

| Year To Date Production | | | | Year To Date Charge backs | | | |
|----------------------------|-------------|--------------|--------|----------------------------|-------------|--------------|---------|
| Units | New Vehicle | Used Vehicle | Totals | Chargebacks | New Vehicle | Used Vehicle | Totals |
| Units Delivered | 1283 | 722 | 2005 | Finance or Lease Reserve | -10024 | -7150 | -17174 |
| Finance or Lease Contracts | 1105 | 581 | 1686 | Service Contracts | -95308 | -73137 | -168445 |
| Service Contracts | 356 | 312 | 668 | Pre-paid Maintenance | -10943 | -16277 | -27220 |
| Pre-Paid Maintenance | 228 | 137 | 365 | GAP | -44730 | -46185 | -90915 |
| GAP | 615 | 409 | 1024 | Theft Deterrent | | | 0 |
| Theft Deterrent | 83 | 13 | 96 | Paint Sealant & Appearance | | | 0 |
| Paint Sealant & Appearance | | | 0 | Tire/Wheel | -14605 | -7991 | -22596 |
| Tire/Wheel | 225 | 109 | 334 | Lease Care | -1041 | | -1041 |
| Lease Care | 9 | | 9 | Other_____ | | | 0 |
| Other_____ | | | 0 | | | | |

| Year To Date Income | | | |
|----------------------------|-------------|--------------|--------|
| Incomes | New Vehicle | Used Vehicle | Totals |
| Finance or Lease Reserve | 351901 | 284702 | 636603 |
| Service Contracts | 470625 | 394785 | 865410 |
| Pre-Paid maintenance | 81497 | 7072 | 88569 |
| GAP | 262248 | 145801 | 408049 |
| Theft Deterrent | 39526 | 9682 | 49208 |
| Paint Sealant & Appearance | | | 0 |
| Tire/Wheel | 113915 | 55909 | 169824 |
| Lease Care | 1779 | | 1779 |
| Other_____ | | | 0 |