

| Dealership Name | Name | Retail Units | | | F&I Gross | | |
|--------------------------------|-----------------|--------------|---------------|---------------|-------------------|---------------------|-------------------|
| | | New | Used | Total | F&I PVR | Total | PVR |
| McCarthy Chevrolet Lees Summit | RYAN VISCOMI | 10.00 | 18.00 | 28.00 | \$2,747.61 | \$76,933.00 | \$2,371.01 |
| McCarthy Chevrolet Lees Summit | BRIAN KNIGHT | 7.00 | 28.00 | 35.00 | \$2,590.31 | \$90,660.91 | \$1,855.36 |
| McCarthy Chevrolet Lees Summit | BRADLEY G MAZUR | 8.00 | 24.00 | 32.00 | \$2,418.17 | \$77,381.40 | \$1,888.43 |
| McCarthy Chevrolet Lees Summit | HOUSE | 1.00 | 1.00 | 2.00 | \$576.25 | \$1,152.49 | \$4,657.77 |
| McCarthy Chevrolet Lees Summit | TONY CARDELLO | 1.00 | 7.00 | 8.00 | \$234.35 | \$1,874.81 | (\$84.42) |
| Total F&I MANAGERS | | 47.00 | 148.00 | 195.00 | \$2,450.12 | \$477,773.63 | \$2,053.98 |

| Front Gross | Total Gross | | Financed | Total VSC | GAP | Global Tire & Wheel | Global Theft | Advanced 5 |
|--------------|-------------|--------------|----------|-----------|-----|---------------------|--------------|------------|
| | Total | PVR | | | | | | |
| \$66,388.36 | \$5,118.62 | \$143,321.36 | 93% | 71% | 54% | 7% | 32% | 71% |
| \$64,937.66 | \$4,445.67 | \$155,598.57 | 91% | 69% | 53% | 6% | 14% | 69% |
| \$60,429.66 | \$4,306.60 | \$137,811.06 | 88% | 53% | 54% | 6% | 13% | 50% |
| \$9,315.53 | \$5,234.01 | \$10,468.02 | 100% | 0% | 0% | 0% | 0% | 0% |
| (\$675.35) | \$149.93 | \$1,199.46 | 75% | 0% | 17% | 0% | 0% | 0% |
| \$400,525.88 | \$4,504.10 | \$878,299.51 | 88% | 57% | 55% | 4% | 28% | 54% |

Global
Permasafe

Global Dent

Global
Maintenance

Penetration Penetration Penetration

| | | |
|----|----|-----|
| 4% | 0% | 4% |
| 0% | 9% | 0% |
| 3% | 3% | 13% |
| 0% | 0% | 0% |
| 0% | 0% | 0% |
| 5% | 2% | 12% |