

2021 STATEMENT OF INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT.	NEW VEHICLE				USED VEHICLE			
			MTD	% GP DEPT.	YTD	% GP DEPT.	MTD	% GP DEPT.	YTD	% GP DEPT.
1	DEPARTMENT GROSS PROFIT	J	7,101		122,336		67,379		733,598	
2	SALESPERSONS COMMISSIONS	301 / 321	569	8	17,869	15	8,310	12	88,500	12
3	SALES MANAGERS' COMMISSIONS	302 / 322								
4	F&I MANAGERS' COMMISSIONS	316 / 336	3,842	54	32,128	26	2,907	4	32,882	4
5	VEH. INVENTORY MAINT.	303 / 323	92	1	6,387	5	1,298	2	12,892	2
6	POLICY EXPENSE	304 / 324								
7	TOTAL VARIABLE SALES EXPENSE (LINES 2-6)	TOT.	4,503	63	56,384	46	12,515	19	134,274	18
8	SALESPERSONS' SALARIES	306 / 326								
9	SALES MANAGERS' SALARIES	307 / 327	12,167	171	123,992	101	12,167	18	123,992	17
10	F&I MANAGERS' SALARIES	317 / 337								
11	OTHER SALARIES	308 / 328	518	7	2,311	2	518	1	2,311	
12	ADVERT. - PRINT, TV, OTHER	309 / 329			10,520	9	4,995	7	36,564	5
13	ADVERT. - INTERNET ONLY	318 / 338	4,013	57	43,299	35				
14	ADVERTISING CREDITS	309A								
15	SALES PERSONNEL TRAINING	310 / 330	2,012	28	3,690	3			76	
16	DEMONSTRATION EXPENSE	312 / 332							31	
17	FLOORPLAN INTEREST	315 / 335	192	3	-1,424	-1	707	1	12,120	2
18	FLOORPLAN INTEREST CREDITS	315A			1,200	1				
19	TOTAL SEMI-FIXED SALES EXP. (LINES 8-18)	TOT.	18,902	266	183,588	150	18,387	27	175,094	24
20	DEPARTMENT NET (LINE 1 MINUS SALES EXP.)	K	-16,304	-230	-117,636	-96	36,477	54	424,230	58
21	MEMO: F&I DEPT. NET (P4 L39 / 60 MINUS LINES 4 & 10)	K	-572	-8	15,966	13	26,461	39	233,185	32
22	ACCOUNT NAME		BODY AND PAINT				SERVICE MECHANICAL			
23	GROSS PROFIT	P5 L21 / P5 L13					39,121		369,076	
24	SALARIES VACATION & TIME OFF	340B / 341A	2,023		13,610		4,589	12	32,780	9
25	TRAINING	342B / 342A			223		551	1	4,387	1
26	ADVERTISING	343B / 343A							304	
27	SUPPLIES, TOOLS & LAUNDRY	344B / 344A	880		7,010		-2,310	-6	-22,373	-6
28	SERVICE VEHICLE EXPENSE	345B / 345A							123	
29	POLICY ADJUSTMENTS	346B / 346A			198		57		921	
30	DEPR., MAINTENANCE, REPAIR & RENTAL	348B / 349B / 348A / 349A								
31	SALES EXPENSE (LINE 24 THRU 30)	J	2,903		21,041		2,887	7	16,142	4
32	DEPT. NET (LINE 23 MINUS 31)	J	-2,903		-21,041		36,234	93	352,934	96
33	PARTS DEPT. GROSS PROFIT (PAGE 5 LINE 39)						24,465		214,890	
34	SALARIES, WAGES & INCENTIVES - PARTS					350	5,221	21	32,146	15
35	PERSONNEL TRAINING - PARTS					352			2,204	1
36	ADVERTISING - PARTS					353			304	
37	SUPPLIES, TOOLS & LAUNDRY - PARTS					354				
38	FREIGHT - PARTS					355	650	3	6,540	3
39	POLICY ADJUSTMENTS - PARTS					356				
40	VEHICLE EXPENSE - PARTS					357			123	
41	DEPR., MAINT., REPAIR & RENTAL - EQUIP. - PARTS					358 / 359				
42	TOTAL PARTS DEPT. SALES EXPENSE (LINES 34 THRU 41)	TOTAL					5,871	24	41,317	19
43	PARTS NET (LINE 33 MINUS 42)	M					18,594	76	173,573	81
44	FIXED EXPENSE							% TOTAL G.P.		% TOTAL G.P.
45	SALARIES & WAGES - ADMINISTRATIVE & GENERAL					362	14,955	11	150,535	10
46	EMPLOYEE BENEFITS					363	2,076	2	19,367	1
47	PAYROLL TAXES					365	5,168	4	64,144	4
48	ADVERTISING GENERAL & INSTITUTIONAL					367				
49	STATIONERY, OFFICE SUPPLIES & POSTAGE					368	883	1	14,655	1
50	LEGAL, AUDITING, COLLECTION & OTHER OUTSIDE SERVICES					370 / 371	8,849	6	99,868	7
51	COMPANY CAR EXPENSE					372	5,789	4	38,954	3
52	DUES, SUBSCRIPTIONS & CONTRIBUTIONS					373	175		1,076	
53	DATA PROCESSING SERVICES / E-TOOLS					374	16,386	12	172,118	12
54	TRAVEL & ENTERTAINMENT					377	268		2,679	
55	BAD DEBTS					378	175		1,925	
56	MISCELLANEOUS					380	25		275	
57	RENT & EQUIVALENT					381 to 386	10,620	8	167,957	12
58	MAINTENANCE & REPAIRS - REAL ESTATE					387			7,037	
59	INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)					388	1,736	1	22,308	2
60	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL & REAL ESTATE)					389 / 390	400		7,915	1
61	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - FURNITURE, SIGNS & EQUIP.					391 to 393	23,508	17	127,881	9
62	HEAT, LIGHT POWER & WATER					395	2,024	1	20,328	1
63	TELEPHONE					396	825	1	5,664	
64	TOTAL FIXED EXPENSES (LINES 45 THRU 63)	TOTAL					93,862	68	924,686	64
65	SALARIES - OWNERS & OFFICERS					399				
66	TOTAL EXPENSES (LINES 7 (NEW & USED), 19 (NEW & USED), 31 (BODY & MECH.), 42, 64 & 65)	M					159,830	116	1,552,526	108
67	OPERATING PROFIT (LINES 20 (NEW & USED), 32 (BODY & MECH.), 43 MINUS LINES 64 & 65)	M					-21,764		-112,626	
68	OTHER INCOME & (DED.) - NET (LINE 80 - TOTAL OTHER INCOME LESS TOTAL OTHER DED.)	N					-1,759		172,085	
69	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (LINES 67 PLUS OR MINUS LINE 68)	N					-23,526		59,457	
70	OTHER INCOME									
71	ACCOUNT	ACCT.	MTD DOLLARS		YTD DOLLARS		ACCOUNT	ACCT.	MTD	YTD
72	CASH DISCOUNTS EARNED	601					CASH DISCOUNTS ALLOWED	701		
73	INTEREST EARNED	603	-411		512		BONUSES	704	9,210	16,741
74	GAIN ON DISPOSAL OF CAP. ASSETS	608					LOSS ON DISPOSAL OF CAPITAL ASSETS	708		
75										
76										
77	MISCELLANEOUS INCOME (Analysis on Page 6)	609	7,862		188,314		MISCELLANEOUS DEDUCTIONS (Analysis on Page 6)	709		
78										
79	VEH. LEASE & RENTAL / CTP INCOME	615					VEH. LEASE & RENTAL / CTP EXPENSE	715		
80	TOTAL OTHER INCOME	Z	7,451		188,826		TOTAL OTHER DED.	Z	9,210	16,741

2021 DEPARTMENTAL GROSS PROFIT ANALYSIS

LINE NO.	MTD DOLLARS			PER UNIT	ACCOUNT NAME	NO.	YTD DOLLARS			PER UNIT	
	SALES	GROSS	UNITS				SALES	GROSS	UNITS		
1					FIAT 500	404					
2					FIAT 500 CABRIO	406					
3					FIAT 124 SPIDER	402	85,320	3,227	2	1614	
4					FIAT TBD	413					
5					ALFA ROMEO - 4C	411					
6					ALFA ROMEO GIULIA	417	346,692	21,920	6	3653	
7					ALFA ROMEO - TBD	419					
8					CHALLENGER	407					
9					CHARGER	409					
10											
11					300 SERIES	420					
12											
13					OTHER NEW CARS - FIAT	403					
14					ALFA ROMEO						
15					OTHER NEW CARS - CDJR	425					
16					OTHER NEW CARS - MASERATI	401	480,570	18,533	4	4633	
17					OTHER NEW CARS - COMPETITIVE	426					
18					TOTAL CARS RETAIL		912,582	43,680	12	3640	
19					DODGE GRAND CARAVAN	427					
20					PACIFICA	428					
21		66,567	3,831	1	3831	ALFA ROMEO STELVIO	405	773,955	30,562	12	2547
22					FIAT 500L	461					
23					FIAT 500X	443					
24					PACIFICA - PHEV	412					
25					RENEGADE	442					
26					WRANGLER	432					
27					WRANGLER (4 DR)	431					
28					CHEROKEE	430					
29					COMPASS	433					
30					CHRYSLER GRAND CARAVAN	497					
31					GRAND CHEROKEE	438					
32					GLADIATOR	495					
33					WAGONEER	434					
34					GRAND WAGONEER	447					
35					JOURNEY	451					
36					DURANGO	435					
37					RAM PROMASTER	462					
38					RAM PROMASTER CITY	436					
39					RAM HD (2500/3500)	429					
40					RAM 1500	437					
41					RAM CHASSIS CAB 3500	448					
42					RAM CHASSIS CAB 4500	452					
43					RAM CHASSIS CAB 5500	453					
44					OTHER NEW TRUCKS - FIAT	418					
45					ALFA ROMEO						
46					OTHER NEW TRUCKS - CDJR	439					
47					RECREATIONAL VEHICLES	440					
48					OTHER NEW TRUCKS - MASERATI	410					
49					OTHER NEW TRUCKS - COMPETITIVE	441					
50		66,567	3,831	1	3831	TOT. TRUCKS RETAIL	773,955	30,562	12	2547	
51					VOLUME INCENTIVES (NEW VEHICLE)	454					
52		66,567	3,831	1	3831	TOT. FIAT ALFA ROMEO CAR / TRUCK RETAIL	1,205,967	55,709	20	2785	
53		66,567	3,831	1	3831	TOTAL CDJR CAR & TRUCK RETAIL	1,686,537	74,242	24	3093	
54					CARS - FLEET	445					
55					TRUCKS - FLEET	446					
56					FLEET VOLUME INCENTIVES	469					
57					TOTAL FLEET CARS & TRUCKS						
58		66,567	3,831	1	3831	TOTAL NEW CAR & TRUCK	1,686,537	74,242	24	3093	
59					REPOS. VEH. LOSSES	455E					
60		5,638	3,270	4	818	TOTAL F&I DEPT. (P4, L39)	54,147	48,094	30	1603	
61					MEMO-UNITS						
62					MEMO-UNITS						
63		72,205	7,101			DEALER TRANSFERS					
64						TOTAL NEW VEH. DEPT.	1,740,684	122,336			
65						TOTAL F&I PNUR (F&I GROSS / RETAIL UNITS)				2004	

NEW VEHICLE INVENTORY ANALYSIS

PASSENGER CAR				TRUCK				OTHER			
VEH. LINES	UNITS	VEH. LINES	UNITS	VEH. LINES	UNITS	VEH. LINES	UNITS	VEH. LINES	UNITS	VEH. LINES	UNITS
69	FIAT 500			WAGONEER		PACIFICA		JOURNEY		OTHER NEW CARS - CDJR	
70	FIAT 500 CABRIO			GRAND WAGONEER		RENEGADE		DODGE GRAND CARAVAN		OTHER NEW TRUCK - CDJR	
71	ALFA ROMEO 4C	1				GRAND CHEROKEE		RAM HD 2500 / 3500		OTHER NEW CARS - AR / F	
72	FIAT TBD					WRANGLER		RAM 1500		OTHER NEW TRK - AR / F	
73	FIAT 124 SPIDER					WRANGLER (4-DR)		RAM CHASSIS CAB 3500			
74						CHEROKEE		RAM CHASSIS CAB 4500		RECREATIONAL VEHICLE	
75	ALFA ROMEO GIULIA					COMPASS		RAM CHASSIS CAB 5500		OTHER NEW CARS - COMP	
76	ALFA ROMEO TBD					CHRYSLER GR. CARAVAN		ALFA ROMEO STELVIO	3	OTHER NEW TRUCK - COMP	
77	300 SERIES					DURANGO		RAM PROMASTER		OTH. NEW CARS - MASERATI	
78	CHARGER			FIAT 500L		GLADIATOR		RAM PROMASTER CITY		OTH. NEW TRUCK - MASERATI	
79	CHALLENGER			FIAT 500X				PACIFICA - PHEV			

2021 DEPARTMENTAL GROSS PROFIT ANALYSIS

LINE NO.	MTD DOLLARS			PER UNIT	ACCOUNT		YTD DOLLARS			PER UNIT							
	SALES	GROSS	UNITS		NAME	NO.	SALES	GROSS	UNITS								
1																	
2	P	481,258	R	35,427	U	20	1771	USED CARS	470	P	5,898,607	R	444,027	U	195	2277	
3	P		R		U			USED TRUCKS	471	P	371,082	R	19,678	U	9	2186	
4																	
5																	
6	P	481,258	R	35,427	U	20	1771	TOTAL USED VEHICLE - RETAIL		P	6,269,689	R	463,705	U	204	2273	
7		MEMO ONLY	R	25,772				RECON. COST USED VEHICLE	470D 471D		MEMO ONLY	R	255,185				
8																	
9	P	19,200	S	2,584	U	5	517	USED CARS WHLS.	473	P	1,810,583	S	3,826	U	59	65	
10	P		S		U			USED TRUCKS WHLS.	474	P		S		U			
11			S					USED VEH. INVENTORY WRITEDOWN	476G 477G			S					
12			S	()				CUSTOMER REPO. REFUND	478E			S	()				
13			R					DOC FEE (ADMIN FEE) - USED	488			R					
14			S	()	U			REPO. VEH. LOSSES	480E			S	()	U			
15	M	41,815	R	29,368	U	30	979	TOTAL F&I DEPT. (LINE 60)		M	344,807	R	266,067	U	293	908	
16							1468	TOTAL F&I (F&I GROSS / RETAIL UNITS) PUUR	MEMO							1304	
17	P	542,273	S	67,379				TOT. USED VEH. DEPT.		P	8,425,079	S	733,598				
18																	
19																	
20																	
21																	
22																	
23																	
24																	
25																	
26																	
27																	
28																	
29																	
30			R	200	U			FINANCE CONTRACT RESERVES	457F			R	11,166	U			
31			R	381	U			INSURANCE CONTRACTS	463			R	2,476	U			
32	P		R		U			SERVICE CONTRACTS	458	P	27,966	R	12,723	U	10	1272	
33	M		R		U			MAINTENANCE - ONLY CONTRACTS	464	M		R		U			
34	M	5,638	R	2,544	U	4	636	PROTECTION PROD. & ACCESS.	465	M	25,191	R	13,534	U	18	752	
35																	
36	M		R	145	U			OTHER F&I	467	M	990	R	8,195	U	2	4098	
37	P		R		U			NON-AUTOMOTIVE	450	P		R		U			
38			R	()	U		MEMO	LESS: F&I CHGBKS.	468			R	()	U	MEMO		
39	M	5,638	R	3,270	U	4	818	TOTAL F&I DEPT. GROSS - NEW		M	54,147	R	48,094	U	30	1603	
40			R	3,842				TOT. F&I MGR SAL & COMM. NEW (P2 LN 4 + 10)				R	32,128				
41	M	5,638	R	-572	U	4	-143	TOTAL NEW F&I NET		M	54,147	R	15,966	U	30	532	
42																	
43				3270				TOT. GROSS F&I PNUR (L39 GROSS / P3 L53 UNITS)	MEMO							2004	
44				-572				TOTAL NET F&I PNUR (L41 GROSS / P3 L53 UNITS)	MEMO								665
45																	
46																	
47			S	8,344	U			FINANCE CONTRACT RESERVES	481F			S	90,693	U			
48			R	571	U			INSUR. CONTRACTS	485			R	6,190	U			
49	P	37,186	S	14,674	U	12	1223	SERVICE CONTRACTS	482	P	294,375	S	115,761	U	96	1206	
50	M		R		U			MAINT. - ONLY CONTRACTS	486	M		R		U			
51	M		R	-240	U			PROTECTION PROD. & ACCESSORIES	487	M	11,090	R	4,989	U	8	624	
52																	
53	M	4,629	R	6,019	U	18	334	OTHER F&I	489	M	39,342	R	48,434	U	189	256	
54	P		S		U			NON-AUTOMOTIVE	479	P		S		U			
55			R	()	U		MEMO	LESS: F&I CHGBKS.	490			R	()	U	MEMO		
56																	
57																	
58																	
59																	
60	M	41,815	R	29,368	U	30	979	TOTAL F&I DEPT. GROSS - USED		M	344,807	R	266,067	U	293	908	
61			R	2,907				TOTAL F&I MGR. SAL. & COMM. USED (P2 LN 4 + 10)				R	32,882				
62	M	41,815	R	26,461	U	30	882	TOTAL USED F&I NET		M	344,807	R	233,185	U	293	796	
63																	
64				1468				TTL GROSS F&I PUUR (L60 GROSS / L6 UNITS)	MEMO							1304	
65				1323				TOTAL NET F&I PUUR (L62 GROSS / L6 UNITS)	MEMO								1143
66																	
67																	
68	M	47,453	R	32,638	U	34	960	TOTAL F&I GROSS - NEW & USED		M	398,954	R	314,161	U	323	973	
69			R	6,749				TOTAL F&I MGR. SAL. & COMM. - NEW & USED				R	65,010				
70	M	47,453	R	25,889	U	34	761	TOTAL F&I NET - NEW & USED		M	398,954	R	249,151	U	323	771	

2021 STATEMENT OF INCOME AND EXPENSE

LINE NO	MTD DOLLARS				ACCOUNT NAME	NO.	YTD DOLLARS					
	SALES	GROSS	# RO'S WRITTEN	GP % SALES			SALES	GROSS	# RO'S WRITTEN	GP % SALES		
1	33,712	26,397	114	78.3	CUSTOMER LABOR MECH.	550	283,855	223,731	1003	78.8		
2					QUICK SERVICE LABOR MECH.	558						
3					SERV. CONTRACTS LABOR MECH.	551						
4	4,632	3,267	17	70.5	WARR. LABOR - MECH.	552	44,876	31,242	223	69.6		
5					ROAD READY LABOR - MECH.	553						
6	9,605	7,442	27	77.5	LABOR - INTERNAL - MECH.	554	107,861	89,575	302	83.0		
7					MOPAR EXPRESS LANE TOTAL LABOR (LINE 47)							
8					CUST. LABOR - NON-AUTO MECH.	555						
9	12,472	2,701		21.7	SUBLET WORK - MECH.	556	197,138	35,220		17.9		
10					SUBLET WORK - WARR. MECH.	557						
11					SERV. CONTRACTS SOLD ON SERV. LANE	568						
12		(686)			UNAPPLIED / VARIANCE LABOR MECH.	559D		(10,692)				
13	60,421	39,121		64.7	TOTAL MECH. DEPT.		633,730	369,076		58.2		
14					P&A CUST R.O. MECH.	560						
15					WARR. LABOR - B & P	562						
16					LABOR INTERNAL - B & P	563						
17					SUBLET WORK - B & P	564						
18					SUBLET WORK WARRANTY - B & P	565						
19					B & P SHOP MATERIALS	566						
20					UNAPPLIED / VARIANCE LABOR B & P	567D						
21					TOTAL BODY & PAINT DEPARTMENT							
22	14,369	5,084		35.4	CUST. REPAIR ORDERS MECH. P&A	570	133,180	49,791		37.4		
23			NUMBER OF COUNTER		P&A QUICK SERV. OIL - LUBRICANTS	576			NUMBER OF COUNTER			
24			TICKETS		SERV. CONTRACTS MECH. P&A	571			TICKETS			
25	5,329	1,445		27.1	WARRANTY MECH. P&A	572	46,368	13,307		28.7		
26	17,468	7,740	49	44.3	COUNTER RETAIL - P&A	573	128,054	51,708	520	40.4		
27	6,608	2,207	15	33.4	COUNTER WHSL. - P&A	574	94,286	25,163	209	26.7		
28	7,653	3,258		42.6	INTERNAL MECH. P&A	575	89,529	35,549		39.7		
29					MOPAR EXPRESS LANE TOTAL PARTS (LINE 53)							
30					REPAIR ORDERS BODY & PAINT P&A	580						
31					WARRANTY - BODY & PAINT P&A	582						
32					INTERNAL - BODY & PAINT P&A	583						
33					SERVICE CONT. SALES AT PARTS COUNTER	577						
34					PURCH. DISCOUNTS - P&A	585E		2,023				
35					WHSL. ALLOWANCE	586F						
36		(73)			INVENTORY ADJ. P&A	587G		(2,166)				
37	13,704	3,006		21.9	TIRES & TUBES P&A	590	96,222	21,852		22.7		
38	3,828	1,652		43.2	NON-AUTO & MISC. P&A	595	43,977	17,663		40.2		
39	68,959	24,465		35.5	TOTAL P&A DEPT.		631,616	214,890		34.0		
40					TOTAL ALL DEPTS.							
41	743,858	138,066			(PG 3 LINE 63, PG 4 LINE 17, PG 5 LINES 13, 21 & 39)		11,431,109	1,439,900				
42	MOPAR EXPRESS LANE LABOR AND PARTS											
43					MOPAR EXPRESS LANE CP LABOR	596						
44					MOPAR EXPRESS LANE SERVICE CONTRACT LABOR	597						
45					MOPAR EXPRESS LANE WARRANTY LABOR	598						
46					MOPAR EXPRESS LANE INTERNAL LABOR	599						
47					MOPAR EXPRESS LANE TOTAL LABOR							
48												
49					MOPAR EXPRESS LANE CP PARTS	591						
50					MOPAR EXPRESS LANE SERVICE CONTRACT PARTS	592						
51					MOPAR EXPRESS LANE WARRANTY PARTS	593						
52					MOPAR EXPRESS LANE INTERNAL PARTS	594						
53					MOPAR EXPRESS LANE TOTAL PARTS							
54	PERSONNEL SUMMARY											
55		GENERAL MGR.	MGR.	F&I MGR. NEW / USED	SALES PERSON	TECH. CDJR / AR / F	TECH. COMPETITIVE	CLERICAL	OTHER	TOTAL	STALLS CDJR / AR / F	STALLS COMPETITIVE
56	NEW	BB10	BB11	1	BB12	1		BB13	1	BB14	BB15	3
57	USED	BB16	BB17		BB18	1		BB19		BB20	BB21	1
58	SERVICE	CC08	CC09	1	CC10	CC13	1	CC14	CC11	CC12	CC15	2
59	PARTS	DD04	DD05		DD06			DD07	1	DD08	DD09	1
60	BODY	CC18	CC19		CC20	CC23		CC24	CC21	CC22	DD01	DD02
61	ADM. / OFFICE	DD10	DD11					DD12	1	DD13	DD14	1
62	TOTAL	DD25	DD16	2	CC02	DD01	1	DD02	DD18	3	DD19	DD22
63											DD23	8
64	LABOR RATES & EFFICIENCY											
64		EE02	RETAIL CUST. PAY	\$	148			DD27	RETAIL CUST. PAY	\$		
65		EE03	WARRANTY / ROAD READY	\$	137			DD28	WARRANTY / ROAD READY	\$		
66	POSTED LABOR RATES	DD25	QUICK SERVICE	\$				DD29	QUICK SERVICE	\$		
67		EE04	INTERNAL	\$	152			DD30	INTERNAL	\$		
68		EE05	B & P CUST. PAY	\$				DD31	B & P CUST. PAY	\$		
69		DD26	B & P WARR.	\$				DD32	B & P WARR.	\$		
70	SERV. LABOR HRS. BILLED		MTD	YTD				DD42	MOPAR EXPRESS LANE	\$		
71	CUSTOMER MECH.	DD33	228	1979				MTD	YTD			
72	QUICK SERVICE	DD34			TOTAL SERV. LABOR HRS. BILLED	DD39	323	3365				
73	SERVICE CONTRACT	DD35										
74	WARRANTY & ROAD READY	DD36	30	326	TOTAL SERV. TECH. HRS. AVAIL.	DD40	315	2833			MTD	YTD
75	INTERNAL	DD37	65	713							102.5	118.8
76	CUSTOMER - NON-AUTO	DD38		347								
77	MOPAR EXPRESS LANE	DD43										

2021 STATEMENT OF INCOME AND EXPENSE - FIXED EXPENSE ALLOCATION

1	DEPARTMENTAL		NEW VEHICLE DEPT.		USED VEHICLE DEPT.				
	SUBTOTALS		MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE			
3	TOTAL DEPT. SALES	(PG 3, L 63 & PG 4, L 17)	P04	72,205	1,740,684	P13	542,273	8,425,079	
4	TOTAL DEPT. GROSS PROFIT	(PG 3, L 63 & PG 4, L 17)	R19	7,101	122,336	S09	67,379	733,598	
5	TOTAL VARIABLE SALES EXPENSE	(PG 2, L 7)	K04	4,503	56,384	K20	12,515	134,274	
6	TOTAL SEMI-FIXED SALES EXPENSE	(PG 2, L 19)	K13	18,902	183,588	L04	18,387	175,094	
7	NET DEPT. PROFIT	(PG 2, L 20)	K14	-16,304	-117,636	L05	36,477	424,230	
8	FIXED EXPENSE ACCT. NAME	ACCT. NO.		MONTH	YEAR-TO-DATE		MONTH	YEAR-TO-DATE	
9	SALARIES & WAGES - ADM. & GENERAL	362	E601	3,019	28,517	E602	3,019	28,517	
10	EMPLOYEE BENEFITS	363	E611	519	4,841	E612	519	4,842	
11	PAYROLL TAXES	365	E621	1,292	16,036	E622	1,292	16,036	
12	ADVERTISING GENERAL & INSTITUTIONAL	367	E631			E632			
13	STATIONERY, OFFICE SUPPLIES & POSTAGE	368	E641	481	8,853	E642	134	1,934	
14	LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICES	370 - 371	E651	2,212	25,408	E652	2,212	24,819	
15	COMPANY CAR EXP.	372	E661	177	2,605	E662	1,251	3,736	
16	DUES, SUBSCRIPTION & CONTRIBUTIONS	373	E671	91	494	E672	48	408	
17	DATA PROCESSING SERVICES / E-TOOLS	374	E681	10,202	103,630	E682	1,515	18,462	
18	TRAVEL & ENTERTAINMENT	377	E691	67	698	E692	67	673	
19	BAD DEBTS	378	E701	50	550	E702	50	550	
20	MISCELLANEOUS	380	E711			E712			
21	RENT & EQUIVALENT	381 - 386	E721	4,405	66,988	E722	4,405	59,323	
22	MAINT. & REPAIRS - REAL ESTATE	387	E731		1,789	E732		1,566	
23	INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)	388	E741	434	5,577	E742	434	5,577	
24	INS. TAXES & LIC. (OTHER THAN PAYROLL & REAL ESTATE)	389 - 390	E751	100	1,978	E752	100	1,979	
25	DEP., MAINT. & RENTAL - FURNITURE, SIGN & EQUIP.	391 - 393	E761	5,967	33,363	E762	5,847	31,506	
26	HEAT, LIGHT, POWER & WATER	395	E771	506	5,082	E772	506	5,082	
27	TELEPHONE	396	E781	516	3,540	E782	103	708	
28	TOTAL DEPT. FIXED EXPENSE		E791	30,038	309,949	E792	21,502	205,718	
29	DEPT. PROFIT / LOSS	(LINE 7 LESS LINE 28)	E821	-46,342	-427,585	E822	14,975	218,512	
30	DEPARTMENTAL		MECHANICAL		PARTS		BODY & PAINT		
31	SUBTOTALS		MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	
32	TOTAL DEPT. SALES	(PG 5 L 13, L 39 & L 21)	W04	60,421	633,730	W23	68,959	631,616	
33	TOTAL DEPT. GROSS PROFIT	(PG 5, L 13, L 39, & L 21)	X11	39,121	369,076	Y30	24,465	214,890	
34	TOTAL SALES EXPENSE	(PG 2, L 31, & L 42)	L14	2,887	16,142	L24	5,871	41,317	
35	NET DEPT. PROFIT	(PG 2, L 32, & L 43)	L15	36,234	352,934	M01	18,594	173,573	
36	FIXED EXPENSE ACCT. NAME	ACCT. NO.		MONTH	YEAR-TO-DATE		MONTH	YEAR-TO-DATE	
37	SALARIES & WAGES - ADM. & GENERAL	362	E603	3,760	42,644	E604	5,157	50,857	
38	EMPLOYEE BENEFITS	363	E613	519	4,842	E614	519	4,842	
39	PAYROLL TAXES	365	E623	1,292	16,036	E624	1,292	16,036	
40	ADV. GENERAL & INSTITUTIONAL	367	E633			E634			
41	STATIONERY, OFFICE SUPPLIES & POSTAGE	368	E643	134	1,934	E644	134	1,934	
42	LEGAL AUDITING, COLLECTION	370 - 371	E653	2,212	24,819	E654	1,900	22,153	
43	COMPANY CAR EXPENSES	372	E663	2,325	17,972	E664	2,036	14,641	
44	DUES, SUBSCRIPTION & CONTRIBUTIONS	373	E673	18	87	E674	18	87	
45	DATA PROCESSING SERVICES / E-TOOLS	374	E683	2,944	31,870	E684	1,725	18,156	
46	TRAVEL & ENTERTAINMENT	377	E693	67	654	E694	67	654	
47	BAD DEBTS	378	E703	25	275	E704	50	550	
48	MISCELLANEOUS	380	E713	25	275	E714			
49	RENT & EQUIVALENT	381 - 386	E723	-2,595	-17,677	E724	4,405	59,323	
50	MAINT. REPAIRS - REAL ESTATE	387	E733		2,116	E734		1,566	
51	INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)	388	E743	434	5,577	E744	434	5,577	
52	INS. TAXES & LIC. (OTHER THAN PAYROLL & REAL ESTATE)	389 - 390	E753	100	1,979	E754	100	1,979	
53	DEP., MAINTENANCE & RENTAL - FURNITURE, SIGN & EQUIP.	391 - 393	E763	5,847	31,506	E764	5,847	31,506	
54	HEAT, LIGHT, POWER & WATER	395	E773	506	5,082	E774	506	5,082	
55	TELEPHONE	396	E783	103	708	E784	103	708	
56	TOTAL DEPT. FIXED EXPENSE		E793	17,716	170,699	E794	24,293	235,651	
57	DEPT. PROFIT / LOSS	(LINE 35 LESS LINE 56)	E823	18,518	182,235	E824	-5,699	-62,078	
58	SHOP PARTS GROSS TRANSFER		E827			E828			
59	ADJ. DEPT. PROFIT / LOSS	(LINE 57 PLUS LINE 58)	E843	18,518	182,235	E844	-5,699	-62,078	
60	RECEIVABLE ANALYSIS								
61	AGING =>			1-30 days	31-60 days	61-90 days	91-120 days	121 days & OVER	
62	SERV. & PARTS ACCTS.	(PG 1, L 8)	Z	85,550	108,225		-82	-1,740	
63	VEHICLE ACCTS.	(PG 1, L 9)	Z	23,796	20,940				
64	CUSTOMER NOTES	(PG 1, L 10)	Z						
65	OTHER REC.	(PG 1, L 11)	Z						
66	WARR. SERV. A/C 116A	(PG 1, L 12)	Z	2,124	1,740	19		365	
67	WARR. SUSPENSE	(MEMO)	Z						
68	OFFICERS & EMP. ACCTS.	(PG 1, L 56)	Z						
69	MISCELLANEOUS INCOME AND DEDUCTIONS ANALYSIS								
70	INCOME	ACCT.		MTD	YTD	DEDUCTIONS	ACCT.	MTD	YTD
71	NEW VEHICLE	609-A	Z	7,862	188,314	NEW VEHICLE	709-A		
72	NEW VEH. - Other Brands Sales	609-B	Z			NEW VEH. - Other Brands Sales	709-B		
73	NEW VEH. - Other Than Above	609-C	Z			NEW VEH. - Other Than Above	709-C		
74	USED VEHICLE	609-D	Z			USED VEHICLE	709-D		
75	SERVICE	609-E	Z			SERVICE	709-E		
76	PARTS & BODY SHOP	609-F	Z			PARTS & BODY SHOP	709-F		
77	REAL ESTATE	609-G	Z			REAL ESTATE	709-G		
78	VENDING MACHINES	609-H	Z			VENDING MACHINES	709-H		
79	FROM OTHER ENTITIES	609-I	Z			FROM OTHER ENTITIES	709-I		
80	TOTAL MISC. INCOME	(Pg2, Ln 77)	Z	7,862	188,314	TOTAL MISC. DED.	(Pg2, Ln 77)		

OPERATING INFORMATION - FIAT BRAND

DEALER **1922618 ONTARIO LIMITED** CITY **VICTORIA** PROVINCE **BC**
 FOR THE PERIOD OF **01/01/21** TO **11/30/21** DIVISION **B.C.** GROUP **00 Dec 1900** CODE **C1940**

2021 DEPARTMENTAL GROSS PROFIT ANALYSIS - FIAT

LINE NO	MONTH DOLLARS ONLY				PER UNIT	ACCOUNT NAME	NO.	YEAR-TO-DATE DOLLARS ONLY				PER UNIT	
	SALES	GROSS PROFIT	UNITS					SALES	GROSS PROFIT	UNITS			
1						FIAT 500	404						
2						FIAT 500 CABRIO	406						
3						FIAT 500L	461						
4						FIAT 500X	443						
5						FIAT 124 SPIDER	402	85,320	3,227	2	1614		
6						FIAT TBD	413						
7						ALFA ROMEO 4C	411						
8						ALFA ROMEO GIULIA	417	346,692	21,920	6	3653		
9						ALFA ROMEO - TBD	419						
10	66,567	3,831	1	3831		ALFA ROMEO STELVIO	405	773,955	30,562	12	2547		
11						OTH. NEW CARS - MASERATI	401	480,570	18,533	4	4633		
12						OTH. NEW TRKS. - MASERATI	410						
13	66,567	3,831	1	3831		TOTAL MASERATI / ALFA ROMEO / FIAT VEHICLES		1,686,537	74,242	24	3093		
14		200				FINANCE CONTRACT RESERVES	457F		3,166				
15						INSUR. CONTRACTS	463						
16						SERVICE CONTRACTS (INCL. MAINTENANCE)	458/464						
17						PROTECTION PRODUCTS & ACCESS.	465	5,069	2,790	3	930		
18						OTHER F&I	467						
19						NON-AUTOMOTIVE	450						
20						LESS: F&I CHGBKS.	468						
21		200				TOTAL F&I DEPT.		5,069	5,956	3	1985		
22						DOC FEE (ADMIN FEE) - NEW	466						
23						DEALER TRANSFERS	460						
24	66,567	4,031				TOTAL NEW VEH. DEPT.		1,691,606	80,198				
25	134,146	8,937	3	2979		USED CARS	470	1,003,166	60,172	19	3167		
26						USED TRUCKS	471	277,960	14,713	7	2102		
27	15,300	2,584	4	646		USED CARS WHSL.	473	1,714,016	4,370	57	77		
28						USED TRUCKS WHSL.	474		4,370				
29		6,878				FINANCE CONTRACT RESERVES	481F		70,303				
30		571				INSUR. CONTRACTS	485		6,190				
31						SERVICE CONTRACTS (INCL. MAINT.)	482/486						
32		-240				PROTECTION PROD. & ACCESS.	487	11,090	4,989	8	624		
33	4,629	4,629	18	257		OTHER F&I	489	39,342	39,342	189	208		
34						NON-AUTOMOTIVE	479						
35						F&I CHARGEBACKS	490						
36	4,629	11,838	18	658		TOTAL F&I DEPT.		50,432	120,824	197	613		
37						DOC FEE (ADMIN FEE) - USED	488						
38	MEMO ONLY	6,386				RECON. COST USED VEH.	470D/471D	MEMO ONLY	9,521				
39						USED VEHICLE INVENTORY WRITEDOWN	476G/477G						
40	154,075	23,359				TOTAL USED VEH. DEPT.		3,045,574	200,079				
41	SALES	GROSS PROFIT	R.O. NO.'s	G.P. % SALES		NAME	NO.	SALES	GROSS PROFIT	R.O. NO.'s	G.P. % SALES		
42	33,712	26,397	114	78.3		CUSTOMER LABOR MECH.	550	283,855	223,731	1003	78.8		
43						QUICK SERVICE	558						
44						SERV. CONTRACTS LABOR - MECHANICAL	551						
45	4,632	3,267	17	70.5		WARRANTY LABOR - MECHANICAL	552	44,876	31,242	223	69.6		
46						ROAD READY LABOR	553						
47	9,605	7,442	27	77.5		LABOR - INTERNAL - MECHANICAL	554	107,861	89,575	302	83.0		
48						CUSTOMER LABOR - NON-AUTO	555						
49	8,187	8,187		100.0		SUBLET WORK - MECH.	556	166,997	166,997		100.0		
50						SUBLET WORK - WARRANTY - MECH.	557						
51						SALES OF SERVICE CONTRACTS - MECH.	558						
52		(686)				UNAPPLIED / VARIANCE LABOR - MECH.	559D		(10,692)				
53	56,136	44,607				TOTAL MECH. DEPT.		603,589	500,853				
54	14,369	5,084		35.4		P&A - CUST. R.O. MECH.	570	133,180	49,791		37.4		
55						P&A - QUICK SERV.	576						
56						P&A - SERVICE CONTRACTS - MECHANICAL	571						
57	5,329	1,445		27.1		P&A - WARR. - MECH.	572	46,368	13,307		28.7		
58	17,468	7,740	49	44.3		P&A - COUNTER RET.	573	128,054	51,708	520	40.4		
59	6,608	2,207	15	33.4		P&A - COUNTER WHSL.	574	94,286	25,163	209	26.7		
60	7,653	3,258		42.6		P&A - INTERNAL - MECH.	575	89,529	35,549		39.7		
61						P&A - REPAIR ORDERS - BODY & PAINT	580						
62						P&A - WARRANTY - BODY & PAINT	582						
63						P&A - INTERNAL - BODY & PAINT	583						
64						SALES OF SERVICE CONTRACTS - PARTS	577						
65						PURCH. DISCS. - P&A	585E		2,023				
66						WHSL. ALLOWANCE	586F						
67		(73)				P&A - INVENTORY ADJUSTMENTS	587G		(2,166)				
68	13,704	3,006		21.9		TIRES & TUBES	590	96,222	21,852		22.7		
69	3,828	1,652		43.2		NON-AUTO & MISC.	595	43,977	17,663		40.2		
70	68,959	24,465				TOTAL P&A DEPT.		631,616	214,890				
71						CUSTOMER LABOR - BODY & PAINT	560						
72						WARRANTY LABOR - BODY & PAINT	562						
73						LABOR INTERNAL - BODY & PAINT	563						
74						SUBLET WORK - BODY & PAINT	564						
75						SUBLET WORK - WARRANTY - B & P	565						
76						SHOP MATERIALS	566						
77						UNAPPLIED / VARIANCE LABOR B & P	567D						
78						TOTAL BODY & PAINT DEPT.							
79	345,737	96,462				TOTAL ALL DEPTS.		5,972,385	996,020				

OPERATING INFORMATION - FIAT BRAND

DEALER

1922618 ONTARIO LIMITED

PERIOD ENDING

30 NOV 2021

CODE

C1940

2021 STATEMENT OF INCOME AND EXPENSE - FIAT

PAGE 8

LINE NO.	NAME OF ACCOUNT	ACCT.	NEW VEHICLE				USED VEHICLE				
			MTD	% GP DEPT.	YTD	% GP DEPT.	MTD	% GP DEPT.	YTD	% GP DEPT.	
1	DEPT. GROSS PROFIT (PG 7)		4,031		80,198			23,359		200,079	
2	SALESPERSONS COMMISSIONS	301 / 321	569	14	17,869	22		8,310	36	88,500	44
3	SALES MANAGERS' COMMISSIONS	302 / 322									
4	F&I MANAGERS' COMMISSIONS	316 / 336	3,842	95	32,128	40		2,907	12	32,882	16
5	VEH. INVENTORY MAINT.	303 / 323	92	2	6,387	8		1,298	6	12,892	6
6	POLICY EXPENSE	304 / 324									
7	TOTAL VARIABLE SALES EXPENSE (LINES 2-6)	TOT.	4,503	112	56,384	70		12,515	54	134,274	67
8	SALESPERSONS' SALARIES	306 / 326									
9	SALES MANAGERS' SALARIES	307 / 327	12,167	302	123,992	155		12,167	52	123,992	62
10	F&I MANAGERS' SALARIES	317 / 337									
11	OTHER SALARIES	308 / 328	518	13	2,311	3		518	2	2,311	1
12	ADVERT. - PRINT, TV, OTHER	309 / 329			10,520	13		4,995	21	36,564	18
13	ADVERT. - INTERNET ONLY	313 / 338	4,013	100	43,299	54					
14	ADVERTISING CREDITS	309A									
15	SALES PERSONNEL TRAINING	310 / 330	2,012	50	3,690	5				76	
16	DEMONSTRATION EXPENSE	312 / 332								31	
17	FLOORPLAN INTEREST	315 / 335	192	5	-1,424	-2		707	3	12,120	6
18	FLOORPLAN INTEREST CREDITS	315A			1,200	1					
19	SALES EXPENSE TOTAL SEMI-FIXED (LINES 8-18)	TOT.	18,902	469	183,588	229		18,387	79	175,094	88
20	DEPT. NET (LINE 1 MINUS 7 & 19)		-19,374	-481	-159,774	-199		-7,543	-32	-109,289	-55
21	MEMO: FIN. & INSURANCE DEPT. NET (PG 7 L21 / 35 MINUS LINES 4 & 10)		-3,642	-90	-26,172	-33		8,931	38	87,942	44
22	ACCOUNT NAME	ACCT.	BODY AND PAINT				MECHANICAL				
23			MTD DOLLARS	% GP DEPT.	YTD DOLLARS	% GP DEPT.	MTD DOLLARS	% GP DEPT.	YTD DOLLARS	% GP DEPT.	
24	GROSS PROFIT	P7 L78 / P7 L52					44,607		500,853		
25	SALARIES VACATION & TIME OFF	340B / 341B / 340A / 341A	2,023		13,610		4,589	10	32,780	7	
26	TRAINING	342B / 342A			223		551	1	4,387	1	
27	ADVERTISING	343B / 343A							304		
28	SUPPLIES, TOOLS & LAUNDRY	344B / 344A	880		7,010		-2,310	-5	-22,373	-4	
29	SERVICE VEHICLE EXPENSE	345B / 345A							123		
30	POLICY ADJUSTMENTS	346B / 346A			198		57		921		
31	DEPR., MAINT., REPAIR & RENTAL	348B / 348B / 348A / 348A									
32	SALES EXPENSE (LINES 25 THRU 31)		2,903		21,041		2,887	6	16,142	3	
33	DEPT. NET (LINE 24 MINUS 32)		-2,903		-21,041		41,720	94	484,711	97	
34	PARTS DEPT GROSS PROFIT (PAGE 7 LINE 70)						24,465		214,890		
35	SALARIES, WAGES & INCENTIVES - PARTS	350					5,221	21	32,146	15	
36	PERSONNEL TRAINING - PARTS	352							2,204	1	
37	ADVERTISING - PARTS	353							304		
38	SUPPLIES, TOOLS & LAUNDRY - PARTS	354									
39	FREIGHT - PARTS	355					650	3	6,540	3	
40	POLICY ADJUSTMENTS - PARTS	356									
41	VEHICLE EXPENSE - PARTS	357							123		
42	DEPRECIATION, MAINT., REPAIR & RENTAL - EQUIP. - PARTS	358 / 359									
43	TOTAL PARTS DEPT. SALES EXPENSE (LINES 35 THRU 42)	TOT.					5,871	24	41,317	19	
44	PARTS NET (LINE 34 MINUS LINE 43)						18,594	76	173,573	81	
45	FIXED EXPENSE							% TOT. G.P.		% TOT. G.P.	
46	SALARIES & WAGES - ADMINISTRATIVE & GENERAL	362					14,955	11	150,535	10	
47	EMPLOYEE BENEFITS	363					1,463	1	12,902	1	
48	PAYROLL TAXES	365					5,169	4	64,144	4	
49	ADVERTISING GENERAL & INSTITUTIONAL	367									
50	STATIONERY, OFFICE SUPPLIES & POSTAGE	368					695	1	13,438	1	
51	LEGAL, AUDITING, COLLECTION & OTHER OUTSIDE SERVICES	370 / 371					6,534	5	73,301	5	
52	COMPANY CAR EXPENSE	372					1,074	1	8,084	1	
53	DUES, SUBSCRIPTIONS & CONTRIBUTIONS	373					175		1,077		
54	DATA PROCESSING SERVICES / E-TOOLS	374					16,386	12	172,118	12	
55	TRAVEL & ENTERTAINMENT	377					135		1,371		
56	BAD DEBTS	378					175		1,925		
57	MISCELLANEOUS	380					25		275		
58	RENT & EQUIVALENT	381 to 386					10,620	8	167,958	12	
59	MAINTENANCE & REPAIRS - REAL ESTATE	387							7,039		
60	INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)	388					1,737	1	22,309	2	
61	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL & REAL ESTATE)	389 / 390					400		7,914	1	
62	DEPR., MAINT., REPAIR & RENTAL - FURNITURE, SIGNS & EQUIP.	391 to 393					23,508	17	127,882	9	
63	HEAT, LIGHT POWER & WATER	395					2,022	1	20,328	1	
64	TELEPHONE	396					826	1	5,664		
65	TOTAL FIXED EXPENSES (LINES 46 THRU 64)	TOT.					85,899	62	858,264	60	
66	SALARIES - OWNERS & OFFICERS	399									
67	TOTAL EXPENSES (LINES 7 (NEW & USED), 19 (NEW & USED), 32 (BODY & MECH.), 43, 65, & 66)						151,867	110	1,486,104	103	
68	OPERATING PROFIT (LINES 20 (NEW & USED), 33 (BODY & MECH.), 44 MINUS LINES 65 & 66)						-55,405		-490,084		
69	OTHER INCOME & (DED.) - NET (LINE 80 - TOTAL OTHER INCOME LESS TOTAL OTHER DED.)						-1,759		172,085		
70	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX						-57,164		-317,999		
71	OTHER INCOME		OTHER DEDUCTIONS								
72	ACCOUNT	ACCT.	MTD DOLLARS	YTD DOLLARS	ACCOUNT	ACCT.	MTD	YTD			
73	CASH DISCOUNTS EARNED	601			CASH DISCOUNTS ALLOWED	701					
74	INTEREST EARNED	603	-411	512	BONUSES	704	9,210	16,741			
75	GAIN ON DISPOSAL OF CAPITAL ASSETS	608			LOSS ON DISPOSAL OF CAPITAL ASSETS	708					
76											
77											
78	MISC. INCOME	609	7,862	188,314	MISC. DEDUCTIONS	709					
79	VEHICLE LEASE & RENTAL INCOME	615			VEHICLE LEASE & RENTAL EXPENSE	715					
80	TOTAL OTHER INCOME		7,451	188,826	TOTAL OTHER DED.		9,210	16,741			

OPERATING INFORMATION - BRANCH LOCATION

DEALER 1922618 ONTARIO LIMITED CITY VICTORIA PROVINCE BC
 FOR PERIOD OF 01/01/21 TO 11/30/21 DIVISION REGION GROUP 00 Dec 1900 CODE C1940

2021 DEPARTMENTAL GROSS PROFIT ANALYSIS

LINE NO.	MONTH DOLLARS ONLY			PER UNIT	ACCOUNT NAME	NO.	YEAR-TO-DATE DOLLARS ONLY			PER UNIT
	SALES	GROSS PROFIT	UNITS				SALES	GROSS PROFIT	UNITS	
1	K	K	K		FIAT 500	404	K	K	K	
2	K	K	K		FIAT 500 CABRIO	406	K	K	K	
3	K	K	K		FIAT 124 SPIDER	402	K	K	K	
4	K	K	K		FIAT TBD	413	K	K	K	
5	K	K	K		ALFA ROMEO - 4C	411	K	K	K	
6	K	K	K		ALFA ROMEO GIULIA	417	K	K	K	
7	K	K	K		ALFA ROMEO - TBD	419	K	K	K	
8	K	K	K		CHALLENGER	407	K	K	K	
9	K	K	K		CHARGER	409	K	K	K	
10	K	K	K		300 SERIES	420	K	K	K	
11	K	K	K		OTHER NEW CARS - CHRYSLER GROUP	425	K	K	K	
12	K	K	K		TOTAL CARS RETAIL		K	K	K	
13	K	K	K		FIAT 500L	461	K	K	K	
14	K	K	K		FIAT 500X	443	K	K	K	
15	K	K	K		DODGE GRAND CARAVAN	427	K	K	K	
16	K	K	K		PACIFICA	428	K	K	K	
17	K	K	K		ALFA ROMEO STELVIO	405	K	K	K	
18	K	K	K		PACIFICA - PHEV	412	K	K	K	
19	K	K	K		RENEGADE	442	K	K	K	
20	K	K	K		WRANGLER	432	K	K	K	
21	K	K	K		WRANGLER (4 DOOR)	431	K	K	K	
22	K	K	K		CHEROKEE	430	K	K	K	
23	K	K	K		COMPASS	433	K	K	K	
24	K	K	K		CHRYSLER GRAND CARAVAN	497	K	K	K	
25	K	K	K		GRAND CHEROKEE	438	K	K	K	
26	K	K	K		GLADIATOR	495	K	K	K	
27	K	K	K		WAGONEER	434	K	K	K	
28	K	K	K		GRAND WAGONEER	447	K	K	K	
29	K	K	K		JOURNEY	451	K	K	K	
30	K	K	K		DURANGO	435	K	K	K	
31	K	K	K		RAM PROMASTER	462	K	K	K	
32	K	K	K		RAM PROMASTER CITY	436	K	K	K	
33	K	K	K		RAM HD (2500/3500)	429	K	K	K	
34	K	K	K		RAM 1500	437	K	K	K	
35	K	K	K		RAM CHASSIS CAB 3500 / 4500 / 5500	448 / 452 / 453	K	K	K	
36	K	K	K		OTHER NEW TRUCKS - CHRYSLER GROUP	439	K	K	K	
37	K	K	K		RECREATIONAL VEH.	440	K	K	K	
38	K	K	K		TOTAL TRUCKS RETAIL		K	K	K	
39					VOLUME INCENT. (NEW VEH.)	454				
40	K	K	K		TOT. CARS & TRUCKS RETAIL		K	K	K	
41	K	K	K		FINANCE, INSURANCE & OTHER - NEW		K	K	K	
42	K	K	K		SERVICE CONTRACTS - NEW	458 / 464	K	K	K	
43	K	K	K		DOC FEE (ADMIN. FEE) INCOME - NEW	466	K	K	K	
44				MEMO UNITS	DEALER TRANSFERS	460				MEMO UNITS
45	K	K	K		TOTAL NEW VEH. DEPT.		K	K	K	
46	K	K	K		USED CARS	470	K	K	K	
47	K	K	K		USED TRUCKS	471	K	K	K	
48	K	K	K		TOTAL USED VEH. SALES		K	K	K	
49	K	K	K		FINANCE, INSURANCE & OTHER - USED		K	K	K	
50	K	K	K		SERV. CONTRACTS - USED	482 / 486	K	K	K	
51	K	K	K		DOC FEE (ADMIN FEE) INCOME - USED	488	K	K	K	
52	K	K	K		TOTAL USED VEH. DEPT.		K	K	K	
53				R.O. NO.'S G.P. % SALES	NAME	NO.				R.O. NO.'S G.P. % SALES
54	K	K	K		CUSTOMER LABOR - MECH.	550	K	K	K	
55	K	K	K		SERV. CONT. LABOR - MECH.	551	K	K	K	
56	K	K	K		WARR. LABOR - MECH.	552	K	K	K	
57	K	K	K		ROAD READY LABOR	553	K	K	K	
58	K	K	K		GAS, OIL - LUBRICANTS	558	K	K	K	
59	K	K	K		TOTAL MECHANICAL DEPT.		K	K	K	
60	K	K	K	NUMBER OF	P&A - CUSTOMER R.O. - MECH.	570	K	K	K	NUMBER OF
61	K	K	K	↓ COUNTER	P&A - SERVICE CONTRACTS - MECH.	571	K	K	K	↓ COUNTER
62	K	K	K	TICKETS	P&A - WARR. - MECH.	572	K	K	K	TICKETS
63	K	K	K		P&A - COUNTER - RET.	573	K	K	K	
64	K	K	K		TOTAL P&A DEPT.		K	K	K	
65	K	K	K		TOTAL ALL DEPARTMENTS		K	K	K	
66	EXPENSES									
67		MONTH			NAME	NO.		YTD		
68	K				SAL., WAGES, & COMM. - NEW	301 / 302 / 306 / 307 / 308 / 316 / 317	K			
69	K				SAL., WAGES, & COMM. - USED	321 / 322 / 326 / 327 / 328 / 336 / 337	K			
70	K				DEMO EXP. - NEW / USED	312 / 332	K			
71	K				VEHICLE INVENTORY MAINT. - NEW / USED	303 / 323	K			
72	K				ADVERTISING	309 / 318 / 329 / 338	K			
73	K				MISCELLANEOUS	380	K			
74	K				POLICY EXPENSE	304 / 324	K			
75	K				RENT / EQUIV., HEAT / LIGHT / POWER / WATER & PHONE	381 to 386, 395 & 396	K			
76	K				MAINT. & RENTAL	392 / 393	K			
77	K				DEPR. - FURNITURE, SIGNS & EQUIPMENT	391	K			
78	K				TOTAL EXPENSES		K			
79	K				NET INCOME		K			

OPERATING INFORMATION - LEASING AND RENTAL

DEALER 1922618 ONTARIO LIMITED CITY VICTORIA STATE BC

FOR PERIOD OF 01/01/21 TO 11/30/21 ① DIVISION ② ZONE ③ GROUP ④ CODE C1940 ⑤

LINE	VEHICLE ANALYSIS (UNITS)				CURRENT INCOME (DOLLARS ONLY)		CAPITAL ANALYSIS (DOLLARS ONLY)	
	IN SERVICE:	CARS	TRUCKS	TOTAL	JANUARY	FEBRUARY	ACCTS. RECEIVABLE	
1	LEASE-OPEN END						1-30 \$	
2	CLOSED END						31-60 \$	
3	RENTAL						61-OVER \$	
4	ON HAND							
5	TOTAL				JUNE			
6	MAKES:				JULY			
7	CHRYSLER				AUGUST			
8	(SPECIFY)				SEPTEMBER			
9	(SPECIFY)				OCTOBER			
10	(SPECIFY)				NOVEMBER			
11	TOTAL				DECEMBER			
12								
13								

LINE	MONTH (DOLLARS ONLY)					ACCOUNT NAME	NO.	YEAR-TO-DATE (DOLLARS ONLY)				
	LEASE INCOME		RENTAL INCOME	TOTAL	TOTAL			LEASE INCOME		RENTAL INCOME		
	OPEN END	CLOSED END						OPEN END	CLOSED END			
15	MAINT.	NON-MAINT.	MAINT.	NON-MAINT.				MAINT.	NON-MAINT.	MAINT.	NON-MAINT.	
16					LEASE	803-8						
17					RENTAL (BASIC)	807-8						
18					RENTAL (MILEAGE)	807-8						
19					GAIN / LOSS VEHICLES	809-8						
20					TOTAL INCOME	615						
21												
22												
23												

DIRECT EXPENSES												
LINE	MONTH (DOLLARS ONLY)					ACCOUNT NAME	NO.	YEAR-TO-DATE (DOLLARS ONLY)				
	OPEN END	CLOSED END	RENTAL INCOME	TOTAL	TOTAL			OPEN END	CLOSED END	RENTAL INCOME		
25					GASOLINE	920-8						
26					MAINT. & REPAIR	922-8						
27					LIC. TITLE & TAX	927-8						
28					DEPR.	928-8						
29					INSUR.	929-8						
30					INTEREST	930-8						
31												
32												
33												
34					TOTAL DIRECT EXP.							
35					GROSS INCOME							

SELLING EXPENSES												
LINE	MONTH (DOLLARS ONLY)					ACCOUNT NAME	NO.	YEAR-TO-DATE (DOLLARS ONLY)				
	OPEN END	CLOSED END	RENTAL INCOME	TOTAL	TOTAL			OPEN END	CLOSED END	RENTAL INCOME		
37					SAL. WAGES & COMM.	940-8						
38					COMPANY CARS	945-8						
39					PICK-UP & DELIVERY	947-8						
40					ADVERT. & PROMO.	949-8						
41					BAD DEBTS	951-8						
42					MISC.	955-8						
43												
44												
45												
46												
47												
48												
49												
50												
51												
52												
53												
54												
55												
56												
57												
58												
59					TOTAL SELLING EXPENSES							

60					TOTAL EXP.	715					
61											
62											
63					NET L & R INCOME						

64 **VEHICLE ANALYSIS** - Classify all vehicles in the fleet as indicated. Units on hand at month-end (which are not out on lease or rental) should be included so as to arrive at "total fleet". Identify total fleet by manufacturer makes. Line 6 and Line 12 Totals must agree.

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67 **CAPITAL ANALYSIS** - **Accounts Receivable** represents TOTAL leasing activity receivables included in Other Receivables (A/C 114); Balance Sheet, Page 1, Line 11. Age and report applicable "Past Due" receivables as indicated.

68 **Lease Vehicles Net** represents net depreciated amount as reported for Acct. 156, Balance Sheet, Page 1, Line 61.

69 **Net Equity** represents the difference between "Net" amount and "Liability".

70 **Inventory Finance Liability** must agree with Account 256, Balance Sheet, Page 1, Line 35.

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72 **LINE 23 - TOTAL INCOME** - Must agree with "Vehicle Lease and Rental Income", Account 615, Financial Statement, Page 2, Line 79.

73 **LINE 61 - TOTAL EXPENSE** - Add Lines 34 and 59 - must agree with "Vehicle Lease and Rental Expense", Account 715, Financial Statement, Page 2, Line 79.

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