople	0280	24355	109044	4	9115	32615	9115	32615	4		
5	F & I Commissions & Incentives	0090	30244	162789	5	15841	79052	14403	83737	5		
6	Delivery Expense	0110	-1116	-1225		-1148	-3179	32	1954	6		
7	Policy Adjustment	0130	12121	70392	2	957	2395	8595	46647	7		
8	Demo Vehicle Expense	0140	2698	10882		1349	5441	1349	5441	8		
9	Advertising	0150	58425	347764	11	27299	164686	25534	155284	9		
10	Advertising Reimbursement / Allowances	0170	14988	81264	-3	14988	81264			10		
11	Interest - Floor Plan - Vehicles	0160	14794	99709	3	12525	83000	2269	16709	11		
12	Floor Plan Assistance	0180	21497	111988	-4	21497	111988			12		
13	TOTAL VARIABLE SELLING EXP. (Lines 3 to 12)		205928	1217629	40	59942	341922	92824	521712	13		
14	Salaries - Owners	0200	2000	12000		400	2400	400	2400	14		
15	Salaries - Supervision	0210	112701	561258	18	25529	131082	32310	148889	15		
16	Salaries - Clerical	0220	13807	98014	3	4599	25767	2705	19220	16		
17	Other Salaries & Wages	0230	21417	188592	6	3789	27233	3789	26733	17		
18	Absentee Wages - Productive Personnel	0240	5840	35552	1					18		
19	Taxes - Payroll	0250	28849	194193	6	12696	69762	3191	21749	19		
20	Employee Benefits / Pension / 401K	0280	11806	83978	3	2361	16963	2361	16963	20		
21	TOTAL SALARY & WAGE GROUP (Lines 14 to 20)		196420	1173587	38	49374	273207	44756	235954	21		
22	Company Vehicle	0310	1776	19471	1	61	712	61	712	22		
23	Small Tools	0320	1057	11338						23		
24	Freight & Express	0340	449	2705						24		
25	Institutional Advertising	0350								25		
26	Stationery & Office Supplies	0360	11564	80398	3	3297	29244	2343	21885	26		
27	Supplies & Laundry	0370	11827	76775	2	2270	17623	1295	8917	27		
28	Outside Services	0380	22237	179867	6	7142	39175	8282	44656	28		
29	Travel & Entertainment	0390								29		
30	Legal & Auditing	0400	3343	28262	1	1228	10238	636	5048	30		
31	Communication, Telephone, Internet & Data Processing	0410	33547	199003	6	12312	70596	6392	32790	31		
32	Employee Training	0420	4305	16231	1	1655	5056	1324	3939	32		
33	Bad Debts	0430								33		
34	Postage & Misc.	0440	4600	20882	1	1610	7309	690	3132	34		
35	Dues, Subscriptions, Memberships, & Contributions	0480	1558	8361		92	557	66	398	35		
36	TOTAL SEMI-FIXED EXPENSE GROUP (Lines 22 to 35)		96263	643293	21	29667	180510	21089	121477	36		
37	Rent and Interest - Real Estate Mortgages	0500	51252	307500	10	17938	107625	7688	46125	37		
38	Amortization - Leaseholds	0510	699	4191		192	1149	137	821	38		
39	Repair & Maintenance - Real Estate	0520	3900	38100	1	1365	13335	975	9525	39		
40	Depreciation - Buildings and Improvements	0530	1252	7507		438	2627	313	1877	40		
41	Insurance - Buildings & Improvements	0540	7300	43795	1	2555	15328	1825	10949	41		
42	Taxes - Real Estate	0550	7206	43242	1	2522	15135	1081	6486	42		
43	Heat, Light, Power & Water	0570	9316	65566	2	3261	22948	1397	9835	43		
44	SUBTOTAL RENT & RENT EQUIV. EXP. (Lines 37 to 43)		80925	509901	17	28271	178147	13416	85618	44		
45	Management Fees	0600								45		
46	Equipment - Repairs and Rental	0620	1122	12125		375	1952	268	1394	46		
47	Depreciation - Other than Bldgs & Improvements	0630	3706	22237	1	636	3816	454	2726	47		
48	Insurance - Other than Bldgs & Improvements	0640		2500			875		375	48		
49	Taxes - Other than Real Estate, Payroll & Income	0650	988	3316		261	1076	112	461	49		
50	TOTAL FIXED EXPENSE GROUP (Lines 44 to 49)		86741	550079		29543	185866	14250	90574	50		
51	TOTAL FIXED OVERHEAD EXP. (Lines 21, 36 & 50)		379424	2366959	77	108584	639583	80095	448005	51		
52	TOTAL EXPENSES (Lines 13 & 51)	DDD	585352	3584588	117	168526	981505	172919	969717	52		
53	Dept. Operating Net Profit Or (LOSS) (Line 2 less 52)		17411	-510660	-17	-63749	-559440	-66141	-535279	53		
54	Documentary Fees	8030	10880	55505	2	4930	24990	5950	30515	54		
55	Quality Growth Program and Nissan 10 Bonus	8075	7500	23550	1	7500	13170		10380	55		
56	Nissan Sales Programs	8077		29000	1		29000			56		
57	Aftersales Incentive Programs	8078								57		
58	Miscellaneous Factory Programs	8070	7450	23525	1	7450	23525			58		
59	Placeholder	8079								59		
60	Dept. OPL after Factory Bonus (Lines 53-59)		43241	-379080	-12	-43869	-468755	-60191	-494384	60		
61	Net Additions & Deductions to Income (Page 3 Line 70)	TT31	117847	688824	22					61		
62	NET PROFIT - before bonuses & inc. tax (Lines 60 & 61)		161088	309744	10					62		
63	Less - Bonuses - Employees / Owners	0570								63		
64	LIFO Adjustments	8080								64		
65	Other Makes Net Profit	8200								65		
66	NET PROFIT (LOSS) - before income tax (Line 62 less 63 plus 64 & 65)		161088	309744	10					66		
67	Less - Income Taxes	0890	1000	6000						67		
68	NET PROFIT (LOSS) - after income tax (Line 66 less 67)	TT21	160088	303744	10					68		
69	PERSONNEL SUMMARY											
70	Owner	011	0.5	0.5						1.0		
71	Executive Manager	001	2.0	2.0						4.0	1.0	1.0
72	Department Managers	002	2.0	2.0						6.0	1.0	1.0
73	Sales People	003	7.0	7.0						14.0	14.0	11.0
74	F & I Manager	013	1.5	1.5						3.0		2.0
75	Service Advisors	007					3.0			3.0	1.0	2.0
76	Technicians	006					10.0			10.0		7.0
77	Parts Counter	008								1.0		2.0
78	Porters	009	1.5	1.0						5.0	2.0	1.0
79	Office	004	1.5	1.5						3.0	1.0	6.0
80	Misc.	005	0.5	0.5						3.0	4.0	2.0
81	Total	TT30	16.5	17.0		3.0		53.0	24.0	53.0	24.0	34.0



UNITS	SALES	GROSS	GROSS PER UNIT	ACCT. NO.	ACCOUNT NAME	UNITS	SALES	GROSS	GROSS PER UNIT	LINE NO.
				4042	Versa Note / Hatch - Retail					1
5	80954	-3519	-704	4052	Versa - Retail	24	426515	-4388	-183	2
15	296741	-12964	-864	4000	Sentra - Retail	77	1506233	-77037	-1000	3
12	297151	72	6	4070	Altima 4 Cyl - Retail	53	1299637	-47338	-893	4
				4079	Altima VC-T - Retail					5
1	31358	-1513	-1513	4050	Maxima - Retail	3	83806	-4602	-1534	6
1	30322	1022	1022	4010	370Z Coupe - Retail	2	58485	538	269	7
				4012	370Z Roadster - Retail					8
				4002	GT-R - Retail					9
				4011	LEAF Electric Vehicle - Retail					10
6	189179	501	84	4022	Pathfinder - Retail	27	860237	4969	184	11
6	153340	-928	-155	4112	Rogue - Retail	27	741250	455	17	12
1	24625	853	853	4071	Rogue Sport - Retail	3	74813	-1962	-654	13
1	34750	4343	4343	4092	Murano - Retail	6	194117	839	140	14
5	100268	-7636	-1527	4076	Kicks - Retail	22	445764	-22555	-1025	15
				4032	Armada - Retail					16
1	21499	-3126	-3126	4082	Frontier King Cab - Retail	6	132415	-12725	-2121	17
				4182	Frontier Crew Cab - Retail	7	190567	-9889	-1413	18
				4150	Titan King Cab - Retail	2	97805	-3873	-1937	19
				4152	Titan Crew Cab - Retail					20
				4140	Titan Single Cab - Retail					21
				4156	Titan XD King Cab - Retail					22
1	48140	-3480	-3480	4158	Titan XD Crew Cab - Retail	1	48140	-3480	-3480	23
				4148	Titan XD Single Cab - Retail					24
				4154	NV Standard Roof - Retail					25
				4164	NV High Roof - Retail					26
1	45803	-1955	-1955	4166	NV Passenger - Retail	4	161008	-9020	-2255	27
				4168	NV200 - Retail	4	91183	57	14	28
				4174	NV200 Taxi - Retail					29
				4060	Non-Current Models - Retail					30
56	1354130	-28330	-506		<b>SUBTOTAL NISSAN VEHICLE - RETAIL</b>	268	6411975	-190011	-709	31
				4047	Versa Note/Hatch - Lease					32
				4057	Versa - Lease					33
				4005	Sentra - Lease	13	282749	3950	304	34
2	46929	-2218	-1109	4075	Altima 4 Cyl - Lease	4	99091	-1876	-469	35
				4173	Altima VC-T - Lease					36
				4065	Maxima - Lease	1	44765	4388	4388	37
				4015	370Z Coupe - Lease					38
				4017	370Z Roadster - Lease					39
				4007	GT-R - Lease					40
				4013	LEAF Electric Vehicle - Lease					41
				4027	Pathfinder - Lease	1	32745	1131	1131	42
				4117	Rogue - Lease	3	86153	243	81	43
				4073	Rogue Sport - Lease					44
				4097	Murano - Lease	2	64425	-491	-246	45
				4078	Kicks - Lease					46
				4037	Armada - Lease					47
				4087	Frontier King Cab - Lease					48
				4187	Frontier Crew Cab - Lease					49
				4155	Titan King Cab - Lease	2	56440	-1067	-534	50
				4157	Titan Crew Cab - Lease					51
				4141	Titan Single Cab - Lease					52
				4143	Titan XD King Cab - Lease					53
				4151	Titan XD Crew Cab - Lease					54
				4149	Titan XD Single Cab - Lease					55
				4159	NV Standard Roof - Lease					56
				4169	NV High Roof - Lease					57
				4165	NV Passenger - Lease					58
				4167	NV200 - Lease					59
				4179	NV200 Taxi - Lease					60
				4065	Non-Current Models - Lease					61
2	46929	-2218	-1109		<b>SUBTOTAL NISSAN VEHICLE - LEASE</b>	26	666368	6278	241	62
58	1401059	-30548	-527		<b>TOTAL NISSAN RETAIL &amp; LEASE VEHICLES</b>	294	7078343	-183733	-625	63
				4100	Nissan - Fleet Cars & Trucks					64
1	45803	-1955	-1955		<b>SUBTOTAL NV RETAIL / LEASE VEHICLES</b>	8	252191	-8963	-1120	65
36	783455	-19120	-531		<b>SUBTOTAL NISSAN CARS</b>	177	3801281	-126365	-714	66
22	617604	-11428	-519		<b>SUBTOTAL NISSAN TRUCKS / CUVS</b>	117	3277062	-57368	-490	67
58	1401059	-30548	-527		<b>TOTAL ALL NISSAN NEW VEHICLES</b>	294	7078343	-183733	-625	68



