

Current Data

| | |
|--|----------------|
| New Retail Deliveries YTD (units) | 330 |
| Month of Year | 12 |
| Average # Retail Units Delivered Per Month | 28 |
| Total # Units Currently in Inventory | 92 |
| Months Supply "In Units" | 3.3 |
| CURRENT Inventory Turn Rate | 3.6 |
| CURRENT Average <i>Front End</i> Gross Profit PNVR | \$ 1,829,027 |
| CURRENT Monthly Gross Profit | \$ 50,298,243 |
| CURRENT Yearly Front End Gross Profit Total | \$ 603,578,910 |



Projection

| | |
|----|---------------|
| | 8.0 |
| \$ | 2,500.0 |
| | 61 |
| \$ | 153,333 |
| \$ | (50,144,909) |
| \$ | 1,840,000 |
| \$ | (601,738,910) |

Additional Income

| | | | | Monthly |
|-------------------------------------|-----|-------------|-------|-----------|
| | | | | 34 |
| Current New Vehicle F&I Average PVR | | | 2420 | \$ 82,280 |
| PDI & Accessory Sales PVR | 95 | X 50% Gross | \$ 48 | \$ 1,615 |
| Trade % | 20% | # of Trades | 6.8 | \$ 53 |

| | | | | | |
|---|-----|----------------------------------|----------|----|-----------------|
| UV Immediate Wholesale % | 20% | # of Trades Immediate Wholesaled | 1.4 | \$ | 1,904 |
| Average Recon on U/C Trade | 700 | X 50% Gross | \$ 350 | \$ | 13,600 |
| Average PUVR Wholesale | | | \$ 39 | \$ | - |
| Average PUVR (Front and Back) on Trades | | | \$ 2,500 | \$ | - |
| Hard Pack Per Unit UV | | | \$ - | \$ | 5,916 |
| Hard Pack Per Unit NV | | | \$ - | \$ | 47,600 |
| Doc Fee/ Admin Fee Per Unit | | | \$ 150 | \$ | 30,192 |
| OEM Incentives Per Unit | | | \$ 1,400 | \$ | 24,650 |
| Floorplan Assistance Per Unit | | | \$ 888 | \$ | (50,144,909.17) |
| Advertising Credits Per Unit | | | \$ 725 | \$ | 207,810 |
| | | | | \$ | (49,937,099) |
| Note: This does not include future Gross Opportunities | | | | \$ | 361,143 |

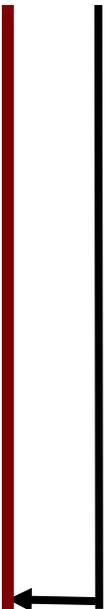
ACADEMY

| | |
|---|--|
| ns | |
| PROJECTED Inventory Turn Rate | |
| PROJECTED Average <i>Front End</i> Gross Profit PVR | |
| PROJECTED Monthly Units Delivered | |
| PROJECTED Monthly Gross Profit | |
| PROJECTED Monthly Gross Profit Variance | |
| PROJECTED Yearly Front End Gross Profit Total | |
| PROJECTED Annualized Front End Gross Profit Variance | |



| PROJECTED | <u>Yearly</u> |
|-------------------------|---------------|
| Additonal NV Units | 408 |
| NV F&I Increase | \$ 987,360 |
| PDI & Accesory Increase | \$ 19,380 |
| UV Wholesale Increase | \$ 636 |

| | |
|--|------------------|
| UV Recon Increase | \$ 22,848 |
| UV Retail PUVR Increase | \$ 163,200 |
| Hard Pack Increase UV | \$ - |
| Hard Pack Increase NV | \$ - |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ 70,992 |
| OEM Incentives Increase | \$ 571,200 |
| Floorplan Assistance Increase | \$ 362,304 |
| Advertising Credit Increase | \$ 295,800 |
| Front End Variance (from above) | \$ (601,738,910) |
| Total Additional Income | \$ 2,493,720 |
| Total Variance | \$ (599,245,190) |
| Total Projected Gross (Variance + Current) | \$ 4,333,720 |





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ACADEMY

Additional Income

| | | | Per Unit | Totals (YTD) |
|-------------------------------------|-------|-------------|----------|--------------|
| Current New Vehicle F&I Average PVR | | | \$ 2,420 | \$ 798,600 |
| PDI & Accessory Sales PVR | \$ 95 | X 50% Gross | \$ 48 | \$ 15,675 |
| Trade % | 20% | # of Trades | 66.0 | 66.0 |

| | | | | |
|---|--------|----------------------------------|---------------------|---------------------|
| UV Immediate Wholesale % | 20% | # of Trades Immediate Wholesaled | 13.2 | 13.2 |
| Average Recon on U/C Trade | \$ 700 | X 50% Gross | \$ 350 | \$ 23,100 |
| Average PUVR Wholesale | | | \$ 39 | \$ 515 |
| Average PUVR (Front and Back) on Trades | | | \$ 2,500 | \$ 132,000 |
| Hard Pack Per Unit UV | | | \$ - | \$ - |
| Hard Pack Per Unit NV | | | \$ - | \$ - |
| Doc Fee/ Admin Fee Per Unit | | | \$ 150 | \$ 57,420 |
| OEM Incentives Per Unit | | | \$ 1,400 | \$ 462,000 |
| Floorplan Assistance Per Unit | | | \$ 888 | \$ 293,040 |
| Advertising Credits Per Unit | | | \$ 725 | \$ 239,250 |
| Total Washout PNVR | | | \$ 1,835,153 | \$ 2,021,600 |
| Note: This does not include future Gross Opportunities | | | | |

