

Current Data

| | |
|--|--------------|
| New Retail Deliveries YTD (units) | 282 |
| Month of Year | 2 |
| Average # Retail Units Delivered Per Month | 141 |
| Total # Units Currently in Inventory | 17 |
| Months Supply "In Units" | 0.1 |
| CURRENT Inventory Turn Rate | 99.5 |
| CURRENT Average <i>Front End</i> Gross Profit PNVR | \$ 3,214 |
| CURRENT Monthly Gross Profit | \$ 453,174 |
| CURRENT Yearly Front End Gross Profit Total | \$ 5,438,088 |



Projection

| | |
|----|-----------|
| | 125.0 |
| \$ | 3,000.0 |
| | 177 |
| \$ | 531,250 |
| \$ | 78,076 |
| \$ | 6,375,000 |
| \$ | 936,912 |

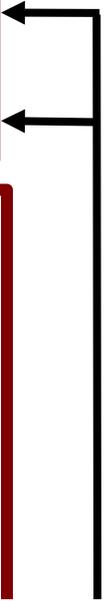
Additional Income

| | | | | Monthly |
|-------------------------------------|-------|-------------|--------|-----------|
| | | | | 37 |
| Current New Vehicle F&I Average PVR | | | 1882 | \$ 69,634 |
| PDI & Accessory Sales PVR | 613.6 | X 50% Gross | \$ 307 | \$ 11,352 |
| Trade % | 61% | # of Trades | 22.6 | \$ 5,576 |

| | | | | | |
|---|------|----------------------------------|----------|----|-----------|
| UV Immediate Wholesale % | 32% | # of Trades Immediate Wholesaled | 7.2 | \$ | 18,241 |
| Average Recon on U/C Trade | 2377 | X 50% Gross | \$ 1,189 | \$ | 61,575 |
| Average PUVR Wholesale | | | \$ 772 | \$ | - |
| Average PUVR (Front and Back) on Trades | | | \$ 4,012 | \$ | - |
| Hard Pack Per Unit UV | | | \$ - | \$ | 9,161 |
| Hard Pack Per Unit NV | | | \$ - | \$ | 17,390 |
| Doc Fee/ Admin Fee Per Unit | | | \$ 175 | \$ | 11,581 |
| OEM Incentives Per Unit | | | \$ 470 | \$ | 11,581 |
| Floorplan Assistance Per Unit | | | \$ 313 | \$ | 78,076.00 |
| Advertising Credits Per Unit | | | \$ 313 | \$ | 216,089 |
| | | | | \$ | 294,165 |
| Note: This does not include future Gross Opportunities | | | | \$ | 747,339 |

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 | 444 |
| NV F&I Increase | \$ 835,608 |
| PDI & Accesory Increase | \$ 136,219 |
| UV Wholesale Increase | \$ 66,908 |

| | |
|--|--------------|
| UV Recon Increase | \$ 218,887 |
| UV Retail PUVR Increase | \$ 738,895 |
| Hard Pack Increase UV | \$ - |
| Hard Pack Increase NV | \$ - |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ 109,930 |
| OEM Incentives Increase | \$ 208,680 |
| Floorplan Assistance Increase | \$ 138,972 |
| Advertising Credit Increase | \$ 138,972 |
| Front End Variance (from above) | \$ 936,912 |
| Total Additional Income | \$ 2,593,072 |
| Total Variance | \$ 3,529,984 |
| Total Projected Gross (Variance + Current) | \$ 8,968,072 |





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ACADEMY

Additional Income

| | | | Per Unit | Totals (YTD) |
|-------------------------------------|--------|-------------|----------|--------------|
| Current New Vehicle F&I Average PVR | | | \$ 1,882 | \$ 530,724 |
| PDI & Accessory Sales PVR | \$ 614 | X 50% Gross | \$ 307 | \$ 86,518 |
| Trade % | 61% | # of Trades | 172.0 | 172.0 |

| | | | | |
|---|----------|----------------------------------|------------------|---------------------|
| UV Immediate Wholesale % | 32% | # of Trades Immediate Wholesaled | 55.0 | 55.0 |
| Average Recon on U/C Trade | \$ 2,377 | X 50% Gross | \$ 1,189 | \$ 204,446 |
| Average PUVR Wholesale | | | \$ 772 | \$ 42,496 |
| Average PUVR (Front and Back) on Trades | | | \$ 4,012 | \$ 469,298 |
| Hard Pack Per Unit UV | | | \$ - | \$ - |
| Hard Pack Per Unit NV | | | \$ - | \$ - |
| Doc Fee/ Admin Fee Per Unit | | | \$ 175 | \$ 69,820 |
| OEM Incentives Per Unit | | | \$ 470 | \$ 132,540 |
| Floorplan Assistance Per Unit | | | \$ 313 | \$ 88,266 |
| Advertising Credits Per Unit | | | \$ 313 | \$ 88,266 |
| Total Washout PNVR | | | \$ 25,356 | \$ 1,712,374 |
| Note: This does not include future Gross Opportunities | | | | |

