

## Pre-Class Scavenger Hunt

Directions: Use your financial statement to find the following items. Complete and bring to class with you on Monday morning.

Objective: Completing this form will give you some working knowledge as to where to find accounts on your statement. This will allow you to spend more time learning concepts and less time searching for information.

Some financial statements may have the information combined with another account. Please ask your controller/office manager for specifics or call the Financial Management Instructor.

Item	Page	Line	Dollar Amount
Cash	<u>1</u>	<u>3</u>	<u>74277711</u>
Contracts in Transit	<u>1</u>	<u>4</u>	<u>7582148</u>
Vehicle Receivable	<u>1</u>	<u>8</u>	<u>218404</u>
Holdback	<u>2</u>	<u>61</u>	<u>114211 (month)</u>
Parts, Service, & Body Shop Receivable	<u>1</u>	<u>9</u>	<u>1199702</u>
New Vehicles Sold YTD	<u>4</u>	<u>68</u>	<u>328</u>
Total Expenses	<u>2</u>	<u>59</u>	<u>685735 (Audi (month))</u>
Total Dealership Net Profit	<u>2</u>	<u>82</u>	<u>2479009</u>
Total Dealership Sales	<u>2</u>	<u>1</u>	<u>41047450</u>
New Vehicle Operating Profit	<u>3</u>	<u>60</u>	<u>-73163</u>
YTD Pre-Owned Vehicle Retail Sales	<u>4</u>	<u>68</u>	<u>2462</u>
YTD Parts Dept. Expense	<u>4</u>	<u>59</u>	<u>756550 (YTD)</u>
Service Dept. Internal Gross Profit	<u>9</u>	<u>4</u>	<u>90075 MTD.</u>
Cost of Labor	<del>9</del>	<u>5</u>	<u>127381</u>
Effective Labor Rate	<u>10</u>	<u>23</u>	<u>419.67</u>



AUDI US 2020 DEALER FINANCIAL STATEMENT

BALANCE SHEET  
WHOLE DOLLARS ONLY

STATEMENT PERIOD  
FROM 01/01/20  
TO 07/31/20

DEALER NAME AND ADDRESS ASBURY AUTOMOTIVE ST. LOUIS LLC 11830 OLIVE BLVD CREVE COEUR MO 63141	DEALER NO. 424A 10	DATE RECEIVED	LIABILITIES AND OWNERS' EQUITY	AMOUNT
ASSETS	BM CODE	LINE NO.	AMOUNT	

CURRENT ASSETS:	1	CURRENT LIABILITIES:	
CASH, CONTRACTS & SECURITIES		NOTES PAYABLE	
CASH (1102-1199)		NEW VEHICLE FINANCING (2101)	399,026.49
IN TRUST (1142) \$	742,771.1	PRE-OWNED VEHICLE FINANCING (2102)	
CONTRACTS IN TRANSIT (1202)	758,214.8	BANKS AND FINANCE COMPANIES (2103)	
MARKETABLE SECURITIES (1400) (1212)		OWNERS (2121)	
MARKET VALUE \$		OTHER (2131)	652,174.3
TOTAL CASH, CONTRACTS & SECURITIES (LINES 3 THRU 5)	818,598.59	CURRENT PORTION LONG-TERM DEB (2132)	
		DEB FINANCED BY	

RECEIVABLES:	7	OTHER PAYROLL DEDUCTIONS (2331)	
CUSTOMERS - VEHICLES (1302)	218,040.4	TOTAL PAYROLL DEDUCTIONS & ACCRUALS (LINES 17 THRU 19)	226,446
CUSTOMERS - SP&A (1304)	119,970.2	CUSTOMER SALES DEPOSITS IN TRUST (2401)	226,446
CLAIMS - WARRANTY - AUDI ADVANTAGE/AUDI CARE (1334)	49,020.12	ACCURED LIABILITIES:	
CLAIMS - WARRANTY - OTHER (1336)	54,068.2	ACCURED COMPENSATION (2501-2509)	130,593.3
CLAIMS - TRANSPORTATION (1338)		ACCURED PAYROLL (2511-2533)	22,409.1
RESERVE - AUDI (1314)	30,379.9	ACCURED PENSION PLAN (2511)	32,669
RESERVE - OTHER (1316)	52,903.2	ACCURED TAXES OTHER THAN PAYROLL (2537)	52,091
OTHER RECEIVABLES / MANUFACTURERS - AUDI (1354)	55,508.2	OTHER ACCURED LIABILITIES (2581-2599)	98,277.9
OTHER RECEIVABLES / MANUFACTURERS - OTHER (1356)	80,024.7	TOTAL ACCRUED LIABILITIES (LINES 23 THRU 27)	219,756.3
RECEIVABLES FROM DEALERSHIPS (1352)		FEDERAL STATE AND LOCAL INCOME TAXES (2601-2605) PRIOR	
		YEARS \$	537,337.41
OTHER RECEIVABLES - OTHER (1392)		TOTAL CURRENT LIABILITIES (LINES 6, 15, 20, 21, 28 & 29)	
LESS - ALLOWANCE FOR DOUBTFUL RECEIVABLES (1398)	2,568.0	LONG-TERM LIABILITIES:	
NET RECEIVABLES (LINES 8 THRU 20)	1,098,528.0	NOTES PAYABLE - BANKS AND FINANCE CO. (LESS CURRENT PORTION) (2801)	
NEW VEHICLES AUDI (1404)	86	NOTES PAYABLE - OWNERS (LESS CURRENT PORTION) (2803) SUB	
NEW VEHICLES OTHER MAKES (AUDI FRAN.) (1402, 1406)	49.6	NOTES PAYABLE - OTHER (LESS CURRENT PORTION) (2805)	
DEMOS - NET (522 MINUS 1429)		NOTES PAYABLE - LEASE VEHICLES (2808)	849,514.8
TOTAL DEMOS		MORTGAGE LOANS PAYABLE (LESS CURRENT PORTION) (2811)	
RENTAL VEHICLES - NET (1424 MINUS 1425)	27.8	RESERVES (2801)	
LIFO RESERVE NEW VEHICLES (1421)			
LIFO RESERVE VEHICLES (OTHER FRAN.) (1423)	86.0	TOTAL LONG-TERM LIABILITIES (LINES 30 & 39)	849,514.8
AUDI CERTIFIED PRE-OWNED (1414)	1	TOTAL LIABILITIES (LINES 30 & 39)	622,888.9
PRE-OWNED AUDI (1418)	87	OWNERS' EQUITY:	
PRE-OWNED VEHICLES OTHER (AUDI FRAN.) (1412, 1418, 1420)	37.8	PREFERRED STOCK (3001)	
PRE-OWNED VEHICLES (OTHER FRAN.) (1419)		COMMON STOCK (3007)	
PRE-OWNED VEHICLES (AUDI FRAN.) (1412, 1418, 1420)		LESS: TREASURY STOCK (3302-3308)	
AUDI CFO (BY AS 094)		TOTAL CAPITAL STOCK OUTSTANDING (LINES 44 THRU 46)	207,581.99
PRE-OWNED AUDI	\$ 59,856.7	ADDITIONAL PAID-IN CAPITAL (3101)	123,093.40
OTHER MAKE AUDI FRAN.	\$ A	RETAINED EARNINGS (3201)	
OTHER MAKE	\$ A	DIVIDENDS DECLARED - CURRENT YEAR (3208)	
OTHER FRAN.	\$ A	PROPRIETOR'S, PARTNER'S OR LLC'S INVESTMENTS (3401)	
PRE-OWNED	\$ A	PROPRIETOR'S, PARTNER'S OR LLC'S WITHDRAWALS - CURRENT YR (3422)	
LIFO RESERVE PRE-OWNED VEHICLES (1415)		CURRENT EARNINGS - BEFORE INCOME TAXES	
TOTAL PRE-OWNED (LINES 28 THRU 31 & 39)	1,851.2	UNITS SOLD	
INVENT. ADJ.	1,185,901.3	JANUARY	47
DESCRIPTION	ACCT	FEBRUARY	48
NEW PARTS & ACC. AUDI	1442	MARCH	30
OTHER PARTS & ACC.	1448	APRIL	30
TIRES	1452	MAY	53
TOTAL PARTS (LINES 39 THRU 41)	326,955.3	JUNE	56
LIFO RESERVE PARTS & ACCESS. (1441)		JULY	64
WORK IN PROCESS - LABOR (1472)		AUGUST	
SUBJECT INVENTORY (1474)		SEPTEMBER	
MISCELLANEOUS INVENTORIES (1480-1489)		OCTOBER	
TOTAL INVENTORIES (LINES 27, 37, 42 & 43 THRU 46)	6,072,621.4	NOVEMBER	
TOTAL INVENTORIES (LINES 27, 37, 42 & 43 THRU 46)	6,072,621.4	DECEMBER	
PREPAID EXPENSES:		TOTAL	328,147.1
PREPAID ADVERTISING (1502)		PROVISION FOR INCOME TAXES	82,278.5
PREPAID INSURANCE (1522)		NET EARNINGS OR (LOSS) (LINE 68 MINUS LINE 69)	
PREPAID RENT (1542)		OWNERS' EQUITY (LINES 47 THRU 52 & 70)	204,063,854
OTHER PREPAID EXPENSES (1562-1592)	908.9		
TOTAL PREPAID EXPENSES (LINES 49 THRU 52)	908.9		
TOTAL CURRENT ASSETS (LINES 6, 21, 47 & 53)	1,535,804.42		

CAPITAL ASSETS:		AMOUNT
LAND		
BUILDINGS & IMPROV.	1702	
LEASEHOLD IMPROV.	1732	
MACHINERY & EQUIP.	1742	
FURNITURE & FIXTURES	1762	
COMPANY VEHICLES	1772	
COMPUTER EQUIPMENT	1786	
OTHER DEPRE. ASSETS	1792	
TOTAL (LINES 54 THRU 60)		2,011,634.0
ACC. DEPN & AMOR		
LAND		
BUILDINGS & IMPROV.	1722	
LEASEHOLD IMPROV.	1732	
MACHINERY & EQUIP.	1742	
FURNITURE & FIXTURES	1762	
COMPANY VEHICLES	1772	
COMPUTER EQUIPMENT	1786	
OTHER DEPRE. ASSETS	1792	
TOTAL (LINES 54 THRU 60)		1,881,540.6

OTHER ASSETS:		
LONG TERM NOTES RECEIVABLE - CUSTOMERS (1602)		
RECEIVABLES - OWNERS, EMPLOYEES AND OTHER (1804)		
FAV RECEIVABLES (1806, 1812)		
LEASE VEHICLES - NET (1832 MINUS 1833)		
INVESTMENTS & ADVANCES - OTHER THAN AUTO BUSINESS (1842)		
INVESTMENTS & ADVANCES - SUBSIDIARY & AFFILIATED COMPANIES (1848)		
CASH SURRENDER VALUE OF LIFE INSURANCE (1852)		
OTHER (1892-1892)		
TOTAL OTHER ASSETS (LINES 60 THRU 76)		92,595,961.1
TOTAL ASSETS (LINES 54, 60 & 77)		2,662,927.43

NET WORKING CAPITAL			
ACTUAL INCLUDING LIFO	\$ 99,865,213	MINIMUM REQUIRED	\$ 16,889,596
10AUG20 12: 00			

UNITS SOLD	AMOUNT
JANUARY	47
FEBRUARY	48
MARCH	30
APRIL	30
MAY	53
JUNE	56
JULY	64
AUGUST	
SEPTEMBER	
OCTOBER	
NOVEMBER	
DECEMBER	
TOTAL	328,147.1

NET EARNINGS OR (LOSS) (LINE 68 MINUS LINE 69)	82,278.5
OWNERS' EQUITY (LINES 47 THRU 52 & 70)	204,063,854
OWNERS' EQUITY MINIMUM REQUIRED	\$
OWNERS' EQUITY PLUS LIFO ADDBACK	\$ 2,040,823,66

TOTAL LIABILITIES AND OWNERS' EQUITY (LINES 41 & 71)	2,662,927.43
OWNERS' EQUITY MINIMUM REQUIRED	\$
OWNERS' EQUITY PLUS LIFO ADDBACK	\$ 2,040,823,66



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STATEMENT OF INCOME AND EXPENSE  
WHOLE DOLLARS ONLY

PAGE 2

LINE NO.	ACST. NO.	DESCRIPTION	TOTAL DEALERSHIP			TOTAL AUDI FRANCHISE			TOTAL OTHER FRANCHISE				
			CURRENT MONTH	%	YEAR-TO-DATE	CURRENT MONTH	%	YEAR-TO-DATE	CURRENT MONTH	%	YEAR-TO-DATE		
1		SALES	4,104,745.0		24,196,895.7		653,964.3		3,405,467.7		34,507,807.2		707,914,280.1
2		OPERATING INCOME (FROM P.O. 3, 4 & 9)	673,218.7	16.4	3,511,698.6	14.5	7,854,233.1	120	3,658,700.0	107	59,468,664.3	151	1,167,167.2
3	01	SALES PERSONS' COMPENSATION	48,578.8	7.2	250,082.6	7.1	909,621.6	116	4,488,133.2	123	39,482,266.4	105	2,013,203.3
4	02	F&I COMPENSATION	14,437.9	2.1	88,063.4	2.5	171,199.2	22	1,134,873.1	31	1,271,180.7	31	7,147.4
5	03	CUSTOMER RELATIONS & ADJUSTMENTS	4,585.3	7.7	34,536.9	10	75,161.0	10	49,342.1	13	383,372.9	27	2,960.2
6	06	DEMONSTRATOR VEHICLE EXPENSE											
7	07	INTEREST - FLOOR PLANNING	7,488.1	1.1	91,076.7	2.6	1,167,015.1	15	13,156,336.3	36	63,211,779.2	4	7,920.4
8	04	FLOOR PLAN ASSISTANCE	9,705.6	1.4	54,911.1	1.6	748,179.5	95	3,875,533.1	106	22,239,162.3	8	1,623,583.8
9	08, 09	DELIVERY EXPENSE	5,230.8	- 8	28,902.6	- 8	90,707.0	- 12	5,720.4	- 16	43,238.8	- 23	1,822.9
10	11	TRANSPORTATION CLAIMS											
11		WARRANTY & PRE-OWNED VEH. GUARANTEE											
12	14	ADVERTISING - LEAD GEN. (MEMBERS ONLINE)	16,027.3	2.4	79,507.1	2.3	251,753.2	32	1,920,943.2	53	13,509,877.2	12	60,297.7
13	15	ADVERTISING - EVENT, PROMOTIONAL											
14		TOTAL SELLING EXP. (LINES 1 THRU 13)	76,181.0	1.1	459,373.0	1.3	686,353.5	87	4,905,424.2	134	69,317,541.0	14	1,188.4
15	21	SALARIES - OWNERS											
16	22	COMPENSATION - SUPERVISION	10,939.5	1.5	569,825.6	1.6	1,886,762.4	240	9,222,292.2	252	87,131,947.5	16	4,759,964.6
17	23	SALARIES & WAGES - CLERICAL	8,833.3	1.3	62,203.8	1.8	1,125,314.1	14	7,872,266.2	22	7,708,054.3	17	3,312.7
18	24	SALARIES & WAGES - OTHER	27,190.5	4.0	196,119.2	5.6	2,683,334.2	34	22,822,596.2	62	245,092,175.2	16	2,933.3
19	25	COMPENSATION - SPECIALISTS	4,462.5	6.6	26,939.7	7.7	69,264.8	88	3,642,921.0	100	37,691,233.1	19	705.5
20	29	ABSENTEE VACATION & HOLIDAY PAY	1,173.2	1.7	5,180.8	1.5	14,433.1	18	60,133.1	16	102,895.5	20	4,579.5
21	31	WORKERS' COMPENSATION INSURANCE											
22	32	PAYROLL TAXES	2,266.6	3.4	14,082.1	4.0	36,782.2	47	2,046,355.6	56	18,988,844.2	22	2,035,822.2
23	33	PENSION											
24	38, 39	OTHER EMPLOYEE EXPENSES / BENEFITS	12,157.6	1.8	80,938.6	2.3	164,912.1	21	1,098,000.3	30	10,508,470.0	24	1,862.4
25		TOTAL EMP. EXP. (LINES 15 THRU 24)	233,201.7	3.4	1,380,638.4	3.9	3,637,124.6	463	19,761,299.5	540	196,630,511.8	25	3,025.5
26	41	COMEBACKS											
27	42	SUPPLIES AND SMALL TOOLS	10,309.0	- 1.5	44,799.0	- 1.3	1,980.1	- 2.5	52,608.8	- 1.4	83,289.9	- 3.9	5,342.2
28	43	UNIFORMS AND LAUNDRY	1,830.3	3	10,709.1	3	37,803.5	5	1,147.9	3	1,452.3	3	9,582.2
29	44	TRAINING	2,632.9	4	17,737.7	5	16,152.2	2	2,355.2	6	2,471.4	6	15,378.5
30	45	COMPANY VEHICLES - EXPENSES	1,230.8	2	8,133.3	2	9,161.1	1	602.5	2	1,139.2	2	7,530.8
31	46	VEHICLE LOANERS - EXPENSES	20,666.3	3.1	178,930.7	5.1	4,272,054.2	54	31,218.2	85	163,943,147.7	31	2,725.5
32	47	FREIGHT, EXPRESS AND CARTAGE	2,212.4	3	24,224.7	7	869.1	1	2,567.1	7	2,125.5	7	2,165.7
33	49	CONSULTING & GROUP MANAGEMENT FEES	168		666								
34	50	OTHER DEPREC. ASSETS - EXPENSES											
35	51	DATA PROCESSING EXPENSES	16,761.9	2.5	116,551.9	3.3	1,739.3	22	12,432.4	34	15,022.6	34	1,195.5
36	52	POSTAGE, STATIONERY & OFF SUPPLIES	695.3	1	6,482.6	2	280.3	4	1,973.9	5	4,150.0	5	4,508.7
37	53	TELEPHONE	169		1,486.1		3.3		2.0		1.6		1,464.1
38	54, 55	TRAVEL AND ENTERTAINMENT	2,556		7,024.8				8,899		2,556		6,134.9
39	55	MEMBERSHIP DUES & SUBSCRIPTIONS	1,200.2	2	6,876.8	2	432.1	1	4,616.1	1	11,570.0	1	6,415.2
40	54	PROFESSIONAL FEES	89		674								674.0
41	55	CONTRIBUTIONS	3,001		21,002	1	375		2,371	1	2,626		1,863.1
42	56	BAD DEBTS	1,321.5	2	14,890.5	4	10,321.1	13	50,611.1	14	2,894	14	9,294.4
43	58	MISCELLANEOUS EXPENSES	17,974.9	2.7	96,177.3	2.7	32,449.4	41	17,234.4	47	147,300	43	7,894,293.4
44		TOTAL SEMI-FIXED EXP. (LINES 26 THRU 43)	56,815.8	8.4	416,777.7	12.7	3,930,512.0	120	70,942.5	194	474,253	44	37,572.4
45	61	HEAT, LIGHT, POWER & WATER	14,323.6	2.1	61,057.7	1.7	2,266.0	29	1,154.8	32	12,057.6	45	4,909.6
46	82	RENT	55,758.9	8.3	390,394.9	11.1	8,779.1	112	61,197.3	167	469,798	46	329,197.6
47	83	AMORTIZATION - LEASEHOLD IMPROV.											
48	84	REPAIRS & MAINT. - OWN & LEASED PROPERTY	5,242.0	8	33,679.5	10	660.2	8	60,989	17	458.18	48	2,580.6
49	85	DEPRECIATION - BUILDINGS & IMPROV.											
50	86	INSURANCE - BUILDINGS & IMPROV.	129,313	19	893,437	2.6	10,448	13	72,186	20	1,188,655	50	82,125.1
51	82	INSURANCE - OTHER	7,590	1	10,071				155		7,590		9,161.5
52	87	REAL ESTATE TAXES	11,445.5	1.7	79,613.5	2.3	12,980	17	84,439	23	101,475	52	7,169.6
53	93	TAXES - OTHER	2,627.2	4	20,064.6	6	348.0	4	2,505.3	7	22,792	53	17,593.3
54	88	MORTGAGE INTEREST											
55	61	DEPRECIATION - EQUIPMENT & FIXTURES	9,284.3	1.4	63,841.7	1.8	15,157	19	10,463.2	29	77,686	55	53,378.5
56	52	EQUIPMENT RENTAL	6,496		52,769	2			455		6,496		5,231.4
57	53	REPAIRS & MAINT. - EQUIPMENT	6,297	1	46,583	1	365		4,387	1	59.32		4,219.6
58		TOTAL FIXED EXPENSES (LINES 44 THRU 57)	113,651.1	1.6	748,937.9	2.3	15,948.3	203	107,975.0	295	977,028	58	640,962.9
59		TOTAL OPER. EXPENSES (LINES 15 THRU 58)	479,849.6	7.1	3,035,670.0	8.6	68,573.5	873	425,584.6	1,163	4,112,761	59	2,610,824.4
60		NET OPERATING PROFIT (OPERATING INCOME LESS OPERATING EXPENSES)	193,379.1	2.8	481,319.7	1.3	9,968.8	127	5,971.46	- 163	18,341.03	60	54,103.43
61	91, 90	BUSINESS FUNDAMENTALS BONUS	11,421.1	1.7	58,243.1	1.7	1,142.1	145	58,243.1	159			
62	91, 70	LONG TERM BONUS			1,259.7				1,259.7	3			
63	91, 71	OWN THE FUTURE BONUS			7,000				7,000	- 2			
64	61, 62	SALES BONUS	3,541.7	5	18,967.6	5	3,541.7	45	18,967.6	52			
65	91, 73	AUDI SPORT & E-TRON BACK END BONUS			1,318.1				1,318.1	4			
66	91, 44	CPO BONUS	3,541.7	5	18,967.6	5	3,541.7	45	18,967.6	52			
67	91, 53	CAD SALES BONUS	2,117.8	3	12,283.2	3	2,117.8	27	12,283.2	34			
68	91, 60	AUDI CERTIFIED EXCELLENCE (A.C.E)	2,195.9	3	9,320.4	3	2,195.9	28	9,320.4	25			
69	91, 43	MARKETING BONUS			383.2				383.2	1			
70	91, 43	AFTERSALES BONUS			- 9,380				- 9,380	- 3			
71	91, 54	TOP PERFORMERS BONUS											
72	61, 72	TBA											
73	61, 55	TBA											
74		OTHER INCOME & (DEDUCTIONS) - NET	3,170.5	4.7	22,629.5	6.3	4,416.8	57	3,133.28	86	27,240.7	74	19,129.7
75		TOTAL NET PROFIT BEFORE BONUS & TAX (LINES 60 THRU 74)	247,899.8	3.6	823,054.1	2.34	37,248.8	474	90,723.1	248	210,615.10	75	732,331.0
76		OWNERS' BONUSES											
77	95, 04	OWNERS' LIFE INSURANCE PREMIUMS											
78	95, 22	EMPLOYEES' BONUSES			2,670								
79		TOTAL OTHER COMP. & LIFE INCS. (LINES 76 THRU 78)			2,670								
80		PROVISION FOR INCOME TAX - CURRENT YEAR (LINES 75 THRU 79)	247,900.9	3.6	822,787.4	2.34							
81	97, 02	NET PROFIT (LINE 80 MINUS 81)			822,787.4	2.34							
82			247,900.9	3.6	822,787.4	2.34							



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STATEMENT OF INCOME AND EXPENSE  
WHOLE DOLLARS ONLY

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LINE NO.	ACCT NO.	DESCRIPTION	AUDI FRANCHISE NEW			OTHER FRANCHISE NEW			AUDI FRANCHISE USED			OTHER FRANCHISE USED		
			CURRENT MONTH	YEAR-TO-DATE	%	CURRENT MONTH	YEAR-TO-DATE	%	CURRENT MONTH	YEAR-TO-DATE	%	CURRENT MONTH	YEAR-TO-DATE	%
1		SALES	3822147	19267639		1505754	892453691		1577847	8794562		1293853	275680095	
2		OPERATING INCOME (FROM PG 8 & 7)	118434	375487	19	1271595	5236314		165741	688312	78	1561967	7475538	
3	01	SALESPERSON'S COMPENSATION	46346	231741	6.17	216159	1076398		44616	217072	3.15	178667	975615	
4	02	FAI COMPENSATION	8348	6696	1.78	59864	392801		8851	46791	6.8	71316	374346	
5	03	CUSTOMER RELATIONS & ADJUSTMENTS		9515	2.5	4059	12209		60	3676	5	2117	33061	
6	06	DEMONSTRATOR VEHICLE EXPENSE												
7	07	INTEREST - FLOOR PLANNING	6203	95092	2.53	40588	610989		51467	36471	5.3	22623	168215	
8	04	FLOOR PLAN ASSISTANCE	74817	387553	10.32	22239	162358							
9	08, 09	DELIVERY EXPENSE	- 3370	- 24663	- 6.6	- 18642	- 100097		- 5700	- 32541	- 4.7	- 24596	- 131725	
10	11	TRANSPORTATION CLAIMS												
11	12	WARRANTY & PRE-OWNED VEH. GUARANTEE												
12	14	ADVERTISING - MEDIA (FROM NEWS-PAPER ADV.)												
13	15	ADVERTISING - EVENT, PROMOTIONAL												
14		TOTAL SELLING EXP. (LINES 3 THRU 15)	- 3501	97834	2.61	352497	2072216		60897	335332	4.87	279842	1589984	
15	21	SALARIES - OWNERS												
16	22	COMPENSATION - SUPERVISION	67157	323906	8.63	318757	1637193		34382	191376	2.78	164109	854386	
17	23	SALARIES & WAGES - CLERICAL	4167	29201	7.8	27548	192601		1563	10950	1.6	10330	72225	
18	24	SALARIES & WAGES - OTHER	3896	32247	8.6	26385	193580		2543	21163	3.1	15993	121119	
19	25	COMPENSATION - SPECIALISTS												
20	29	ABSENTEE VACATION & HOLIDAY PAY	667	2955	8	12483	81024		440	1948	3	5425	37475	
21	31	WORKERS' COMPENSATION INSURANCE												
22	32	PAYROLL TAXES	9045	51306	13.7	39391	253599		6048	31555	4.6	23275	145453	
23	33	PENSION		491	1.1		10015			327			5165	
24	36, 39	OTHER EMPLOYEE EXPENSES/BENEFITS	3332	22925	6.1	23374	147489		2001	13742	2.0	12950	84247	
25		TOTAL EMP. EXP. (LINES 16 THRU 24)	88264	463031	12.33	447938	2515501		46977	271061	3.94	232082	1320470	
26	41	COMEBACKS												
27	42	SUPPLIES AND SMALL TOOLS	- 1791	14894	4.0	14199	134417		- 142	6426	9	6543	58957	
28	43	UNIFORMS AND LAUNDRY				1687	17517					581	4165	
29	44	TRAINING	646	8880	2.4	5276	50377		242	3580	5	1799	16622	
30	45	COMPANY VEHICLES - EXPENSES		154		- 36	1094					4	333	
31	46	VEHICLE LOANERS - EXPENSES	12764	93443	24.9	44984	438071		10637	78119	1.13	37053	359127	
32	47	FREIGHT, EXPRESS AND CARTAGE				5370	34993					2701	16989	
33	40	CONSULTING & GROUP MANAGEMENT FEES												
34	50	OTHER DEPREC. ASSETS - EXPENSES												
35	51	DATA PROCESSING EXPENSES	5721	40681	10.8	50228	339497		2357	16688	2.4	19871	133973	
36	52	POSTAGE, STATIONERY & OFF. SUPPLIES	1194	7980	2.1	1536	16811		511	3222	5	576	6343	
37	53	TELEPHONE												
38	54, 56	TRAVEL AND ENTERTAINMENT		2358	1.6	1266	11558			494	1	287	5533	
39	55	MEMBERSHIP DUES & SUBSCRIPTIONS	37	317	1	469	2082		14	119		574	2150	
40	94	PROFESSIONAL FEES												
41	95	CONTRIBUTIONS		150		930	6720		56	383	1	338	2768	
42	96	BAD DEBTS		10559		45391	87642							
43	99	MISCELLANEOUS EXPENSES	12977	59338	15.8	48302	261454		7171	34322	5.0	24566	143280	
44		TOTAL SEMI-FIXED EXP. (LINES 26 THRU 43)	43257	274374	7.31	185216	1402525		20846	143448	2.08	94907	750139	
45	81	HEAT, LIGHT, POWER & WATER	9064	46187	12.3	38857	162886		3399	17334	2.5	14922	64684	
46	82	RENT	35116	244789	65.2	170100	1188587		13169	91796	13.3	63788	445720	
47	83	AMORTIZATION - LEASEHOLD IMPROV.												
48	84	REPAIRS & MAINT.-OWN & LEASED PROPERTY	3720	23211	6.2	14756	87708		545	11272	1.6	5104	33989	
49	85	DEPRECIATION - BUILDINGS & IMPROV.												
50	86	INSURANCE - BUILDINGS & IMPROV.	2936	20283	5.4	31812	219794		1360	9396	1.4	14354	99175	
51	92	INSURANCE - OTHER		62			- 8338			23			248	
52	97	REAL ESTATE TAXES	5192	33775	9.0	40590	285360		1947	12666	1.8	15221	107010	
53	93	TAXES - OTHER	1402	10035	2.7	8824	70337		525	3769	5	3247	26092	
54	98	MORTGAGE INTEREST												
55	91	DEPRECIATION - EQUIPMENT & FIXTURES	6063	41853	11.1	30986	212217		2274	15695	2.3	11582	79581	
56	92	EQUIPMENT RENTAL		182			1968			68			738	
57	93	REPAIRS & MAINT. - EQUIPMENT	84	275	1	960	3249		32	103		360	1218	
58		TOTAL FIXED EXP. (LINES 46 THRU 57)	63577	420652	11.20	336785	2223768		23251	162122	2.36	128578	858455	
59		TOTAL OPER. EXP. (LINES 14, 25, 44, & 58)	191597	1258891	33.45	1322436	8214010		151971	911963	13.25	735409	4519048	
60		NET OPERATING PROFIT (LINE 2 THRU 59)	- 73163	- 880404	- 23.45	- 508441	- 2977696		13770	- 223651	- 3.25	828558	2956490	
61		AUDI CERTIFIED EXCELLENCE (A.C.E.)												
62		YTD												
63		DOLLARS												
64		UNITS												
65		PARTICIPATING DEALER DISCOUNTS												
66		CFO SALES BONUS												



STATEMENT OF INCOME AND EXPENSE  
WHOLE DOLLARS ONLY

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LINE NO.	DESCRIPTION	AUDI FRANCHISE SERVICE		OTHER FRANCHISE SERVICE		AUDI FRANCHISE PARTS		OTHER FRANCHISE PARTS	
		CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE
1	SALES (FROM PG 9)	497115	2675520	22431921	3257462	642534	3316956	3026896	18222055
2	OPERATING INCOME (FROM PG 9)	322450	1690145	1444700	8181825	178798	904756	960537	5566971
3				632				273	
4									
5	CUSTOMER RELATIONS & ADJUSTMENTS	7456	36117	27939	202504		34	-1191	650
6									
7									
8									
9									
10	TRANSPORTATION CLAIMS								
11	WARRANTY & PRE-OWNED VEH. GUARANTEE								
12	ADVERTISING - MEDIA (TV, RADIO, NEWSPAPER ONLINE)	2444	13961	18512	125561	1339	7264	10163	64570
13	ADVERTISING - EVENT, PROMOTIONAL								
14	TOTAL SELLING EXP. (LINES 3 THRU 13)	9900	50078	46451	328165	1339	7298	8972	65220
15				30				8	
16	SALARIES - OWNERS								
17	COMPENSATION - SUPERVISION	57675	251782	201617	1132024	29462	155228	172	154781
18	SALARIES & WAGES - CLERICAL	2605	18251	17217	120376	2918	20324	22	18498
19	SALARIES & WAGES - OTHER	15588	146569	136403	949839	4786	28280	31	33889
20	COMPENSATION - SPECIALISTS	45338	223855	238837	1337945	23926	140437	155	107889
21	ABSENTEE VACATION & HOLIDAY PAY	12891	53733	57916	252439	435	1497	2	2775
22	WORKERS' COMPENSATION INSURANCE								
23	PAYROLL TAXES	17773	99309	87787	527733	3916	22465	25	18421
24	PENSION								
25	OTHER EMPLOYEE EXPENSES / BENEFITS	9620	62702	49834	327369	1538	10431	12	7570
26	TOTAL EMP. EXP. (LINES 15 THRU 24)	161490	861900	789611	4683510	66981	380137	420	343823
27	COMEBACKS								
28	SUPPLIES AND SMALL TOOLS	18271	81075	119909	730296	597	7147	8	6006
29	UNIFORMS AND LAUNDRY	3727	11141	810	50296	53	338	1921	13905
30	TRAINING	404	7080	3823	40386	323	4012	4	12398
31	COMPANY VEHICLES - EXPENSES	433	2843	5222	35686	483	2970	3	6121
32	VEHICLE LOANERS - EXPENSES	12937	93648	79895	624002	6382	46372	52	1578
33	FREIGHT, EXPRESS AND CARTAGE								
34	CONSULTING & GROUP MANAGEMENT FEES			1798	13105	869	25626	28	8310
35	OTHER DEPRE. ASSETS - EXPENSES			109	433				59
36	DATA PROCESSING EXPENSES	4874	37034	39843	266931	4441	29921	33	36596
37	POSTAGE, STATIONERY & OFF. SUPPLIES	610	4940	1059	11042	488	3597	4	806
38	TELEPHONE	23	154	136	903	10	66		13738
39	TRAVEL AND ENTERTAINMENT			620	23675		730	1	383
40	MEMBERSHIP DUES & SUBSCRIPTIONS	363	2578	8110	29054	18	1602	2	2417
41	PROFESSIONAL FEES			20	173				13
42	CONTRIBUTIONS	94	548	563	3953	75	510	1	450
43	BAD DEBTS	119	3682	32	12256	119	1838	2	6067
44	MISCELLANEOUS EXPENSES	6245	50592	32617	231358	6056	28092	31	35322
45	TOTAL SEMI-FIXED EXP. (LINES 28 THRU 43)	11320	138482	62748	612957	18482	153121	169	106313
46	HEAT, LIGHT, POWER & WATER	5665	28867	32286	127822	4532	23093	26	23070
47	RENT	21948	152993	106313	742867	17558	122395	135	85050
48	AMORTIZATION - LEASEHOLD IMPROV.								
49	REPAIRS & MAINT. - OWN & LEASED PROPERTY	1610	16384	17589	90949	727	10122	11	6752
50	DEPRECIATION - BUILDINGS & IMPROV.								
51	INSURANCE - BUILDINGS & IMPROV.	3648	25206	36855	254635	2504	17301	19	25605
52	INSURANCE - OTHER			7590	17675		31		331
53	REAL ESTATE TAXES	3245	21110	25369	177498	2596	16888	19	20295
54	TAXES - OTHER	852	6239	5061	41093	701	5010	6	4099
55	MORTGAGE INTEREST								
56	DEPRECIATION - EQUIPMENT & FURNITURE	3789	26158	19304	132635	3031	20926	23	15443
57	EQUIPMENT RENTAL			5639	40313		91		1049
58	REPAIRS & MAINTENANCE - EQUIPMENT	207	3872	4132	26434	42	137		2676
59	TOTAL FIXED EXP. (LINES 45 THRU 57)	40964	280982	260138	1651921	31691	215994	239	180794
60	TOTAL OPER. EXP. (LINES 14, 25, 41, & 59)	223674	1331442	1158948	7276553	118493	756550	836	639902
61	NET OPERATING PROFIT (LINE 2 MINUS 59)	98776	358703	212	285752	1540272	60305	148206	164
62	INTEREST EARNED	130768	793413						
63	GAIN ON DISPOSAL OF ASSETS								
64	CASH DISCOUNTS EARNED								
65	ASS - PARTS & SERVICE INITIATION								
66	ASS - MOBILITY SUBSIDY								
67	LICENSE & DOC FEES - AUDI	135525	830660						
68	LICENSE & DOC FEES - OTHER								
69	LEASE VEHICLES								
70	RENTAL VEHICLES								
71	RESERVE/HOLDBACK/BONUS - OTHER								
72	AUDI MISCELLANEOUS INCOME	6480	62342						
73	OTHER MISCELLANEOUS INCOME	236915	1645912						
74	NON-TAXED SALES								
75	TOTAL (LINE 62 THRU 74)	509688	3332327						
76	OTHER								
77	TOTAL (LINE 62 THRU 76)								
78	INTEREST EXPENSE - OTHER								
79	CREDIT CARD EXPENSE								
80	BANK CHARGES								
81	LOSS ON DISPOSAL OF ASSETS								
82	CASH DISCOUNTS ALLOWED								
83	AMORTIZATION - ORG. EXPENSE								
84	LEASE VEHICLES								
85	RENTAL VEHICLES								
86	CASUALTY LOSSES								
87	AUDI MISCELLANEOUS DEDUCTIONS								
88	OTHER MISCELLANEOUS DEDUCTIONS								
89	NON-TAXED SALES (CONTRA)								
90	TOTAL (LINE 82 THRU 89)								





**GROSS PROFIT ANALYSIS**  
WHOLE DOLLARS ONLY

**CURRENT MONTH**

**YEAR - TO - DATE**

LINE	ACCT.	CURRENT MONTH				YEAR - TO - DATE			
		UNITS	SALES	GROSS PROFIT	P/NVR	UNITS	SALES	GROSS PROFIT	P/NVR
1	4025	3	116080	21	7	15	550998	14757	984
2	4030								
3	4016								
4	4021								
5	4127	10	391007	- 6517	- 652	49	1878608	75434	1539
6	4033								
7	4022								
8	4002	3	133894	- 1728	- 576	19	774969	25564	1345
9	4026								
10	4121								
11	4153	3	192091	3380	1127	11	627574	30842	2804
12	4003	4	239277	17038	4260	14	723729	8914	637
13	4174	1	47030	- 2196	2196	10	464917	12452	1245
14	4031								
15	4152	1	75295	3840	3840	5	369060	11803	2361
16	4004	1	107565	6884	6884	17	1141300	43905	2583
17	4032	2	97630	- 647	- 324	3	147070	- 2714	905
18	4124					3	248780	12443	4148
19	4040	2	158185	8356	4178	8	601618	23601	2950
20	4162	12	585690	- 2412	- 201	60	2888739	- 38283	638
21	4280								
22	4015	5	348527	16484	3297	14	911839	12383	885
23	4023								
24	4186	5	305171	146	29	17	1098488	45741	2691
25	4044					1	67991	- 1174	1174
26	4160	1	95785	10119	10119	3	266232	14735	4912
27	4256								
28	4170					4	310475	3930	983
29	4050								
30	4136					2	201240	- 531	266
31	4014								
32	4048								
33	4179	6	387652	- 9960	1660	43	2847625	- 3016	70
34	4051								
35	4029	1	92100	3382	3382	11	834231	27024	2457
36	4054								
37	4055								
38	4011	1	70000	- 3583	3583	3	224342	- 9131	3044
39	4012								
40	4255								
41	4196					3	446489	14836	4945
42	4048								
43	4194	1	155145	- 4433	4433	2	352340	13298	6649
44	4177								
45	4147								
46	4024								
47	4168					1	61105	1660	1660
48	4169								
49	4183								
50	4145								
51	4041	2	130045	- 5208	2604	10	733251	- 8255	826
52	4043								
53	4042								
54	4037								
55	4193								
56	4186, 4189								
57	5185								
58	(LINES 1 THRU 57)	64	3728169	26463	413	328	18773010	- 115864	- 353
59	4187								
60	9160	54				281		364061	1110
61	4016								
62	4181	28	51472	14459	226	176	277661	100421	306
63	4182	44	42506	6434	101	223	216968	26869	82
64	9462								
65	5198								
66	(LINES 58 THRU 65)	64	3822147	118434	1851	328	19267639	375487	1145
67	4191								
68	9161								
69	4019								
70	4195								
71	9463								
72	5196								
73	(LINES 66 THRU 73)	64	3822147	118434	1851	328	19267639	375487	1145
74	(LINES 66 AND 73)	75							
75	4199	235	14623997	700005	2979	1471	90149552	2163429	1471
76	9166	339		388249	1652	1973		2028706	1379
77	4020								
78	4166	230	433551	183341	780	1291	2304139	1044179	710
79	9461								
80	5197								
81	(LINES 74 AND 81)	235	15057548	1271595	5411	1471	92453691	5236314	3560
82	(LINES 74 AND 81)	299	18879695	1390029	4649	1799	111721330	5611801	3119

NEW VEHICLES



GROSS PROFIT ANALYSIS

WHOLE DOLLAR ONLY

CURRENT MONTH

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LINE	ACCT.	UNITS	SALES	GROSS PROFIT	GROSS PUVR	RECON	RECON	RECON	GP NET	PUVR NET	LINE
A3 / S3	1	4600									1
RS 3	2	4601	50890	5665	5665	2306	2306	2306	3359	3359	2
A4 / S4	3	4602	119289	23418	5855	5768	1442	17650	4413	4413	3
A4 ALLROAD	4	4604									4
C3	5	4603									5
A5 / S5 COUPE, CABRIOLET & SPORTBACK	6	4605	75150	7900	3950	3991	1996	3909	1955	1955	6
RS 5 COUPE, CABRIOLET & SPORTBACK	7	4607									7
Q5 / SQ5	8	4609	101627	14060	4687	13180	4393	880	293	293	8
A6 / S6	9	4610	83678	9966	4983	4202	2101	5764	2882	2882	9
A6 ALLROAD	10	4650									10
RS 6 AVANT	11	4651									11
A7 / S7	12	4611	40658	7420	7420	1852	1852	5568	5568	5568	12
RS 7	13	4612									13
Q7 / SQ7	14	4613									14
Q8 / SQ8	15	4619									15
RS Q8	16	4652									16
A8 / S8	17	4614									17
R8 COUPE / R8 SPYDER	18	4615									18
TT / TTS COUPE & ROADSTER	19	4616									19
TT RS COUPE / TT RS ROADSTER	20	4618									20
e-Iron quattro	21	4648									21
e-Iron SPORTBACK	22	4649									22
SUBTOTAL AUDI CPO VEHICLES (LINES 1 THRU 22)	23		471292	68429	5264	31299	2408	37130	2856	2856	23
A3 / S3	24	4621	74557	3947	1316			3947	1316	1316	24
RS 3	25	4622									25
A4 / S4	26	4623									26
A4 ALLROAD	27	4625									27
Q3	28	4624	27620	6885	6885	1901	1901	4984	4984	4984	28
A5 / S5 COUPE, CABRIOLET & SPORTBACK	29	4627	53710	7154	3577	1462	731	5692	2846	2846	29
RS 5 COUPE, CABRIOLET & SPORTBACK	30	4628									30
Q6 / S6	31	4630	271943	27718	3465	10199	1275	17519	2190	2190	31
A6 / S6	32	4631	128946	12065	3016	9213	2303	2852	713	713	32
A6 ALLROAD	33	4645									33
RS 6 AVANT	34	4647									34
A7 / S7	35	4632	65036	- 39	- 39	766	766	- 805	- 805	- 805	35
RS 7	36	4633									36
Q7 / SQ7	37	4634	242501	28479	5696	11970	2394	16509	3302	3302	37
Q8 / SQ8	38	4640									38
RS Q8	39	4653									39
A8 / S8	40	4635	38780	5605	5605	4256	4256	1349	1349	1349	40
R8 COUPE / R8 SPYDER	41	4636									41
TT / TTS COUPE & ROADSTER	42	4637									42
TT RS COUPE / TT RS ROADSTER	43	4639									43
e-Iron quattro	44	4643									44
e-Iron SPORTBACK	45	4644									45
SUBTOTAL APO VEHICLES (LINES 24 THRU 45)	46		903093	91814	3673	39767	1591	52047	2082	2082	46
SUBTOTAL TOTAL AUDI PRE-OWNED VEHICLES (LINE 23-46)	47		1374385	160243	4217	71066	1870	89177	2347	2347	47
CERTIFIED PRE-OWNED VEHICLES											
AUDI FRAN: AUDI - F&I INCOME - CPO	48	ACCT		SALES		GROSS PROFIT		PUVR			48
AUDI FRAN: AUDI - F&I AFTERMARKET - CPO	49	9164									49
AUDI FRAN: AUDI - F&I AFTERMARKET - CPO	50	4202									50
AUDI FRAN: AUDI - AUDI CARE/SERVICE CONTRACTS - CPO	51	4289									51
AUDI FRAN: AUDI F&I INCOME - APO	52	9165	44					34419	1377	52	52
AUDI FRAN: AUDI - F&I AFTERMARKET - APO	53	4203	16	13080				12756	510	53	53
AUDI FRAN: AUDI - AUDI CARE/SERVICE CONTRACTS - APO	54	4280	39	50417				5837	233	54	54
AUDI FRAN: AUDI - WHOLESALE - TAPO	55	4291	23	139965				23552	1024	55	55
SUBTOTAL TOTAL AUDI PRE-OWNED (LINES 49 THRU 55)	56		61	1577847				165741	2717	56	56
AUDI FRAN: OTHER PRE-OWNED (OPO)	57	4204									57
AUDI FRAN: OTHER PRE-OWNED (OPO) RECON	58	5205									58
AUDI FRAN: OTHER PRE-OWNED (OPO) - NET	59										59
AUDI FRAN: OTHER MAKES (OPO) - F&I INCOME	60	9162									60
AUDI FRAN: OTHER MAKES (OPO) - F&I AFTERMARKET	61	4207									61
AUDI FRAN: OPO - SERVICE CONTRACTS	62	4298									62
AUDI FRAN: OPO - WHOLESALE	63	4209									63
SUBTOTAL AF: OPO - PRE-OWNED VEHICLES (LINES 59 THRU 63)	64										64
AUDI FRAN: TAPO - INVENTORY ADJUSTMENTS	65	5292									65
AUDI FRAN: TAPO - REPOSESSION LOSSES	66	9464									66
AUDI FRAN: TAPO - COST OF SALES ADJUSTMENT LIFO	67	5298									67
SUBTOTAL AF: TAPO ADJ (LINES 65 THRU 67)	68										68
AUDI FRAN: OPO - INVENTORY ADJUSTMENTS	69	5272									69
AUDI FRAN: OPO - REPOSESSION LOSSES - PO	70	9467									70
AUDI FRAN: OPO - COST OF SALES ADJUSTMENT LIFO - PO	71	5299									71
SUBTOTAL AF: OPO - VEH ADJ (LINES 69 THRU 71)	72										72
TOTAL AUDI FRAN: PRE-OWNED VEH (LINES 56, 64, 66, 72)	73		61	1577847				165741	2717	73	73
OTHER FRAN: RETAIL	74	4285	361	10832632				1493371	4137	74	74
OTHER FRAN: RETAIL RECONDITIONING	75	5286						482249	- 1336	75	75
SUBTOTAL OTHER FRAN PRE-OWNED RETAIL VEH. (LINES 74 - 75)	76		361	10832632				101122	2801	76	76
OTHER FRAN: WHOLESALE	77	4293	113	1556150				98872	875	77	77
OTHER FRAN: INVENTORY ADJUSTMENTS	78	5294									78
OTHER FRAN: F&I INCOME	79	9163	288					199146	552	79	79
OTHER FRAN: F&I AFTERMARKET	80	4210									80
OTHER FRAN: SERVICE CONTRACTS	81	4285	242	549750				252827	700	81	81
OTHER FRAN: REPOSESSION LOSSES	82	9465									82
OTHER FRAN: COST OF SALES ADJUSTMENT LIFO	83	5296									83
TOTAL OTHER FRANCHISE USED VEHICLE (LINES 76 THRU 83)	84		474	12938532				1561967	3295	84	84
TOTAL PRE-OWNED VEHICLE (LINES 73 PLUS 84)	85		535	14516379				1727708	3229	85	85
TOTAL VEHICLE (PAGE 6 LINE 82 PLUS PAGE 7 LINE 65)	86		834	33396074				3117137	3738	86	86



GROSS PROFIT ANALYSIS

YEAR-TO-DATE

LINE	ACCT.	UNITS	SALES	GROSS PROFIT	GROSS PUVR	RECON	RECON PUVR	GP NET	PUVR NET	LINE
AUDI CPO VEHICLES										
A3 / S3	1	4800	174544	25069	3134	22058	2757	3011	376	1
RS 3	2	4601	50890	5665	5665	2306	2306	3359	3359	2
A4 / S4	3	4892	598116	95282	4537	42899	2043	52383	2494	3
A4 ALLROAD	4	4804								4
Q3	5	4803	49039	3814	1907	4519	2260	- 705	- 353	5
A5 / S5 COUPE, CABRIOLET & SPORTBACK	6	4806	119150	10625	3542	6901	2300	3724	1241	6
RS 5 COUPE, CABRIOLET & SPORTBACK	7	4607	134367	12467	6234	3059	1530	9408	4704	7
Q5 / SQ5	8	4609	597465	64400	3578	53494	2972	10906	606	8
A6 / S6	9	4610	678688	84980	5311	31619	1976	53361	3335	9
A6 ALLROAD	10	4650								10
RS 6 AVANT	11	4651								11
A7 / S7	12	4611	207425	17962	4491	7827	1957	10135	2534	12
RS 7	13	4612								13
Q7 / SQ7	14	4613	486136	41041	4104	21874	2187	19167	1917	14
Q8 / SQ8	15	4619								15
RS Q8	16	4652								16
A8 / S8	17	4614	68911	1469	735	8470	4235	- 7001	- 3501	17
R8 COUPE / R8 SPYDER	18	4615	149805	- 5470	- 5470	1812	1812	- 7282	- 7282	18
T1 / TTS COUPE & ROADSTER	19	4616								19
TT RS COUPE / TT RS ROADSTER	20	4618								20
e-tron quattro	21	4646								21
e-tron SPORTBACK	22	4649								22
SUBTOTAL AUDI CPO VEHICLES (LINES 1 THRU 22)										
A3 / S3	23	4621	3314536	357304	4060	206838	2350	150466	1710	23
RS 3	24	4622	519023	- 7793	- 354			- 7793	- 354	24
A4 / S4	25	4622								25
A4 / S4	26	4623	298776	39606	3301	33369	2781	6237	520	26
A4 ALLROAD	27	4625	59897	6872	2291	6098	2033	774	258	27
Q3	28	4624	199328	27179	3397	17931	2241	9248	1156	28
A5 / S5 COUPE, CABRIOLET & SPORTBACK	29	4627	463114	62920	3933	26225	1639	36695	2293	29
RS 5 COUPE, CABRIOLET & SPORTBACK	30	4628								30
Q5 / SQ5	31	4630	1096455	102465	2928	47930	1369	54535	1558	31
A6 / S6	32	4631	402041	40299	2879	31424	2245	8875	634	32
A6 ALLROAD	33	4645								33
RS 6 AVANT	34	4647								34
A7 / S7	35	4632	347111	25381	3173	18184	2273	7197	900	35
RS 7	36	4633								36
Q7 / SQ7	37	4634	775115	71731	3261	44364	2017	27367	1244	37
Q8 / SQ8	38	4640	60750	1475	1475	1533	1533	- 58	- 58	38
RS Q8	39	4653								39
A8 / S8	40	4635	167260	22660	5665	11196	2799	11464	2866	40
R8 COUPE / R8 SPYDER	41	4636								41
T1 / TTS COUPE & ROADSTER	42	4637								42
TT RS COUPE / TT RS ROADSTER	43	4639								43
e-tron quattro	44	4643								44
e-tron SPORTBACK	45	4644								45
SUBTOTAL APO VEHICLES (LINES 24 THRU 45)										
SUBTOTAL AUDI PRE-OWNED VEHICLES (LINE 23-46)										
CERTIFIED PRE-OWNED VEHICLES										
AUDI FRAN: AUDI - F&I INCOME - CPO	48	ACCT	48	SALES						48
AUDI FRAN: AUDI - F&I INCOME - CPO	49	9164	49							49
AUDI FRAN: AUDI - F&I AFTERMARKET - CPO	50	4282	50							50
AUDI FRAN: AUDI - AUDI CARE/SERVICE CONTRACTS - CPO	51	4289	51							51
AUDI FRAN: AUDI F&I INCOME - APO	52	9165	52	268			209507		1445	52
AUDI FRAN: AUDI - F&I AFTERMARKET - APO	53	4293	53	92	73232		64102		442	53
AUDI FRAN: AUDI - AUDI CARE/SERVICE CONTRACTS - APO	54	4280	54	178	249180		41474		286	54
AUDI FRAN: AUDI - WHOLESALE - TAPO	55	4291	55	115	768744		68222		593	55
SUBTOTAL TOTAL AUDI PRE-OWNED (LINES 49 THRU 55)										
AUDI FRAN: OTHER PRE-OWNED (OPO)	56	4204	56	348	8794562		688312		1978	56
AUDI FRAN: OTHER PRE-OWNED (OPO) RECON	57	5205	57							57
AUDI FRAN: OTHER PRE-OWNED (OPO) - NET	58	5205	58							58
AUDI FRAN: OTHER PRE-OWNED (OPO) - NET	59		59							59
AUDI FRAN: OTHER MAKES (OPO) - F&I INCOME	60	9162	60							60
AUDI FRAN: OTHER MAKES (OPO) - F&I AFTERMARKET	61	4207	61							61
AUDI FRAN: OPO - SERVICE CONTRACTS	62	4208	62							62
AUDI FRAN: OPO - WHOLESALE	63	4208	63							63
SUBTOTAL APO - PRE-OWNED VEHICLES (LINES 56 THRU 63)										
AUDI FRAN: TAPO - INVENTORY ADJUSTMENTS	64		64							64
AUDI FRAN: TAPO - REPOSESSION LOSSES	65	5292	65							65
AUDI FRAN: TAPO - COST OF SALES ADJUSTMENT LIFO	66	9464	66							66
SUBTOTAL APO - TAPO ADJ (LINES 65 THRU 67)										
AUDI FRAN: OPO - INVENTORY ADJUSTMENTS	68		68							68
AUDI FRAN: OPO - REPOSESSION LOSSES - PO	69	5272	69							69
AUDI FRAN: OPO - COST OF SALES ADJUSTMENT LIFO - PO	70	9467	70							70
AUDI FRAN: OPO - COST OF SALES ADJUSTMENT LIFO - PO	71	5299	71							71
SUBTOTAL APO - VEH ADJ (LINES 69 THRU 71)										
TOTAL AUDI FRAN: PRE-OWNED VEH (LINES 56, 64, 66, 72)	72		72							72
TOTAL AUDI FRAN: RETAIL	73		73	348	8794562		688312		1978	73
OTHER FRAN: RETAIL	74	4295	74	2229	61700680		7646981		3431	74
OTHER FRAN: RETAIL RECONDITIONING	75	5286	75							75
SUBTOTAL OTHER FRAN PRE-OWNED RETAIL VEH. (LINES 74 - 75)										
OTHER FRAN: WHOLESALE	76		76	2229	61700680		4627220		2076	76
OTHER FRAN: INVENTORY ADJUSTMENTS	77	4293	77	711	10451848		105312		148	77
OTHER FRAN: INVENTORY ADJUSTMENTS	78	5294	78							78
OTHER FRAN: F&I INCOME	79	9163	79	1892						79
OTHER FRAN: F&I AFTERMARKET	80	4210	80							80
OTHER FRAN: SERVICE CONTRACTS	81	4295	81	1592	3527567		1580350		709	81
OTHER FRAN: REPOSESSION LOSSES	82	9465	82							82
OTHER FRAN: COST OF SALES ADJUSTMENT LIFO	83	5296	83					10036		83
TOTAL OTHER FRANCHISE USED VEHICLE (LINES 76 THRU 83)	84		84	2940	75680095		7475538		2543	84
TOTAL PRE-OWNED VEHICLE (LINES 73 PLUS 84)	85		85	3288	84474657		8163850		2483	85
TOTAL VEHICLE (PAGE 8 LINE 82 PLUS PAGE 8 LINE 65)	86		86	5087	196195987		13775651		2708	86



**GROSS PROFIT ANALYSIS**  
WHOLE DOLLARS ONLY

**CURRENT MONTH**

**YEAR - TO - DATE**

LINE	ACCT.	ROs	SALES	GROSS PROFIT	GP %	ROs	SALES	GROSS PROFIT	GP %	LINE
<b>SERVICE - GENERAL</b>										
1	4411	737	207362	149299	7200	3977	1031358	713512	6918	1
AUDI FRANK AUDI - MECHANICAL LABOR - CUSTOMER										
2	4413	453	56220	43629	7760	2936	302478	234206	7743	2
AUDI FRANK AUDI - MECH. LABOR - WARRANTY										
3	4417	256	52799	42316	8015	1511	310932	244202	7854	3
AUDI FRANK AUDI - MECH. LABOR - AUDI ADVANTAGE/AUDI CARE										
4	4415	231	131259	90075	6862	1898	733817	490953	6690	4
AUDI FRANK AUDI - MECH. LABOR - INTERNAL										
5	4426	1677	447640	325319	7267	10322	2378585	1682873	7075	5
SUBTOTAL AUDI FRANK AUDI - MECH. LABOR (LINES 1 THRU 4)										
6	4427									6
AUDI FRANK AUDI - EXECUTIVE SERVICE - MECH. LABOR - CUSTOMER										
7	4427									7
AUDI FRANK AUDI - EXECUTIVE SERVICE - MECH. LABOR - WARRANTY										
8	4428									8
AUDI FRANK AUDI - EXECUTIVE SERVICE - MECH. LABOR - AUDI ADVANTAGE/AUDI CARE										
9	4429									9
AUDI FRANK AUDI - EXECUTIVE SERVICE - MECH. LABOR - INTERNAL										
10										10
SUBTOTAL AUDI FRANK EXEC. SERVICE - MECH. LABOR (LINES 6 THRU 9)										
11	1677		447640	325319	7267	10322	2378585	1682873	7075	11
TOTAL AUDI FRANK AUDI MECH. LABOR (LINES 1-10)										
12	4412									12
AUDI FRANK OTHER MAKES - MECHANICAL LABOR - CUSTOMER										
13	4414									13
AUDI FRANK OTHER MAKES - MECHANICAL LABOR - WARRANTY										
14	4419									14
AUDI FRANK OTHER MAKES - MECHANICAL LABOR - MATERIAL										
15										15
SUBTOTAL AUDI FRANK OTHER MAKES - MECH. LABOR (LINES 12 THRU 14)										
16	5416			15979	- 357			46026	- 194	16
AUDI FRANK AUDI - UNAPPLIED SERVICE LABOR										
17	4421, 4451	1677	497115	322450	6486	10322	2675520	1690145	6317	17
AUDI FRANK AUDI - OTHER SHOP MATERIAL/GAS, OIL AND GREASE										
18	4423									18
AUDI FRANK AUDI - EXPRESS GAS, OIL, GREASE										
19	4481, 4483, 4485	3890	117855	874312	7417	22188	6856524	4935643	7198	19
AUDI FRANK AUDI - SUBLET REPAIRS - SERVICE										
20	5420	1219	179279	124162	6926	7701	1190823	768936	6457	20
AUDI FRANK OTHER MAKES - UNAPPLIED SERVICE LABOR										
21	4422, 4452	919	536526	414215	7720	5357	3227155	2506429	7767	21
AUDI FRANK OTHER MAKES - OTHER SHOP MATERIAL/GAS, OIL AND GREASE										
22	4424									22
AUDI FRANK OTHER MAKES - EXPRESS GAS, OIL, GREASE										
23	4487, 4489, 4489	6028	1894660	1412689	7456	35246	11274502	8211008	7283	23
AUDI FRANK OTHER MAKES - SUBLET REPAIRS - SERVICE										
24										24
TOTAL AUDI FRANK SERVICE GENERAL (LINES 16 THRU 23)										
25	4401, 4431	3890	117855	874312	7417	22188	6856524	4935643	7198	25
OTHER FRANK MECHANICAL LABOR - CUSTOMER										
26	4403, 4433	1219	179279	124162	6926	7701	1190823	768936	6457	26
OTHER FRANK MECHANICAL LABOR - WARRANTY										
27	4405, 4435	919	536526	414215	7720	5357	3227155	2506429	7767	27
OTHER FRANK MECHANICAL LABOR - INTERNAL										
28										28
OTHER FRANK TOTAL MECH. LABOR (LINES 24 THRU 27)										
29	5418									29
OTHER FRANK UNAPPLIED SERVICE LABOR										
30	4441, 4461		148886	64793	4352		881180	378807	4299	30
OTHER FRANK OTHER SHOP MATERIAL/GAS, OIL AND GREASE										
31	4425									31
OTHER FRANK OTHER - EXPRESS GAS, OIL, GREASE										
32	4492, 4494, 4495									32
OTHER FRANK SUBLET REPAIRS - SERVICE										
33		6028	2243192	1444700	6440	35246	13257462	8816825	6650	33
TOTAL OTHER FRANK SERVICE GENERAL (LINES 28 THRU 32)										
34		7705	2740307	1767150	6449	4568	15932982	10506970	6594	34
TOTAL SERVICE - GENERAL (LINES 24 PLUS 33)										
35	4711									35
AUDI FRANK AUDI - PAA - GENERAL R.O. - CUSTOMER										
36	4713									36
AUDI FRANK AUDI - PAA - GENERAL R.O. - WARRANTY										
37	4717									37
AUDI FRANK AUDI - PAA - GENERAL R.O. - AUDI ADVANTAGE/AUDI CARE										
38	4715									38
AUDI FRANK AUDI - PAA - GENERAL R.O. - INTERNAL										
39	4741									39
AUDI FRANK AUDI - PAA - PAB R.O. - CUSTOMER										
40	4743									40
AUDI FRANK AUDI - PAA - PAB R.O. - WARRANTY										
41	4745									41
AUDI FRANK AUDI - PAA - PAB R.O. - INTERNAL										
42			281474	100206	3560		1479888	525351	3550	42
SUBTOTAL AUDI FRANK AUDI PARTS & ACC.										
43	4762									43
AUDI FRANK AUDI - PAA - EXECUTIVE SERVICE - GENERAL R.O. - CUSTOMER										
44	4763									44
AUDI FRANK AUDI - PAA - EXECUTIVE SERVICE - GENERAL R.O. - WARRANTY										
45	4784									45
AUDI FRANK AUDI - PAA - EXECUTIVE SERVICE - GENERAL R.O. - AUDI ADVANTAGE/AUDI CARE										
46	4765									46
AUDI FRANK AUDI - PAA - EXECUTIVE SERVICE - GENERAL R.O. - INTERNAL										
47	4766									47
AUDI FRANK AUDI - PAA - EXECUTIVE SERVICE - PAB R.O. - CUSTOMER										
48	4767									48
AUDI FRANK AUDI - PAA - EXECUTIVE SERVICE - PAB R.O. - WARRANTY										
49	4768									49
AUDI FRANK AUDI - PAA - EXECUTIVE SERVICE - PAB R.O. - INTERNAL										
50										50
SUBTOTAL AUDI FRANK AUDI PARTS & ACC. EXECUTIVE SERVICE (LINES 43 THRU 49)										
51			281474	100206	3560		1479888	525351	3550	51
TOTAL AUDI FRANK AUDI PARTS & ACC. (LINES 42 & 50)										
52	4719									52
AUDI FRANK OTHER MAKES - PAA - GENERAL R.O. - CUSTOMER										
53	4721									53
AUDI FRANK OTHER MAKES - PAA - GENERAL R.O. - WARRANTY										
54	4723									54
AUDI FRANK OTHER MAKES - PAA - GENERAL R.O. - INTERNAL										
55	4725									55
AUDI FRANK OTHER MAKES - PAA - PAB R.O. - CUSTOMER										
56	4727									56
AUDI FRANK OTHER MAKES - PAA - PAB R.O. - WARRANTY										
57	4729									57
AUDI FRANK OTHER MAKES - PAA - PAB R.O. - INTERNAL										
58										58
AUDI FRANK TOTAL OTHER MAKES - PARTS & ACC. (LINES 52 THRU 57)										
59	4771	86	10844	4906	4524		26232	11335	4321	59
AUDI FRANK AUDI - PAA - COUNTER - RETAIL										
60	4773, 4775	449	11601	4319	3723	429	48318	16690	3454	60
AUDI FRANK AUDI - PAA - COUNTER - WHOLESALE										
61	4765	138	257456	56781	2205	2684	1323770	281145	2124	61
AUDI FRANK AUDI - INVENTORY ADJUSTMENT - NEW PAA										
62	5793									62
AUDI FRANK AUDI - COST OF SALES ADJUSTMENT										
63	5798									63
AUDI FRANK AUDI - COST OF SALES ADJUSTMENT LIFO (LINES 59 THRU 62)										
64										64
SUBTOTAL AUDI FRANK AUDI - AUDI PARTS & ACCS (LINES 51 THRU 63)										
65	4772		350216	73686	2104		1810836	368070	2033	65
AUDI FRANK OTHER MAKES - PAA - COUNTER - RETAIL										
66	4774, 4776									66
AUDI FRANK OTHER MAKES - PAA - COUNTER - WHOLESALE										
67	4787									67
AUDI FRANK OTHER MAKES - TRRES - GENERAL R.O.										
68	5794									68
AUDI FRANK OTHER MAKES - INVENTORY ADJUSTMENT - NEW PAA										
69	5799									69
AUDI FRANK OTHER MAKES - COST OF SALES ADJUSTMENT LIFO										
70										70
SUBTOTAL AUDI FRANK OTHER MAKES - AUDI PARTS & ACCS (LINES 64 THRU 69)										
71										71
SUBTOTAL AUDI FRANK OTHER MAKES - AUDI PARTS & ACC. (LINES 64 THRU 69)										
72	4701, 4731, 4751		642534	178798	2783		3316956	904756	2728	72
OTHER FRANK PAA GENERAL PAB R.O. - CUSTOMER										
73	4703, 4733, 4753		841345	312932	3719		4835307	1746032	3611	73
OTHER FRANK PAA GENERAL PAB R.O. - WARRANTY										
74	4705, 4735, 4755		563001	169836	3017		3209309	1033731	3221	74
OTHER FRANK PAA GENERAL PAB R.O. - INTERNAL										
75	4707, 4737, 4757		267799	66937	2500		1485715	355657	2394	75
OTHER FRANK PAA GENERAL PAB R.O. - INTERNAL										
76	4709, 4739, 4759	3097	1090634	352191	3229	19356	6983491	2121567	3038	76
OTHER FRANK PAA COUNTER - RETAIL/WHOLESALE										
77	4786	450	264117	38545	1459	2748	1708233	247117	1447	77
OTHER FRANK TRRES - GENERAL R.O.										
78	5795									78
OTHER FRANK INVENTORY ADJUSTMENT - PARTS & ACC.										
79	5797									79
OTHER FRANK COST OF SALES ADJUSTMENT LIFO (LINES 72 THRU 75)										
80			3026896	960537	3173		18222055	5566971	3055	80
TOTAL OTHER FRANK TOTAL PARTS & ACC.										
81			3669430	1139335	3105		21539011	6471727	3005	81
TOTAL PARTS & ACC. (LINES 71 PLUS 79)										
82			1139649	501248	4398		5992476	2594901	4330	82
TOTAL AUDI SERV. PAB, PARTS & ACC. (PAGE 1 LINES 21 THRU 30, PAGE 9 LINES 1-10)										
83			7651376	3614550	4724		45772970	21394216	4674	83
TOTAL SERV. PAB, PARTS & ACC. (LINES 31 THRU 30, PAGE 9 LINES 1-10)										
			41047450	6732287	1640		241968957	35169867	1453	84
GRAND TOTAL (LINE 82 PLUS PAGES 1, 9 & 10)										

**PARTS & ACCESSORIES**

