



	New Finance				New Sub Prime				New Cash				New Lease				Total New				Target	Fleet				Status	#	Gross
	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	%	Total\$	#	%	\$/per			
# of Deals		178				0				61				74				313					4			Cancelled	2	\$285.00
Contracts	\$10,923	178	100%	\$61	\$0	0			\$0	0			\$0	74	100%	\$0	\$10,923	252	81%	\$43	77%	\$0	1	25%	\$0	Delivered	523	\$938,455.97
Life	\$2,797	4	2%	\$699	\$0	0			\$0	0			\$728	1	1%	\$728	\$3,525	5	2%	\$705	4%	\$0	0	0%		Contracts	365	
A&H	\$6,263	6	3%	\$1,044	\$0	0			\$0	0			\$552	2	3%	\$276	\$6,815	8	3%	\$852	6%	\$0	0	0%		Life	10	
VRC	\$0	0	0%		\$0	0			\$0	0			\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		A&H	16	
Warranty	\$102,747	65	37%	\$1,581	\$0	0			\$20,448	13	21%	\$1,573	\$1,500	1	1%	\$1,500	\$124,695	79	25%	\$1,578	23%	\$0	0	0%		VRC	0	
Chemical	\$52,509	63	35%	\$833	\$0	0			\$11,168	16	26%	\$698	\$6,241	15	20%	\$416	\$69,918	94	30%	\$744	24%	\$0	0	0%		Warranty	190	
Core \$\$	\$175,239			\$984	\$0				\$31,616			\$518	\$9,021			\$122	\$215,876			\$690	\$564	\$0				Chemical	107	
Etch	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		Etch	0	
Road Hazard	\$13,165	40	22%	\$329	\$0	0			\$3,629	15	25%	\$242	\$1,570	6	8%	\$262	\$18,364	61	19%	\$301	28%	\$0	0	0%		Road Hazard	104	
Access	(\$1,558)	6	3%	(\$260)	\$0	0			(\$200)	1	2%	(\$200)	\$0	0	0%		(\$1,758)	7	2%	(\$251)	0%	\$0	0	0%		Access	13	
AUTOGUARD	\$8,214	14	8%	\$587	\$0	0			\$378	2	3%	\$189	\$2,745	5	7%	\$549	\$11,337	21	7%	\$540	10%	\$0	0	0%		AUTOGUARD	40	
KEY FOB	\$7,282	16	9%	\$455	\$0	0			(\$51)	1	2%	(\$51)	\$10,967	8	11%	\$1,371	\$18,198	25	8%	\$728	10%	\$0	0	0%		KEY FOB	36	
KIA WEAR	\$58,603	60	34%	\$977	\$0	0			\$6,291	8	13%	\$786	\$50,083	44	59%	\$1,138	\$114,977	112	36%	\$1,027	42%	\$0	0	0%		KIA WEAR	130	
REPLACEMENT	\$28,429	80	45%	\$355	\$0	0			\$4,976	15	25%	\$332	\$8,613	26	35%	\$331	\$42,019	121	39%	\$347	46%	\$240	1	25%	\$240	REPLACEMENT	177	
VLPP	\$38,304	38	21%	\$1,008	\$0	0			\$1,000	1	2%	\$1,000	\$8,207	9	12%	\$912	\$47,511	48	15%	\$990	15%	\$0	0	0%		VLPP	55	
INCLUDED ITEMS	\$2,716	12	7%	\$226	\$0	0			(\$94)	1	2%	(\$94)	\$1,500	1	1%	\$1,500	\$4,122	14	4%	\$294	0%	\$0	0	0%		INCLUDED ITEMS	25	
Air/Doc	\$49,752	175	98%	\$284	\$0	0			\$16,745	59	97%	\$284	\$19,950	70	95%	\$285	\$86,447	304	97%	\$284	90%	\$285	1	25%	\$285	Air/Doc	571	
Total \$\$	\$380,147			\$2,136	\$0			\$64,290			\$1,054	\$112,655			\$1,522	\$557,092			\$1,780	\$1,742	\$525				\$131			

	Used Finance				Used Sub Prime				Used Cash				Used Lease				Total Used				Target	Lease Buyout				Older Units			
	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	%	Total\$	#	%	\$/per	Total\$	#	%	\$/per
# of Deals		88				0				122				0				210					20				49		
Contracts	\$89,290	88	100%	\$1,015	\$0	0			\$0	0			\$0	0			\$89,290	88	42%	\$1,015	55%	\$8,352	10	50%	\$835	\$3,480	14	29%	\$249
Life	\$2,034	5	6%	\$407	\$0	0			\$0	0			\$0	0			\$2,034	5	6%	\$407	13%	\$0	0	0%		\$0	0	0%	
A&H	\$3,175	7	8%	\$454	\$0	0			\$0	0			\$0	0			\$3,175	7	8%	\$454	13%	\$0	0	0%		\$186	1	7%	\$186
VRC	\$0	0	0%		\$0	0			\$0	0			\$0	0			\$0	0	0%		0%	\$0	0	0%		\$0	0	0%	
Warranty	\$99,198	58	66%	\$1,710	\$0	0			\$51,097	34	28%	\$1,503	\$0	0			\$150,295	92	44%	\$1,634	44%	\$10,150	8	40%	\$1,269	\$14,279	11	22%	\$1,298
Chemical	\$2,601	9	10%	\$289	\$0	0			\$726	4	3%	\$181	\$0	0			\$3,327	13	6%	\$256	5%	\$0	0	0%		\$0	0	0%	
Core \$\$	\$196,298			\$2,231	\$0				\$51,822			\$425	\$0				\$248,120			\$1,182	\$963	\$18,502			\$925	\$17,945			\$366
Etch	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0			\$0	0	0%		0%	\$0	0	0%		\$0	0	0%	
Road Hazard	\$5,237	23	26%	\$228	\$0	0			\$2,094	18	15%	\$116	\$0	0			\$7,331	41	20%	\$179	32%	\$0	0	0%		\$516	2	4%	\$258
Access	(\$501)	3	3%	(\$167)	\$0	0			\$0	0	0%		\$0	0			(\$501)	3	1%	(\$167)	0%	\$1,000	1	5%	\$1,000	(\$680)	2	4%	(\$340)
AUTOGUARD	\$5,836	14	16%	\$417	\$0	0			\$37	2	2%	\$18	\$0	0			\$5,873	16	8%	\$367	10%	\$0	0	0%		\$533	3	6%	\$178
KEY FOB	\$3,183	8	9%	\$398	\$0	0			(\$139)	3	2%	(\$46)	\$0	0			\$3,044	11	5%	\$277	10%	\$0	0	0%		\$0	0	0%	
KIA WEAR	\$6,758	9	10%	\$751	\$0	0			\$1,542	5	4%	\$308	\$0	0			\$8,301	14	7%	\$593	7%	\$1,207	2	10%	\$603	\$567	2	4%	\$283
REPLACEMENT	\$8,943	31	35%	\$288	\$0	0			\$6,322	20	16%	\$316	\$0	0			\$15,265	51	24%	\$299	25%	\$1,243	4	20%	\$311	\$0	0	0%	
VLPP	\$7,000	7	8%	\$1,000	\$0	0			\$0	0	0%		\$0	0			\$7,000	7	3%	\$1,000	19%	\$0	0	0%		\$0	0	0%	
INCLUDED ITEMS	\$2,142	8	9%	\$268	\$0	0			(\$324)	3	2%	(\$108)	\$0	0			\$1,818	11	5%	\$165	0%	\$0	0	0%		\$0	0	0%	
Air/Doc	\$24,510	86	98%	\$285	\$0	0			\$32,939	116	95%	\$284	\$0	0			\$57,449	202	96%	\$284	100%	\$4,845	17	85%	\$285	\$13,395	47	96%	\$285
Total \$\$	\$259,406			\$2,948	\$0			\$94,293			\$773	\$0			\$353,700			\$1,684	\$1,639	\$26,797	\$1,340	\$32,277			\$659				

	Chem Pkgs	Paint		Fabric		Rust		C.C. Module		UC	
		#	%	#	%	#	%	#	%	#	%
New	94	70	74%	35	37%	31	33%	0	0%	60	64%
Used	13	7	54%	2	15%	6	46%	0	0%	7	54%
Overall	107	77	72%	37	35%	37	35%	0	0%	67	63%

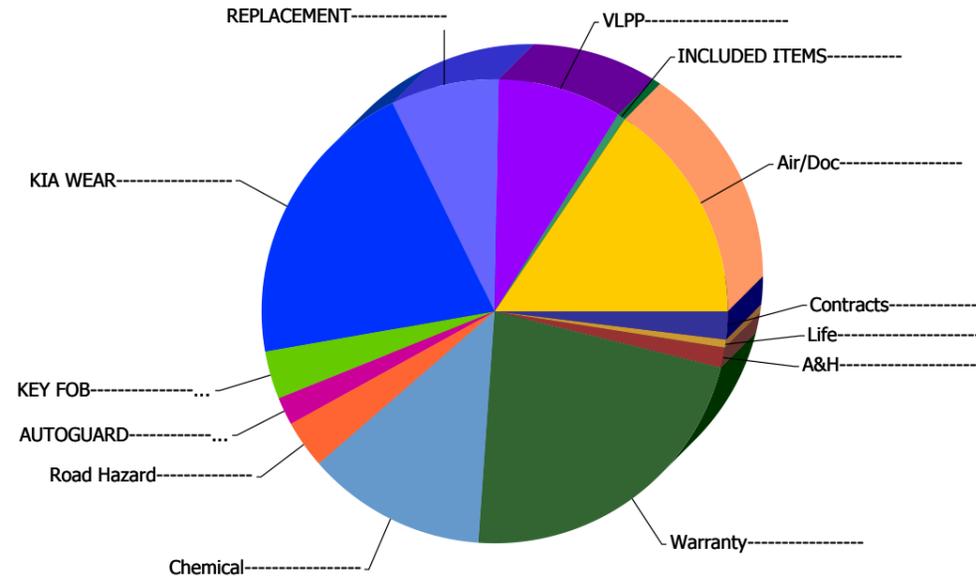
	# of Deals	Core \$	Total \$	\$/Unit	Target	Exceeding By
New/Used/LB	523	\$482,497.62	\$937,588.58	\$1,792.71	\$859,902.00	\$77,686.58
New/Used/LB/Older/Fleet	576	\$500,443.02	\$970,390.09	\$1,684.71		

Report Disclaimer: Lease Buyout dollars are included but not # of deals.



New Income Distribution (Gross \$)

Contracts	\$10,923
Life	\$3,525
A&H	\$6,815
VRC	\$0
Warranty	\$124,695
Chemical	\$69,918
Etch	\$0
Road Hazard	\$18,364
AUTOGUARD	\$11,337
KEY FOB	\$18,198
KIA WEAR	\$114,977
REPLACEMENT	\$42,019
VLPP	\$47,511
INCLUDED ITEMS	\$4,122
Air/Doc	\$86,447



Used Income Distribution (Gross \$)

Contracts	\$89,290
Life	\$2,034
A&H	\$3,175
VRC	\$0
Warranty	\$150,295
Chemical	\$3,327
Etch	\$0
Road Hazard	\$7,331
AUTOGUARD	\$5,873
KEY FOB	\$3,044
KIA WEAR	\$8,301
REPLACEMENT	\$15,265
VLPP	\$7,000
INCLUDED ITEMS	\$1,818
Air/Doc	\$57,449

