

Emilio Locilento: Volvo Cars Danvers

Power of Turn



<b>Current Data</b>	New Retail Deliveries YTD (units)	515
	Month of Year	12
	Average # Retail Units Delivered Per Month	43
	Total # Units Currently in Inventory	110
	Months Supply "In Units"	2.6
	CURRENT Inventory Turn Rate	4.7
	CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 626
	CURRENT Monthly Gross Profit	\$ 26,866
	CURRENT Yearly Front End Gross Profit Total	\$ 322,390

<b>Projections</b>	
7.5	PROJECTED Inventory Turn Rate
\$ 675.0	PROJECTED Average <u>Front End</u> Gross Profit PVR
-	PROJECTED Monthly Units Delivered
-	PROJECTED Monthly Gross Profit
(26,866)	PROJECTED Monthly Gross Profit Variance
-	PROJECTED Yearly Front End Gross Profit Total
(322,390)	PROJECTED Annualized Front End Gross Profit Variance

				Monthly	PROJECTED	Yearly
				(43)	Additional NV Units	(516)
Current New Vehicle F&I Average PVR				\$ (37,109)	NV F&I Increase	\$ (445,308)
PDI & Accessory Sales PVR	249	X 50% Gross	\$ 125	\$ (5,354)	PDI & Accessory Increase	\$ (64,242)
Trade %	46%	# of Trades	(19.8)	\$ (4,042)	UV Wholesale Increase	\$ (48,505)
UV Immediate Wholesale %	67%	# of Trades Immediate Wholesaled	(13.3)	\$ (9,040)	UV Recon Increase	\$ (108,485)
Average Recon on U/C Trade	2770	X 50% Gross	\$ 1,385	\$ (8,009)	UV Retail PUVR Increase	\$ (96,109)
Average PUVR Wholesale				\$ (2,121)	Hard Pack Increase UV	\$ (25,457)
Average PUVR (Front and Back) on Trades				\$ -	Hard Pack Increase NV	\$ -
Hard Pack Per Unit UV				\$ (22,287)	Doc Fee/Admin Fee/ Service Charge Increase	\$ (267,448)
Hard Pack Per Unit NV				\$ (162,798)	OEM Incentives Increase	\$ (1,953,576)
Doc Fee/ Admin Fee Per Unit				\$ -	Floorplan Assistance Increase	\$ -
OEM Incentives Per Unit				\$ (10,750)	Advertising Credit Increase	\$ (129,000)
Floorplan Assistance Per Unit				\$ (26,865.83)	Front End Variance (from above)	\$ (322,390)
Advertising Credits Per Unit				\$ (261,511)	Total Additional Income	\$ (3,138,130)
				\$ (288,377)	Total Variance	\$ (3,460,520)
Note: This does not include future Gross Opportunities				\$ (261,511)	Total Projected Gross (Variance + Current)	\$ (3,138,130)