

INFINITI 2020 FINANCIAL STATEMENT

DEALER NAME AND ADDRESS:
INFINITI OF SAN JOSE
SAN JOSE, CA 95136

DEALER NO.: **71535**
 DISTRICT: **3**
 REGION: **92**

PREPARED BY:
 STMT PERIOD: **10/31/2020**

LINE NO.	CURRENT ASSETS		ACCT. NO.	AMOUNT	CURRENT LIABILITIES		ACCT. NO.	AMOUNT	LINE NO.				
1	On Hand		2000 2010	1420	Trade Creditors		3000	82171	1				
2	In Bank		2020	- 257017	Vehicle Lien Payoff		3030	48442	2				
3	Contracts in Transit		2050	713261	Customer Deposits		3040		3				
4	Marketable Securities		2600		License Fees		3050	32685	4				
5	TOTAL CASH, CONTRACTS & SECURITIES		(LINES 1 TO 4)	457664	TOTAL ACCOUNTS PAYABLE		(LINES 1 TO 4)	163298	5				
6	Vehicle Accounts		2100	207785	New Vehicles & Demonstrators		3100	1841976	6				
7	Service, Parts & Body Shop Accts.		2200	53657	Used Vehicles		3120	8499704	7				
8	TOTAL CUSTOMER RECEIVABLES		(LINES 6 & 7)	261442	Rental Vehicles		3170		8				
9	Less Allowance for Doubtful Accounts		3500		Owners		3150		9				
10	NET CUSTOMER RECEIVABLES		(LINES 8 & 9)	261442	Other		3190		10				
11	Factory Receivables - Infiniti		2210	96335	Current Amount-Mortgage		3185		11				
12	Warranty Receivables - Infiniti		2220	79944	Current Amount-Long Term Debt		3180		12				
13	Service Contracts Receivable - Infiniti		2225	2156	TOTAL NOTES PAYABLE		(LINES 6 TO 12)	10341680	13				
14	Factory Receivables - Other Makes		2215		ACCRUED LIABILITIES				14				
15	Warranty Receivables - Other Makes		2230		Interest		3200		15				
16	Service Contracts Receivable - Other Makes		2235		Payroll		3210	16996	16				
17	TOTAL FACTORY RECEIVABLES		(LINES 11 TO 16)	178435	Insurance		3220		17				
18	TOTAL RECEIVABLES		(LINES 10 & 17)	439877	Taxes-Other than Payroll, Sales, Income		3230		18				
19	Demos Infiniti	Units	2300		Taxes-Sales		3240	241577	19				
20	New Car Infiniti	Units	10	2310	457393	Taxes-Payroll		3250		20			
21	New SUV/CUV - Infiniti	Units	28	2320	1438918	Income Taxes-Previous Year		3260		21			
22	Total New Vehicle Infiniti		Units	38	1896311	Income Taxes-Current Year		3270		22			
23	Demos Other Makes	Units	2330		Bonuses-Employees		3280		23				
24	New Vehicle - Other Makes	Units	2340		Bonuses-Owners		3290		24				
25	SUB TOTAL NEW VEHICLES		(LINES 22 TO 24)	1896311	Pension Fund		3300		25				
26	Less LIFO Reserve - New Vehicle		2410		Reserve for Repossession Losses		3310		26				
27	TOTAL NEW VEHICLES		Units	38	1896311	Other		3320	966090	27			
28	Used Vehicle - Infiniti	Units	210	2370	5805839	TOTAL ACCRUED LIABILITIES		(LINES 15 TO 27)	1224663	28			
29	Used Vehicle - Infiniti Certified	Units	11	2375	319769	TOTAL CURRENT LIABILITIES		(LINES 5, 13 & 28)	11729641	29			
30	Used Vehicle - Other Makes	Units	103	2380	3108199	LONG TERM DEBT				30			
31	SUB TOTAL USED VEHICLES		(LINES 28 TO 30)	9233807	Mortgages Payable		3400		31				
32	Less LIFO Reserve - Used Vehicle		2415		Officers/Owners		3410	1359330	32				
33	TOTAL USED VEHICLES		(LINES 31 & 32) Units 324 Over 30 Days Units 285	9233807	Company Cars & Service Vehicles		3420		33				
34	Parts, Accessories & Tire Inventories - Infiniti		2420	338695	Other		3430	205875	34				
35	Parts & Accessories - Other Makes		2425		TOTAL LONG TERM DEBT		(LINES 31 TO 34)	1565205	35				
36	SUB TOTAL PARTS AND ACCESSORIES		(LINES 34 & 35)	338695	TOTAL LIABILITIES		(LINES 29 PLUS 35)	BBB 13294846	36				
37	Less LIFO Reserve - Parts & Accessories		2430		NET WORKING CAPITAL - Actual				37				
38	TOTAL PARTS AND ACCESSORIES		(LINES 36 & 37)	338695	\$ 1,299,612		Guide \$		38				
39	Gas, Oil and Grease		2440	1944	PAGE 1, ASSETS LINE 52, ADD BACK LINES 26, 32 & 37, LESS LIABILITIES LINE 29					39			
40	Body Shop Materials		2450		NET CASH - Actual			\$ 1,653,294	40				
41	Sublet Repairs		2460		PAGE 1, ASSETS LINES 5, 18, 25, 31 & 51 LESS LIABILITIES LINES 3, 4, 6, 7 & 8					41			
42	Work in Process		2470	4025	2-MONTH AVERAGE TOTAL EXPENSES			\$ 1,069,153	42				
43	TOTAL OTHER INVENTORIES		(LINES 39 TO 42)	5969	NET CASH OVER (UNDER)			\$ 584,141	43				
44	TOTAL ALL INVENTORIES		(LINES 27, 33, 38 & 43)	11474782	NET WORTH CORPORATION				44				
45	Fin.-Ins.-Serv. Cont. Inc. Rec. - Current		2610	51096	CAPITAL STOCK		3900	50000	47				
46	Prepaid Expenses		2620	605834	PAID IN CAPITAL		3950	750000	48				
47	TOTAL OTHER CURRENT ASSETS		(LINES 45 & 46)	656930	LESS TREASURY STOCK			3960		49			
48	Company Vehicles & Service Loaners	Units	2760		TOTAL CAPITAL STOCK OUTSTANDING		(LINES 47 TO 49)	800000	50				
49	Rental Vehicles	Units	2780		RETAINED EARNINGS		3910	- 24095	51				
50	Less Accum. Depr.-Lease & Rental		3770 3780		LESS DIVIDENDS			172500	52				
51	Total Lease & Rental Vehicle		(LINES 48 TO 50) Units TT03		PROPRIETORSHIP, PARTNER'S or LLC's				53				
52	TOTAL CURRENT ASSETS		(LINES 5, 18, 44, 47 & 51)	13029253	INVESTMENT		3930		54				
53	FIXED ASSETS - AUTO BUSINESS ONLY				LESS WITHDRAWALS		3940		55				
54		ACC. NO.	COST	LESS ACCUMULATED DEPRECIATION	MO.	NEW UNITS		USED RETAIL UNITS		56			
55	LAND	2800				INFINITI	OTHER	INFINITI	CERTIFIED	OTHER	PROFIT OR (LOSS)		
56	BLDG. & IMPROV.	2810 3810			Jan.	19	30	6	74	AA01	46985		
57	MACH. & SHOP EQ.	2820 3820	53968		Feb.	12	44	9	113	AA02	46833		
58	PARTS & ACC. EQ.	2830 3830			Mar.	12	21	12	53	AA03	- 31480		
59	FURN. & FIXTURES	2840 3840	22008		Apr.	3	16	9	52	AA04	- 22719		
60	SERVICE UNITS	2850 3850	22000		May	14	27	12	98	AA05	- 9941		
61	LEASEHOLDS	2860 3860			Jun.	10	42	19	73	AA06	131872		
62	SIGNS	2870 3870			Jul.	19	39	10	49	AA07	163356		
63	TOTAL FIXED ASSETS		(LINES 55 TO 62)	97976	Aug.	10	33	9	35	AA08	90759		
64	Fin.-Ins.-Serv. Cont. Inc. Rec.-Deferred		2890		Sep.	15	44	10	30	AA09	86739		
65	Deposits on Contracts		2900		Oct.	11	41	13	31	AA10	113874		
66	Life Insurance-Cash Value		2910		Nov					AA11			
67	Notes & Accts. Rec.-Officers/Owners		2930		Dec.					AA12			
68	Advances to Employees		2940		Total	125	337	109	608	TT05	616278		
69	Other Notes & Accounts Receivable		2950		Income Taxes Current Year				(PAGE 2 LINE 65)	0990Y			
70	Other Assets		2970	59713	Net Earnings or (Loss)				(LINES 70 MINUS 71)	3990	616278		
71	Other Non-Automotive Assets		2960	1327587	TOTAL NET WORTH		(LINES 50 TO 55 & 72)	CCC	1219683	73			
72	TOTAL OTHER ASSETS		(LINES 64 TO 71)	1387300	TOTAL LIABILITIES & NET WORTH		(Line 36 PLUS 73)	14514529	74				
73	TOTAL NON-CURRENT ASSETS		(LINES 63 & 72)	1485276	Receivables Analysis		ACCT. NO.	TOTAL	CURRENT	31-60	61-90	OVER 90	DOUBTFUL ACCOUNTS
74	TOTAL ASSETS		(LINES 52 & 73)	AAA 14514529	Customer Receivables	2100 2200		261442	222287	18342	6831	13982	
75	Receivables Analysis		ACCT. NO.	TOTAL	Factory Receivables	2210 2215		96335	96335				
76	Customer Receivables		2100 2200	261442	Warranty Receivables	2220 2230		79944	60857	16942		2145	
77	Factory Receivables		2210 2215	96335	Service Contracts Receivable	2225 2235		2156	2156				
78	Warranty Receivables		2220 2230	79944									
79	Service Contracts Receivable		2225 2235	2156									

DEPARTMENTAL INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	TOTAL INCOME AND EXPENSE			A- NEW VEHICLE DEPARTMENT		B- USED VEHICLE DEPARTMENT		LINE NO.
			MONTH	YEAR TO DATE	GP%	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	
1	TOTAL SALES (FROM PAGE 4 TO 6)		4773184	47260450	A	547820	5597400	3360446	34988246	1
2	TOTAL GROSS PROFIT (FROM PAGE 4 TO 6)		638269	5649021	B	- 9847	- 46550	265321	2581004	2
3	Commissions & Incentives	0100	102805	979007	173	10652	188372	28755	306609	3
4	Salaries - Salesperson	0280								4
5	F & I Commissions & Incentives	0090	28484	195775	35	4345	51284	24139	144491	5
6	Delivery Expense	0110	767	30702	5	- 242	8032	1009	22670	6
7	Policy Adjustment	0130	20689	92444	16	473	3569	12386	29842	7
8	Demo Vehicle Expense	0140	833	833		833	833			8
9	Advertising	0150	51100	429342	76	21845	193642	21920	187590	9
10	Advertising Reimbursement / Allowances	0170	- 8700	- 46600	- 8	- 8700	- 46600			10
11	Interest - Floor Plan - Vehicles	0160	43347	470774	83	5731	131413	37616	339361	11
12	Floor Plan Assistance	0180	- 52490	- 127963	23	- 52490	- 127963			12
13	TOTAL VARIABLE SELLING EXPENSE (LINES 3 TO 12)		186835	2024314	358	- 17553	402582	125825	1030563	13
14	Salaries - Owners	0200	8000	29000	5	2800	10150	1600	5800	14
15	Salaries - Supervision	0210	71037	407899	72	16070	87981	13576	86371	15
16	Salaries - Clerical	0220	36558	297755	53	13074	105812	9989	70671	16
17	Other Salaries & Wages	0230	67308	640764	113	8643	85953	8337	71969	17
18	Absentee Wages - Productive Personnel	0240								18
19	Taxes - Payroll	0250	28580	250609	44	10003	87713	5716	50122	19
20	Employee Benefits / Pension Fund / 401K	0260	17489	121538	22	4349	32849	2516	19042	20
21	TOTAL SALARY & WAGE GROUP (LINES 14 TO 20)		228972	1747565	309	54939	410458	41734	303975	21
22	Company Vehicle	0310	916	20706	4	133	1827	76	1044	22
23	Small Tools	0320	236	2382						23
24	Freight & Express	0340	1866	26570	5					24
25	Institutional Advertising	0350								25
26	Stationery & Office Supplies	0360	5686	20423	4	1990	7035	1137	4363	26
27	Supplies & Laundry	0370	5511	108851	19	3179	32379	2331	28400	27
28	Outside Services	0380	18962	155715	28	5562	45686	7256	61441	28
29	Travel & Entertainment	0390	984	9989	2	344	3228	197	1844	29
30	Legal & Auditing	0400	1820	37429	7	637	13100	364	7486	30
31	Communication, Telephone, Internet & Data Processing	0410	22863	244845	43	7762	83460	4435	51504	31
32	Employee Training	0420		811			284		162	32
33	Bad Debts	0430								33
34	Postage & Misc.	0440	1399	37171	7	489	12717	280	7524	34
35	Dues, Subscriptions, Memberships & Contributions	0480	365	6486	1		382		317	35
36	TOTAL SEMI-FIXED EXPENSE GROUP (LINES 22 TO 35)		60608	671378	119	20096	200098	16076	164085	36
37	Rent & Interest - Real Estate Mortgages	0500	73140	703140	124	25128	245628	16512	142512	37
38	Amortization - Leaseholds	0510								38
39	Repair & Maintenance - Real Estate	0520	2838	18273	3	993	6395	568	3655	39
40	Depreciation - Buildings & Improvements	0530								40
41	Insurance - Buildings & Improvements	0540								41
42	Taxes - Real Estate	0550								42
43	Heat, Light, Power & Water	0570	20300	98679	17	7105	40085	4060	18029	43
44	SUBTOTAL-RENT & RENT EQUIVALENT EXP. (LINES 37 TO 43)		96278	820092	145	33226	292108	21140	164196	44
45	Management Fees	0600								45
46	Equipment - Repairs & Rental	0620	5752	51230	9	1547	15809	884	9033	46
47	Depreciation - Other than Buildings & Improvements	0630								47
48	Insurance - Other than Buildings & Improvements	0640	1943	21159	4	263	5993	1680	9021	48
49	Taxes - Other than Real Estate, Payroll & Income	0650	2268	10027	2	678	3394	418	2650	49
50	TOTAL FIXED EXPENSE GROUP (LINES 44 TO 49)		106241	902508	160	35714	317304	24122	184900	50
51	TOTAL FIXED OVERHEAD EXPENSE (LINES 21, 36 & 50)		395821	3321451	588	110749	927860	81932	652960	51
52	TOTAL EXPENSES (LINES 13 & 51)	DDD	582656	5345765	946	93196	1330442	207757	1683523	52
53	DEPT. OPERATING NET PROFIT OR (LOSS) (LINE 2 LESS 52)		55613	303256	54	- 103043	- 1376992	57564	897481	53
54	Documentary Fees	8030	11408	130853	23	340	8075	11068	122778	54
55	Infiniti Standards of Excellence	8160	86443	191074	34	86443	191074			55
56	Misc. Factory Programs	8070		146424	26		146424			56
57	Placeholder	8180								57
58	Dept. OPI/L after Factory Bonus (LINES 53 TO 57)		153464	771607	137	- 16260	- 1031419	68632	1020259	58
59	Net Additions and Deductions to Income (PG 3 LN 68)	TT31	- 39591	- 155325	27					59
60	NET PROFIT-BEFORE BONUSES & INC. TAX (LINES 58 & 59)		113873	616282	109					60
61	LESS - Bonuses - Employees/Owners (LINES 53 TO 57)	0970 0980	- 1	4						61
62	LIFO Adjustments	8080 8580								62
63	Other Makes Net Profit (Loss)	8200								63
64	NET PROFIT (LOSS)-BEFORE INCOME TAXES (LINES 60 LESS 61 PLUS 62 & 63)		113874	616278	109					64
65	LESS Income Taxes	0990								65
66	NET PROFIT (LOSS)-AFTER INCOME TAXES (Line 64 LESS LINE 65)	TT21	113874	616278	109					66

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	C- SERVICE DEPARTMENT		D- PARTS AND ACCESS. DEPT.		E- BODY SHOP DEPT.		LINE NO.
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	
1	TOTAL SALES (FROM PAGE 5 & 6)		356195	2952217	508723	3722587			1
2	TOTAL GROSS PROFIT (FROM PAGE 5 & 6)		232104	2013064	150691	1101503			2
3	Commissions & Incentives	0100	48254	384679	15144	99347			3
4	Salaries - Salesperson	0280							4
5	F & I Commissions & Incentives	0090							5
6	Delivery Expense	0110							6
7	Policy Adjustment	0130	7671	57679	159	1354			7
8	Demo Vehicle Expense	0140							8
9	Advertising	0150	4724	30462	2611	17648			9
10	Advertising Reimbursement / Allowances	0170							10
11	Interest - Floor Plan - Vehicles	0160							11
12	Floor Plan Assistance	0180							12
13	TOTAL VARIABLE SELLING EXPENSE (LINES 3 TO 12)		60649	472820	17914	118349			13
14	Salaries - Owners	0200	2000	7250	1600	5800			14
15	Salaries - Supervision	0210	23769	168787	17622	64760			15
16	Salaries - Clerical	0220	7497	67373	5998	53899			16
17	Other Salaries & Wages	0230	44957	389103	5371	93739			17
18	Absentee Wages - Productive Personnel	0240							18
19	Taxes - Payroll	0250	7145	62652	5716	50122			19
20	Employee Benefits / Pension Fund / 401K	0260	7374	46459	3250	23188			20
21	TOTAL SALARY & WAGE GROUP (LINES 14 TO 20)		92742	741624	39557	291508			21
22	Company Vehicle	0310	95	6172	612	11663			22
23	Small Tools	0320	236	2382					23
24	Freight & Express	0340			1866	26570			24
25	Institutional Advertising	0350							25
26	Stationery & Office Supplies	0360	1422	5014	1137	4011			26
27	Supplies & Laundry	0370	3057	31318	- 3056	16754			27
28	Outside Services	0380	3044	24960	3100	23628			28
29	Travel & Entertainment	0390	246	3073	197	1844			29
30	Legal & Auditing	0400	455	9357	364	7486			30
31	Communication, Telephone, Internet, & Data Processing	0410	5985	62833	4681	47048			31
32	Employee Training	0420		203		162			32
33	Bad Debts	0430							33
34	Postage & Misc.	0440	350	9406	280	7524			34
35	Dues, Subscriptions, Memberships & Contributions	0480	265	3168	100	2619			35
36	TOTAL SEMI-FIXED EXPENSE GROUP (LINES 22 TO 35)		15155	157886	9281	149309			36
37	Rent & Interest - Real Estate Mortgages	0500	17500	175000	14000	140000			37
38	Amortization - Leaseholds	0510							38
39	Repair & Maintenance - Real Estate	0520	709	4568	568	3655			39
40	Depreciation - Buildings & Improvements	0530							40
41	Insurance - Buildings & Improvements	0540							41
42	Taxes - Real Estate	0550							42
43	Heat, Light, Power & Water	0570	5075	22536	4060	18029			43
44	SUBTOTAL-RENT & RENT EQUIVALENT EXP. (LINES 37 TO 43)		23284	202104	18628	161684			44
45	Management Fees	0600							45
46	Equipment - Repairs & Rental	0620	2437	17355	884	9033			46
47	Depreciation - Other than Buildings & Improvements	0630							47
48	Insurance - Other than Buildings & Improvements	0640		3414		2731			48
49	Taxes - Other than Real Estate, Payroll & Income	0650	784	2346	388	1637			49
50	TOTAL FIXED EXPENSE GROUP (LINES 44 TO 49)		26505	225219	19900	175085			50
51	TOTAL FIXED OVERHEAD EXPENSE (LINES 21, 36 & 50)		134402	1124729	68738	615902			51
52	TOTAL EXPENSES (LINES 13 & 51)		195051	1597549	86652	734251			52
53	DEPT. OPERATING NET PROFIT OR (LOSS) (LINE 2 LESS LINE 52)		37053	415515	64039	367252			53
54	Documentary Fees	8030							54
55	Infiniti Standards of Excellence	8160							55
56	Misc Factory Programs	8070							56
57	Placeholder	8180							57
58	Dept. OP/L after Factory Bonus (LINES 53 TO 57)		37053	415515	64039	367252			58
59	ADDITIONS TO INCOME				DEDUCTIONS FROM INCOME				59
60	ACCOUNT	ACCT#	MONTH	YEAR TO DATE	ACCOUNT	ACCT#	MONTH	YEAR TO DATE	60
61	Interest Earned / Cash Discounts	8010			Casualty Losses	8500			61
62	Gain on Disposal of Assets	8020			Interest Paid	8510			62
63	Bad Debts Recovered	8040			Loss on Disposal of Assets	8520			63
64	Rental / Service Loaner Vehicles Income	8090			Credit Card Expense	8530	8992	84564	64
65	Other Income	8050	27800	278657	Rental / Service Loaner Vehicles Expense	8590	19399	187541	65
66	TOTAL (LINES 61 TO 65)	ADAD	27800	278657	Other Deductions	8550	39000	161877	66
67					TOTAL (LINES 61 TO 66)	ADAF	67391	433982	67
68					Net Additions or Deductions (ADDS L. 66 LESS DED L. 67)	TT31	- 39591	- 155325	68

CURRENT MONTH

NEW VEHICLE DEPARTMENTAL SALES GROSS PROFIT

YEAR TO DATE

UNITS	SALES	GROSS PROFIT	GROSS PER UNIT	ACCT. NO.	ACCOUNT NAME	UNITS	SALES	GROSS PROFIT	GROSS PER UNIT	LINE NO.
2	82367	- 5414	2707	4031	Q50 3.0T – Retail	17	689643	- 30931	1819	1
				4023	Q50 Red Sport – Retail			- 635		2
				4080	Q60 Coupe – Retail	7	288689	- 10093	1442	3
				4082	Q60 Coupe Red Sport – Retail					4
				4098	Q70 - Retail					5
				4066	Q70L - Retail					6
				4004	QX30 - Retail					7
		- 23		4003	QX50 – Retail	20	887547	- 19417	971	8
				4033	QX55 – Retail					9
1	45485	- 4329	4329	4064	QX60 – Retail	16	738728	- 32607	2038	10
1	68689	- 465	465	4055	QX80 – Retail	6	382474	- 13785	2298	11
				4016	Non-Current Model – Retail					12
4	196541	- 10231	2558		SUBTOTAL INFINITI VEHICLE - RETAIL (LINES 1 TO 12)	66	2987081	- 107468	1628	13
4	169675	- 11896	2974	4131	Q50 3.0T – Lease	24	904531	- 51384	2141	14
				4123	Q50 Red Sport – Lease					15
				4180	Q60 Coupe – Lease	2	86033	- 5668	2834	16
				4182	Q60 Coupe Red Sport – Lease	2	99212	- 11171	5586	17
				4198	Q70– Lease					18
				4166	Q70L – Lease					19
				4104	QX30 – Lease					20
2	73176	- 6753	3377	4103	QX50 – Lease	15	568634	- 28366	1891	21
				4133	QX55 – Lease					22
				4164	QX60 – Lease	15	679668	- 30261	2017	23
1	78838		5	4155	QX80 – Lease	1	78838	5	5	24
				4116	Non-Current Model – Lease					25
7	321689	- 18644	2663		SUBTOTAL INFINITI VEHICLE - LEASE (LINES 14 TO 25)	59	2416916	- 126845	2150	26
11	518230	- 28875	2625		TOTAL INFINITI RETAIL & LEASE VEH. (LINES 13 & 26)	125	5403997	- 234313	1875	27
				4100	Infiniti - Fleet - Vehicles					28
6	252042	- 17310	2885		SUBTOTAL INFINITI CARS (LINES 1 TO 6 & 14 TO 19)	52	2068108	- 109882	2113	29
5	266188	- 11565	2313		SUBTOTAL INFINITI SUV/CUV (LINES 7 TO 11 & 20 TO 24)	73	3335889	- 124431	1705	30
11	518230	- 28875	2625		TOTAL INFINITI NEW VEHICLES (LINES 27 & 28)	125	5403997	- 234313	1875	31
UNITS	SALES	GROSS PROFIT	GROSS PER UNIT	ACCT. NO.	ACCOUNT NAME	UNITS	SALES	GROSS PROFIT	GROSS PER UNIT	LINE NO.
				4200	Other Makes Vehicles					32
				6300	Incentive Earnings - Other Makes					34
				4205	Other Makes Fleet Cars and Trucks					35
					TOTAL OTHER MAKES - NEW (LINES 33 TO 35)					36
9		5594	509	6310	Finance Reserve Inc. - New Infiniti Vehicle	109		83928	671	37
3	10590	4941	449	4280	Infiniti Service Contracts Sls - New Infiniti Vehicle	21	67879	35209	282	38
				4285	Other Service Contracts Sls - New Infiniti Vehicle					39
2	1790	1382	126	4260	GAP Sales - New Infiniti Vehicles	16	14120	10856	87	40
14	17210	8907	810	4230	Maintenance Contract Sales - New Infiniti Vehicle	76	104322	58275	466	41
				4210	All Other F&I Products - New Infiniti Vehicle	11	7082	5146	41	42
		1796		6340	Less Fin., Ins. & Svc. Cont. Adj. - New Infiniti Vehicle			5651		43
28	29590	19028	1730		SUBTOTAL F&I / SVC. CONT. INC. - NEW INFINITI (LINES 37 TO 43)	233	193403	187763	1502	44
				6330	Finance Reserve Inc. - New Other Makes Vehicles					45
				4290	Other Service Contracts Sls - New Other Makes Vehicles					46
				4270	GAP Sales - New Other Makes Vehicles					47
				4235	Maintenance Contract Sales - New Other Makes Vehicles					48
				4250	All Other F&I Products - New Other Makes Vehicles					49
				6345	Less Fin., Ins. & Svc. Cont. Adj. - New Other Makes Vehicles					50
					SUBTOTAL F&I / SVC. CONT. INC. - NEW OTHER MAKES VEHICLES (LINES 45 TO 50)					51
28	29590	19028	1730		TOTAL F&I / SVC. CONT. INC. - NEW (LINES 44 & 51)	233	193403	187763	1502	52
				6320	Less Repo Losses - New					53
				6350	Dealer Trades / Misc. Income					54
11	547820	- 9847	895	TT40	TOTAL NEW VEHICLE DEPARTMENT (LINES 31, 36, 52 TO 54)	125	5597400	- 46550	372	55

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PAGE 5		CURRENT MONTH				USED VEHICLE DEPARTMENT		YEAR TO DATE					
LINE NO.	UNITS SOLD	SALES	GROSS PROFIT	GROSS PER UNIT	ACCT. NO.	ACCOUNT NAME	UNITS SOLD	SALES	GROSS PROFIT	GROSS PER UNIT	LINE NO.		
1	41	1132862	103557	2526	4400	Used Vehicles - Infiniti - Retail	337	8780562	676848	2008	1		
2			51081	1246	6400R	Less Reconditioning - Infiniti - Retail			371879	1103	2		
3			52476	1280	UCNP	Used Vehicles Infiniti - Retail Net Gross Profit			304969	905	3		
4	13	416216	25102	1931	4405	Used Vehicles - Infiniti Certified - Retail	109	3215475	99014	908	4		
5			18561	1428	6405R	Less Reconditioning - Infiniti Certified - Retail			123655	1134	5		
6			6541	503	UCCP	Used Vehicles Infiniti Certified - Retail Net Gross Profit			- 24641	- 226	6		
7	31	907957	91717	2959	4410	Used Vehicles - Other Makes - Retail	608	16269651	1204025	1980	7		
8			29810	962	6410R	Less Reconditioning - Other Makes - Retail			528089	869	8		
9			61907	1997	UCOP	Used Vehicles Other Makes - Retail Net Gross Profit			675936	1112	9		
10	85	2457035	120924	1423		SUBTOTAL USED RETAIL SALES (LINES 1, 4 & 7 LESS 2, 5 & 8)	1054	28265688	956264	907	10		
11	29	738706	54	2	4420	Used Vehicles - Wholesale	244	5004260	34397	141	11		
12					6430	Less Adj. - Used Vehicles Inventory					12		
13	114	3195741	120978	1061		TOTAL USED VEHICLE SALES (LINES 10 TO 12)	1298	33269948	990661	763	13		
14	67		60501	1476	6440	Finance Reserve Inc. - Used Infiniti Vehicles	539		468438	1390	14		
15	44	140443	75981	1853	4480	Infiniti Service Contracts Sls - Used Infiniti Vehicles	420	1300021	703149	2086	15		
16					4482	Other Service Contracts Sls - Used Infiniti Vehicles	2	4895	1941	6	16		
17					4445	GAP Sales - Used Infiniti Vehicles	38	34219	26664	79	17		
18					4481	Maintenance Contract Sales - Used Infiniti Vehicles					18		
19					4452	All Other F&I Products - Used Infiniti Vehicles	14	10874	6560	19	19		
20					6470	Less Fin., Ins. & Svc. Cont. Adj. - Used Infiniti Vehicles					20		
21	111	140443	136482	3329		SUBTOTAL F&I / SVC. CONT. INC. - USED INFINITI (LINES 14 TO 20)	1013	1350009	1206752	3581	21		
22					6490	Finance Res Inc - Infiniti Certified Vehicle	25		25489	234	22		
23					4483	Infiniti Elite CPO Wrap Svc. Cont. Sls. - Infiniti Certified Vehicle					23		
24					4484	Other Service Contract SLS - Infiniti Certified Vehicle	12	30941	15446	142	24		
25					4435	GAP Sales - Infiniti Certified Vehicle	7	6565	5037	46	25		
26					4486	Maintenance Contract Sales - Infiniti Certified Vehicle					26		
27					4453	All Other F&I Products - Infiniti Certified Vehicle	3	4100	2951	27	27		
28					6477	LESS Fin., Ins. & Svc. Cont. Adj. - Infiniti Certified Vehicle					28		
29						SUBTOTAL F&I / SVC. CONT. INC. - USED CERTIFIED INFINITI (LINES 22 TO 28)	47	41606	48923	449	29		
30					6460	Finance Res Inc - Used Other Makes Vehicle	205		194870	321	30		
31					4485	Quality Guard + Plus Svc. Cont. Sls. - Used Other Makes Vehicle					31		
32					4487	Other Service Contract Sls - Used Other Makes Vehicle	25	97400	25450	42	32		
33	28	24262	17938	579	4465	GAP Sales - Used Other Makes	241	213660	162832	268	33		
34					4489	Maintenance Contract Sales - Used Other Makes Vehicle					34		
35					4455	All Other F&I Products - Used Other Makes Vehicle	15	15623	10902	18	35		
36			10077		6475	LESS Fin., Ins. & Svc. Cont. Adj. - Used Other Makes Vehicle			59386		36		
37	28	24262	7861	254		Subtotal F&I/Svc Cont Inc Used Other Makes Vehicle (LINES 30 TO 36)	486	326683	334668	550	37		
38	139	164705	144343	1698		TOTAL F&I / SVC. CONT. INC. - USED (LINES 21, 29 & 37)	1546	1718298	1590343	1509	38		
39					6450	Less Repo Losses - Used Vehicles					39		
40	114	3360446	265321	2327	TT41	TOTAL USED VEHICLE DEPT. (LINES 13 & 38 TO 39)	1298	34988246	2581004	1988	40		
41	125	3908266	255474	2044		TOTAL NEW & USED VEHICLES (PG 4, LINE 55 & PG 5, LINE 40)	1423	40585646	2534454	1781	41		
42	# WO's		GP%SLS			SERVICE DEPARTMENT (C)	# WO's			GP%SLS	42		
43	318	84241	67163	797	4500	Cust. Mech. Labor - Infiniti Vehicles	3831	840744	665185	791	43		
44					4504	Service/Maint Contract - Labor - Infiniti Vehicles					44		
45	264	19612	17199	877	4502	Express Service - Cust. Mech. Labor - Infiniti Vehicles	2932	205034	172766	843	45		
46					4506	Exp Service Service/Maint Cont Labor - Infiniti Vehicles					46		
47	582	103853	84362	812		Subtotal - Infiniti Customer Pay Mech Labor (LINES 43 TO 46)	6763	1045778	837951	801	47		
48	469	185079	151903	821	4540	Warranty Mech. Labor - Infiniti Vehicles	4359	1151476	965564	839	48		
49					4543	Express Service Warranty Labor - Infiniti Vehicles					49		
50	469	185079	151903	821		Subtotal - Warranty Labor (LINES 48 TO 49)	4359	1151476	965564	839	50		
51	115	30325	19446	641	4550	Internal Mech. Labor - Infiniti Vehicles	1523	356334	246947	693	51		
52					4551	Internal Mech. Labor - Infiniti Certified Vehicles					52		
53					4553	Express Service Internal Labor - Infiniti Vehicles					53		
54	115	30325	19446	641		Subtotal - Infiniti Internal Labor (LINES 51 TO 53)	1523	356334	246947	693	54		
55	264	19612	17199	877		Subtotal - Infiniti Express Service (LINES 45, 46, 49 & 53)	2932	205034	172766	843	55		
56	1166	319257	255711	801		Subtotal - Infiniti Mech Labor (LINES 47, 50 & 54)	C	2553588	2050462	803	56		
57					4510	Cust. Mech. Labor - Other Makes Vehicles					57		
58					4512	Express Service Labor - Other Makes Vehicles					58		
59					4544	Service/Maint Contract Labor - Other Makes Vehicles					59		
60					4545	Warranty Mech. Labor - Other Makes Vehicles					60		
61	32	14851	12413	836	4555	Internal Mech. Labor - Other Makes Vehicles	662	240924	198972	826	61		
62	32	14851	12413	836		Subtotal - Other Vehicle Labor (LINES 57 TO 61)	662	240924	198972	826	62		
63		22087	- 516	- 23	4560	Sublet Labor		157705	619	4	63		
64					4580	Miscellaneous Mech. Repairs					64		
65			- 35504		6590	Adj. Cost of Labor Sales - Mech.			- 236989		65		
66					4585	Service Contract Sales					66		
67	1198	356195	232104	652	TT42	TOTAL SERVICE DEPARTMENT (LINES 56, 62 TO 66)	D	2952217	2013064	682	67		

LINE NO.	UNITS SOLD	SALES	GROSS PROFIT	GROSS % Sales	ACCT. NO.	ACCOUNT NAME	UNITS SOLD	SALES	GROSS PROFIT	GROSS % Sales	LINE NO.	
1	# CT's	PARTS & ACCESSORIES DEPARTMENT (D)					# CT's					
2		52619	23118	439	4600	Parts - W.O. - Infiniti Vehicles		529633	230441	435	2	
3					4604	Service/Maint. Contract - Parts - Infiniti Vehicles					3	
4		18633	1897	102	4607	Tires - W.O. - Infiniti Vehicles		165510	2537	15	4	
5		11989	4916	410	4602	Express Service - Parts W.O. - Infiniti Vehicles		138896	60903	438	5	
6					4606	Express Service - Svc/Maint Contract Parts - Infiniti Vehicles					6	
7					4667	Tires Express Service - Infiniti Vehicles					7	
8		83241	29931	360	SUBTOTAL - CUSTOMER PAY PARTS INFINITI (LINES 2 TO 7)			834039	293881	352	8	
9		249401	74835	300	4640	Parts - Warranty Claims - Infiniti Vehicles		1294537	357711	276	9	
10					4647	Tires Warranty - Infiniti Vehicles		326			10	
11					4643	Express Service Warranty Parts - Infiniti Vehicles					11	
12		249401	74835	300	SUBTOTAL - WARRANTY PARTS INFINITI (LINES 9 TO 11)			1294863	357711	276	12	
13		27148	9135	336	4650	Parts - Internal - Infiniti Vehicles		351912	93486	266	13	
14					4652	Parts - Internal - CPO Infiniti Vehicles					14	
15		19980	1051	53	4657	Tires Internal - Infiniti Vehicles		129908	4886	38	15	
16					4653	Express Service - Internal Parts - Infiniti Vehicles					16	
17		47128	10186	216	SUBTOTAL - INTERNAL PARTS INFINITI (LINES 13 TO 16)			481820	98372	204	17	
18					4620	Parts - W.O. Body Shop - Infiniti Vehicles					18	
19	189	20310	6255	308	4660	Parts Counter Retail - Infiniti Vehicles	1353	128050	43599	340	19	
20	212	77836	20222	260	4670	Parts - Wholesale - Infiniti Vehicles	1765	821507	206600	251	20	
21	401	477916	141429	296	SUBTOTAL - PARTS INFINITI (LINES 8, 12, 17 TO 20)		3118	3560279	1000163	281	21	
22					4601	Accessories - W.O. - Infiniti Vehicles					22	
23					4603	Express Service - Accessories W.O. - Infiniti Vehicles					23	
24					4651	Accessories - Internal - Infiniti Vehicles					24	
25					4621	Accessories - W.O. Body Shop - Infiniti Vehicles					25	
26					4661	Accessories Counter Retail - Infiniti Vehicles					26	
27					4671	Accessories - Wholesale - Infiniti Vehicles					27	
28					SUBTOTAL - ACCESSORIES INFINITI (LINES 22 TO 27)						28	
29		11989	4916	410	SUBTOTAL EXPRESS SERVICE INFINITI P&A (LINES 5 TO 7, 11, 16 & 23)			138896	60903	438	29	
30	401	477916	141429	296	SUBTOTAL - P & A INFINITI (LINES 21 & 28)		3118	3560279	1000163	281	30	
31					4610	Parts & Access. - W.O. Other Makes Vehicles					31	
32					4612	Express Service Parts - Other Makes Vehicles					32	
33					4644	Serv/Maint Contract Parts - Other Makes Vehicles					33	
34					4645	Parts & Access. - Warranty Claims - Other Makes Vehicles					34	
35		14368	481	33	4655	Parts & Access. - Internal - Other Makes Vehicles		49036	4270	87	35	
36					4625	Parts & Access. - W.O. Body Shop - Other Makes Vehicles					36	
37					4665	Parts & Access. - Counter Retail - Other Makes Vehicles					37	
38					4675	Parts & Access. - Wholesale - Other Makes Vehicles					38	
39		14368	481	33	SUBTOTAL - P & A OTHER (LINES 31 TO 38)			49036	4270	87	39	
40					4680	Parts & Access. - Miscellaneous					40	
41		16439	12081	735	4700	Gas, Oil, & Grease		113272	82613	729	41	
42					6695	Purchase Discounts Taken					42	
43			- 3300		6690	Parts & Accessories - Inventory Adjustment			14457		43	
44	401	508723	150691	296	TT45	TOTAL P&A DEPARTMENT (LINES 30, 39 TO 43)	3118	3722587	1101503	296	44	
45	# WO's	BODY SHOP DEPARTMENT (E)					# WO's					
46					4900	Customer Body Shop Labor - Vehicles					46	
47					4940	Warranty Claims Body Shop Labor					47	
48					4950	Internal Body Shop Labor					48	
49					4960	Sublet Repairs Body Shop					49	
50					4970	Body Shop Materials					50	
51					4980	Miscellaneous Body Shop					51	
52					6990	Adj. Cost of Labor Sales - Body Shop					52	
53					TT46	TOTAL BODY SHOP DEPT. (LINES 46 TO 52)					53	
54		864918	382795	443	TOTAL SERVICE, PARTS, & B.S. (PG 5 LINE 67 & PG 6 LINES 44 & 53)			6674804	3114567	467	54	
55	EEEE	4773184	638269	134	EEEE	TOTAL ALL DEPTS. (PG 5 LINE 41 & PG 6 LINE 54)		47260450	5649021	120	55	

Statistical Data

PERSONNEL SUMMARY	NEW - A	USED - B	SERVICE - C	EXP SVC - K	P & A - D	BODY SHOP - E	TOTAL - H	Hired YTD - I	Termed YTD - J
Owner	011	10					10	10	
Executive Manager	001	10					10	10	
Department Managers	002	20		10	10		40	20	
Sales People	003	30	40				70	90	140
F&I Manager	013	10	20				30	20	10
Service Advisors	007			60			60		10
Technicians	006			160			160	50	50
Parts Counter	008				30		30	10	20
Porters	009			10			10		20
Office	004	20	20	10			50	30	
Misc	005	20	30	100		30	180	130	90
Total	TT30	120	110	350		70	650	370	340

Labor Rates	Infiniti	Other
Customer	210 .00	
Warranty	202 .00	
Internal	199 .00	
Body		

Total Number of Service Bays	890A	14
Number of ES Service Bays	891A	2

	MONTH	YTD
Return on Sales %	895A 2.39	895B 1.30
Return on Investment %		896A 28.7
Fixed Absorption %	897A 96.7	897B 93.8

OverFlow List

A = 8366 P2

B = 1000 P2

C = 12645 P5

D = 13307 P5