

## First Time Fill Rate

| DEALERSHIP NAME |           | First time fill rate              |                                   |                          |                             |
|-----------------|-----------|-----------------------------------|-----------------------------------|--------------------------|-----------------------------|
| DATE            | # OF RO'S | RO's Filled 1st Time (Right Away) | RO's Filled the same day Same Day | RO's Not Filled Same Day | Actual 1st Time Fill Rate % |
| 12/28/2021      | 10        | 8                                 | 1                                 | 1                        | 80.00%                      |
| 12/29/2021      | 10        | 9                                 | 0                                 | 1                        | 90.00%                      |
| 12/30/2021      | 5         | 5                                 | 0                                 | 0                        | 100.00%                     |
|                 |           |                                   |                                   |                          | #DIV/0!                     |
| Totals          | 25        | 22                                |                                   |                          | 88.00%                      |