

Current Data

| | |
|----------------------------------------------------|--------------|
| New Retail Deliveries YTD (units) | 275 |
| Month of Year | 12 |
| Average # Retail Units Delivered Per Month | 23 |
| Total # Units Currently in Inventory | 40 |
| Months Supply "In Units" | 1.7 |
| CURRENT Inventory Turn Rate | 6.9 |
| CURRENT Average <i>Front End</i> Gross Profit PNVR | \$ 3,723 |
| CURRENT Monthly Gross Profit | \$ 85,319 |
| CURRENT Yearly Front End Gross Profit Total | \$ 1,023,825 |



Projection

| | |
|----|-----------|
| | 8.0 |
| \$ | 3,600.0 |
| | 27 |
| \$ | 96,000 |
| \$ | 10,681 |
| \$ | 1,152,000 |
| \$ | 128,175 |

Additional Income

| | | | | Monthly |
|-------------------------------------|-----|-------------|--------|----------|
| | | | | 4 |
| Current New Vehicle F&I Average PVR | | | 1178 | \$ 4,712 |
| PDI & Accessory Sales PVR | 433 | X 50% Gross | \$ 217 | \$ 866 |
| Trade % | 40% | # of Trades | 1.6 | \$ 35 |

| | | | | | |
|---------------------------------------------------------------|-----|----------------------------------|----------|----|-----------|
| UV Immediate Wholesale % | 5% | # of Trades Immediate Wholesaled | 0.1 | \$ | 722 |
| Average Recon on U/C Trade | 950 | X 50% Gross | \$ 475 | \$ | 4,332 |
| Average PUVR Wholesale | | | \$ 434 | \$ | 1,368 |
| Average PUVR (Front and Back) on Trades | | | \$ 2,850 | \$ | - |
| Hard Pack Per Unit UV | | | \$ 900 | \$ | 1,049 |
| Hard Pack Per Unit NV | | | | \$ | 1,200 |
| Doc Fee/ Admin Fee Per Unit | | | \$ 190 | \$ | 1,200 |
| OEM Incentives Per Unit | | | \$ 300 | \$ | 200 |
| Floorplan Assistance Per Unit | | | \$ 300 | \$ | 10,681.25 |
| Advertising Credits Per Unit | | | \$ 50 | \$ | 15,683 |
| | | | | \$ | 26,364 |
| Note: This does not include future Gross Opportunities | | | | \$ | 111,683 |

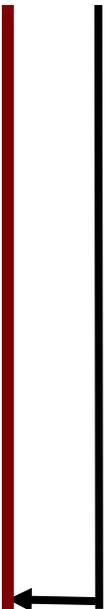
ACADEMY

| | |
|-------------------------------------------------------------|--|
| ns | |
| PROJECTED Inventory Turn Rate | |
| PROJECTED Average <i>Front End</i> Gross Profit PVR | |
| PROJECTED Monthly Units Delivered | |
| PROJECTED Monthly Gross Profit | |
| PROJECTED Monthly Gross Profit Variance | |
| PROJECTED Yearly Front End Gross Profit Total | |
| PROJECTED Annualized Front End Gross Profit Variance | |



| PROJECTED | <u>Yearly</u> |
|-------------------------|---------------|
| Additonal NV Units | 48 |
| NV F&I Increase | \$ 56,544 |
| PDI & Accesory Increase | \$ 10,392 |
| UV Wholesale Increase | \$ 417 |

| | | |
|--------------------------------------------|----|----------------|
| UV Recon Increase | \$ | 8,664 |
| UV Retail PUVR Increase | \$ | 51,984 |
| Hard Pack Increase UV | \$ | 16,416 |
| Hard Pack Increase NV | \$ | - |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ | 12,582 |
| OEM Incentives Increase | \$ | 14,400 |
| Floorplan Assistance Increase | \$ | 14,400 |
| Advertising Credit Increase | \$ | 2,400 |
| Front End Variance (from above) | \$ | 128,175 |
| Total Additional Income | \$ | 188,199 |
| Total Variance | \$ | 316,374 |
| Total Projected Gross (Variance + Current) | \$ | 1,340,199 |





Current Data

| | |
|----------------------------------------------------|--------------|
| New Retail Deliveries YTD (units) | 275 |
| Month of Year | 12 |
| Average # Retail Units Delivered Per Month | 23 |
| Total # Units Currently in Inventory | 40 |
| Months Supply "In Units" | 1.7 |
| CURRENT Inventory Turn Rate | 6.9 |
| CURRENT Average <u>Front End</u> Gross Profit PNVR | \$ 3,723 |
| CURRENT Monthly Gross Profit | \$ 85,319 |
| CURRENT Yearly Front End Gross Profit Total | \$ 1,023,825 |



ACADEMY

Additional Income

| | | | Per Unit | Totals (YTD) |
|-------------------------------------|--------|-------------|----------|--------------|
| Current New Vehicle F&I Average PVR | | | \$ 1,178 | \$ 323,950 |
| PDI & Accessory Sales PVR | \$ 433 | X 50% Gross | \$ 217 | \$ 59,538 |
| Trade % | 40% | # of Trades | 110.0 | 110.0 |

| | | | | |
|---------------------------------------------------------------|--------|----------------------------------|-----------------|---------------------|
| UV Immediate Wholesale % | 5% | # of Trades Immediate Wholesaled | 5.5 | 5.5 |
| Average Recon on U/C Trade | \$ 950 | X 50% Gross | \$ 475 | \$ 52,250 |
| Average PUVR Wholesale | | | \$ 434 | \$ 2,387 |
| Average PUVR (Front and Back) on Trades | | | \$ 2,850 | \$ 297,825 |
| Hard Pack Per Unit UV | | | \$ 900 | \$ 94,050 |
| Hard Pack Per Unit NV | | | \$ - | \$ - |
| Doc Fee/ Admin Fee Per Unit | | | \$ 190 | \$ 72,086 |
| OEM Incentives Per Unit | | | \$ 300 | \$ 82,500 |
| Floorplan Assistance Per Unit | | | \$ 300 | \$ 82,500 |
| Advertising Credits Per Unit | | | \$ 50 | \$ 13,750 |
| Total Washout PNVR | | | \$ 7,653 | \$ 1,080,836 |
| Note: This does not include future Gross Opportunities | | | | |

