

Current Data

| | |
|----------------------------------------------------|------------|
| New Retail Deliveries YTD (units) | 26 |
| Month of Year | 3 |
| Average # Retail Units Delivered Per Month | 9 |
| Total # Units Currently in Inventory | 37 |
| Months Supply "In Units" | 4.3 |
| CURRENT Inventory Turn Rate | 2.8 |
| CURRENT Average <i>Front End</i> Gross Profit PNVR | \$ 8,984 |
| CURRENT Monthly Gross Profit | \$ 77,861 |
| CURRENT Yearly Front End Gross Profit Total | \$ 934,336 |

Projection

| | |
|--|--------------|
| | 4.0 |
| | \$ 5,500.0 |
| | 12 |
| | \$ 67,833 |
| | \$ (10,028) |
| | \$ 814,000 |
| | \$ (120,336) |

Additional Income

| | | | Monthly |
|-------------------------------------|--|-------------|---------|
| | | | 4 |
| Current New Vehicle F&I Average PVR | | | \$ - |
| PDI & Accessory Sales PVR | | X 50% Gross | \$ - |
| Trade % | | # of Trades | \$ - |

| | | | | |
|---------------------------------------------------------------|--|----------------------------------|-----------------|--------------------|
| UV Immediate Wholesale % | | # of Trades Immediate Wholesaled | - | \$ - |
| Average Recon on U/C Trade | | X 50% Gross | \$ - | \$ - |
| Average PUVR Wholesale | | | | \$ - |
| Average PUVR (Front and Back) on Trades | | | | \$ - |
| Hard Pack Per Unit UV | | | | \$ - |
| Hard Pack Per Unit NV | | | | \$ - |
| Doc Fee/ Admin Fee Per Unit | | | | \$ - |
| OEM Incentives Per Unit | | | | \$ - |
| Floorplan Assistance Per Unit | | | | \$ (10,028.00) |
| Advertising Credits Per Unit | | | | \$ - |
| Total Washout PNVR (Adjusted for %s) | | | \$ 8,984 | \$ (10,028) |
| Note: This does not include future Gross Opportunities | | | | \$ 110,803 |



| | |
|-------------------------------------------------------------|--|
| 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 | \$ - |
| PDI & Accesory Increase | \$ - |
| UV Wholesale Increase | \$ - |

| | |
|--------------------------------------------|---------------------|
| UV Recon Increase | \$ - |
| UV Retail PUVR Increase | \$ - |
| Hard Pack Increase UV | \$ - |
| Hard Pack Increase NV | \$ - |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ - |
| OEM Incentives Increase | \$ - |
| Floorplan Assistance Increase | \$ - |
| Advertising Credit Increase | \$ - |
| Front End Variance (from above) | \$ (120,336) |
| Additional Income Variance | \$ - |
| Total Variance | \$ (120,336) |
| Total Projected Gross Profit | \$ 1,329,632 |





Projections

Data

| | |
|------------------------------------------------|--------------|
| Projected New Retail Deliveries YTD (units) | 148 |
| Average <u>Front End</u> Gross Profit PNVR | \$ 8,984 |
| Annualized Yearly Front End Gross Profit Total | \$ 1,329,632 |



ACADEMY

Additional Income

Annualized

| | | | Annualized | |
|-----------------------------------------|------|----------------------------------|------------|------|
| Current New Vehicle F&I Average PVR | | | \$ - | \$ - |
| PDI & Accessory Sales PVR | \$ - | X 50% Gross | \$ - | \$ - |
| Trade % | 0% | # of Trades | - | - |
| UV Immediate Wholesale % | 0% | # of Trades Immediate Wholesaled | - | - |
| Average Recon on U/C Trade | \$ - | X 50% Gross | \$ - | \$ - |
| Average PUVR Wholesale | | | \$ - | \$ - |
| Average PUVR (Front and Back) on Trades | | | \$ - | \$ - |
| Hard Pack Per Unit UV | | | \$ - | \$ - |
| Hard Pack Per Unit NV | | | \$ - | \$ - |

| | | |
|---------------------------------------------------------------|-----------------|---------------------|
| Doc Fee/ Admin Fee Per Unit | \$ - | \$ - |
| OEM Incentives Per Unit | \$ - | \$ - |
| Floorplan Assistance Per Unit | \$ - | \$ - |
| Advertising Credits Per Unit | \$ - | \$ - |
| Total Washout PNVR | \$ 8,984 | \$ 1,329,632 |
| Note: This does not include future Gross Opportunities | | |

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