

FINANCIAL STATEMENT

DEALERSHIP:



PERIOD COVERED: 02/2020

ASSETS				ACCT NO.	AMOUNT	LN NO	LIABILITIES				ACCT NO.	AMOUNT	
Petty Cash Fund				2000	720	1	Trade Creditors				3000	933,779	
Cash in Bank/Temp. Cash Investment				2020	645,912	2	Vehicle Lien Payoff				3010	68,722	
Contracts In Transit				2030	357,131	3	Customer Dep / Advance Payments from Distributor				3020/3025	14,514	
TOTAL CASH AND CONTRACTS				LINES 1-3	1,003,763	4	License and Title Fees				3030	0	
RECEIVABLES				Past Due Over 30 days		5	Trade Payables - Affiliated Co.				3040	0	
Service and Parts				14,067	2100	6	TOTAL ACCOUNTS PAYABLE				LINES 1-5	1,017,015	
Retail Vehicle				0	2110	7	NOTES PAYABLE - SHORT TERM				3050	0	
Wholesale & Dealer Transfer				0	2115	8	Interest				3100	28,780	
Customer Notes				0	2120	9	Insurance				3110	0	
Lease and Rental				0	2130	10	Payroll				3120	120,263	
Service Contracts				0	2140	11	Payroll Taxes				3130	0	
Employee				0	2150	12	Sales Taxes				3140	191,307	
Warranty Claims - Toyota				0	2200	13	Taxes - Other Than Payroll, Sales & Income				3150	0	
Warranty Claims - Other				0	2209	14	Income Taxes				3160	0	
Pre-Delivery/Transportation Claims				0	2210/2220	15	Bonuses - Employees/Owners				3170/3180	0	
Vehicle Incentives - Toyota				0	2240	16	Pension Fund / Profit Sharing				3190	2,070	
Vehicle Incentives - Other				0	2241	17	Accrued Other				3220	0	
Holdback Receivables - Toyota				0	2245	18	TOTAL ACCRUED LIABILITIES				LINES 8-17	342,420	
Holdback Receivables - Other				0	2246	19	TOTAL ACCTS. PAYABLE - S.T. NOTES & ACCRUED				LINES 6, 7 & 18	1,359,435	
Other Distributor Receivables				23,000	2250	20	New Vehicles and Demonstrators				3300	5,953,484	
ToyotaCare Receivables				0	2255	21	Toyota Certified Used Vehicles				3320	1,026,745	
Accessories Receivables				0	2256	22	Toyota Non-Certified Used Vehicles				3310	723,049	
Accessories Holdback				0	2257	23	Other Used Vehicles				3315	528,728	
Less: Allowance For Doubtful Accounts				0	2260	24	Other Inventory				3330	0	
NET CUSTOMER/DISTRIBUTOR RECEIVABLES				LINES 6-26	1,077,603	25	TOTAL INVENTORY FINANCE LIABILITIES				LINES 20-24	8,232,006	
Finance / Insurance Co. Receivables				2270/2280	82,477	26	Lease Vehicles				3400	0	
Trade Receivables - Affiliated Co. (Collectible within 12 mos.)				2290	2,312,597	27	Rental Vehicles - TRAC only				3405	624,313	
TOTAL RECEIVABLES				LINES 25-27	3,472,677	28	Rental Vehicles - Other				3410	0	
INVENTORIES				CAR	TRUCK	29	TOTAL OTHER VEHICLE LIABILITIES				LINES 26-28	624,313	
Demos - Toyota				1	8	2300	30	Notes Payable - Capital Loans (Current Portion LT Debt)				3501	132,000
Demos - Other				0	0	2310	31	Mortgage Payable (Current Portion LT Debt)				3511	0
New Vehicles - Toyota				48	108	2320	32	Other Notes & Contracts (Current Portion LT Debt)				3521	93,544
New Vehicles - Other				0	0	2330	33	Owners/Officers Notes (Current Portion LT Debt)				3531	0
TOTAL NEW VEH. INV.				TOTAL UNITS	165	LINES 30-33	34	Notes Payable Affiliated Company (Current Portion LT Debt)				3541	0
OTHER INVENTORIES				OVER 60 DAYS	TOTAL UNITS		35	Deferred Income Taxes (Current Portion LT Debt)				3551	0
Toyota Certified Used Vehicles				11	48	2407	36	TOTAL CURRENT PORTION OF LONG-TERM DEBT				LINES 30 - 35	225,544
Toyota Non-Certified Used Vehicles				34	82	2400	37	Lease Liability (Current Portion LT)				3561	0
Other Used Vehicles				22	67	2405	38	TOTAL CURRENT LIABILITIES				LINES 19 25, 29, 36 & 37	10,441,298
Parts - Toyota (excluding Tires)				3,916	12 MO. SALE NO	2410	39	Reserve For Repossession Losses				3450	0
Accessories - Toyota				0	12 MO. SALE NO	2413	40	Reserve For Service Contract Losses				3460	0
Tires - Toyota						2411	41	LONG - TERM DEBT					
Parts - Other (including Tires)				0	12 MO. SALE NO	2419	42	Notes Payable - Capital Loans				3500	144,953
Accessories - Other				0	12 MO. SALE NO	2415	43	Mortgage Payable				3510	0
Gas, Oil & Grease						2430	44	Other Notes & Contracts				3520	913,215
Body Shop Materials						2450	45	Owners/Officers Notes				3530	272,498
Sublet Repairs						2460	46	Notes Payable Affiliated Company				3540	0
Work In Process - Labor						2470	47	Deferred Income Taxes				3550	0
Other Inventory						2480	48	TOTAL LONG - TERM DEBT				LINES 42-47	1,330,666
TOTAL ALL INVENTORIES				LINES 34-48	8,248,706	49	Lease Liability - Long Term				3560	0	
Marketable Securities						2500	50	TOTAL LIABILITIES				LINES 38 - 40 & 48 - 49	11,771,964
Prepaid Expenses - Taxes / Insurance						2510/2520	51	Debt-to-Equity Ratio					0.18
Prepaid Expenses - Rent / Interest						2530/2540	52	NET WORKING CAPITAL REQUIREMENT				NET WORKING CAPITAL	
Prepaid Expenses - Advertising						2550	53	2,345,759				2,921,765	
Prepaid Expenses - Other						2560	54	LIFO Inventory Reserve		New	806,186		
TOTAL OTHER CURRENT ASSETS				LINES 50-54	12,569	55	Used		0	Parts	0	3800	806,186
Lease Vehicles				0		2600/2601	56	NET WORTH					
Rental Vehicles - TRAC only				24		2605/2606	57	CORPORATION, LLC OR PARTNERSHIP					
Rental Vehicles - Other				0		2610/2611	58	Capital Stock/ Initial Investment				3900/3950	1,000
TOTAL OTHER VEHICLE ASSETS				LINES 56-58	625,348	59	Additional Paid - in Capital				3970	2,146,728	
TOTAL CURRENT ASSETS				LINES 4, 28, 49, 55 & 59	13,363,063	60	Treasury Stock				3910	0	
DESCRIP.				T NO.	COST	ACCUM DEPRECIATION	61	Retained Earnings				3920	7,240,113
Land				2700		0	62	Dividends/Drawings				3930/3960	(950,000)
Construction In Progress				2705		0	63	NET INVESTMENT				LINES 58-62	8,437,841
Building & Improvements				2710/2711	2,213,199	1,607,000	64	CURRENT EARNINGS BEFORE TAXES				Absorption % 59.7	
Service Equipment				2720/2721	587,425	462,523	65	MO.	NEW TOYOTA	NEW OTHER	USED RTL.	USED WHL.	PROFIT OR (LOSS)
Parts & Accessory Equip.				2730/2731	10,000	847	66	JAN.	80	0	77	31	95,794
Furniture, Signage & Fixtures				2740/2741	174,000	87,300	67	FEB.	100	0	78	26	52,675
Company Vehicles				2750/2751	5,200	3,226	68	MAR.				0	
Leaseholds				2760/2761			69	APR.				0	
Right of Use Asset (Lease)				2765/2766			70	MAY				0	
TOTAL FIXED ASSETS				LINES 62-70	2,989,824	2,160,896	71	JUNE				0	
Deposits on Contracts						2800	72	JULY				0	
Life Insurance - Cash Value						2810	73	AUG.				0	
Notes & Accts Receivable - Officers / Owners						2820	74	SEP.				0	
Advances to Employees						2830	75	OCT.				0	
Due From Finance Companies - Deferred						2840	76	NOV.				0	
Investment in Affiliated Companies						2845	77	DEC.				0	
Goodwill						2855	78	TOT.	180	0	155	125	148,469
Other Non-Franchised Assets						2850	79	Net Profit (Loss) After Taxes				3990	148,469
TOTAL OTHER ASSETS				LINES 72-79	6,972,469		80	TOTAL NET WORTH				LINES 63 & 79	8,586,310
TOTAL ASSETS				LINES 60, 71 & 80	21,164,460		81	TOTAL LIABILITIES & NET WORTH				LINES 50, 55 & 80	21,164,460

FINANCIAL STATEMENT

DEALERSHIP:

LN NO	TOTAL INCOME AND EXPENSE	ACCT. NO.	TOTAL DEALERSHIP			(1) NEW VEHICLE DEPARTMENT			(2) USED VEHICLE DEPARTMENT			GP % SALES		
			MTD	GP % SALES	YTD	GP % SALES	MTD	GP % SALES	YTD	GP % SALES	MTD		GP % SALES	YTD
1	TOTAL SALES		6,446,638		12,443,433		3,497,887		6,497,759		2,231,879		4,423,899	
2	TOTAL GROSS PROFIT		656,694	10.2	1,515,465	12.2	118,074	3.4	298,156	4.6	180,164	8.1	439,325	9.9
3	DEPARTMENTAL EXPENSES			% GP		% GP		% GP		% GP		% GP		% GP
4	Sales Compensation	7000	138,282	21.1	298,137	19.7	50,913	43.1	104,141	34.9	32,656	18.1	73,871	16.8
5	Supervision Compensation	7010	69,163	10.5	160,944	10.6	19,373	16.4	45,631	15.3	14,182	7.9	32,279	7.3
6	Delivery Expenses	7020	2,151	0.3	3,223	0.2	(214)	-0.2	(1,360)	-0.5	2,365	1.3	4,583	1.0
7	Finance, Ins., & Svc. Ctr. Commissions	7030	42,573	6.5	92,828	6.1	27,706	23.5	64,578	21.7	14,867	8.3	28,250	6.4
8	Advertising - Media (TV, Radio, Newspaper)	7070	11,295	1.7	28,316	1.9	5,217	4.4	13,250	4.4	3,242	1.8	8,273	1.9
9	Advertising - Digital	7080	44,686	6.8	94,979	6.3	9,269	7.9	47,643	16.0	16,105	8.9	25,644	5.8
10	Advertising - Events/Promotional	7090	13,094	2.0	26,958	1.8	2,101	1.8	4,287	1.4	2,061	1.1	4,356	1.0
11	Advertising - Departmental	Lines 8 - 10	69,075	10.5	150,253	9.9	16,587	14.0	65,180	21.9	21,408	11.9	38,273	8.7
12	Advertising Reimbursements	7100	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
13	Interest - Floor Plan	7050	28,780	4.4	62,628	4.1	20,287	17.2	44,560	14.9	8,493	4.7	18,068	4.1
14	Floor Plan Assistance	7130	(17,211)	-2.6	(43,812)	-2.9	(17,211)	-14.6	(43,812)	-14.7	0	0.0	0	0.0
15	TOTAL SELLING EXPENSES	LNS 4 - 7 & 11 - 14	332,813	50.7	724,201	47.8	117,441	99.5	278,918	93.5	93,971	52.2	195,324	44.5
16	Policy & Claims Adjustments	7110/7120	22,778	3.5	37,192	2.5	1,671	1.4	3,042	1.0	11,254	6.2	17,404	4.0
17	Demos & Company Vehicles - Dept1	7140	4,668	0.7	9,147	0.6	3,516	3.0	7,034	2.4	320	0.2	645	0.1
18	Inventory Maintenance	7150	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
19	Personnel Training	7160	1,826	0.3	3,824	0.3	292	0.2	585	0.2	53	0.0	106	0.0
20	Outside Services - Departmental	7170	7,379	1.1	18,256	1.2	1,861	1.6	5,394	1.8	1,183	0.7	2,792	0.6
21	Freight	7180	0	0.0	103	0.0								
22	Supplies & Small Tools	7190	1,980	0.3	2,508	0.2	622	0.5	2,186	0.7	968	0.5	1,725	0.4
23	Laundry & Uniforms	7200	1,602	0.2	3,647	0.2	10	0.0	26	0.0	32	0.0	68	0.0
24	Depreciation - Equip. & Vehicles - Dept1	7210	6,897	1.1	13,352	0.9	1,065	0.9	1,706	0.6	355	0.2	569	0.1
25	Equip. - Maint., Repair & Rental - Dept1	7220	2,344	0.4	6,682	0.4	1,060	0.9	1,550	0.5	0	0.0	64	0.0
26	Miscellaneous Expenses	7230	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
27	Salaries & Wages	7250	22,714	3.5	49,497	3.3	6,931	5.9	15,829	5.3	9,119	5.1	20,958	4.8
28	Clerical Salaries	7260	28,216	4.3	60,435	4.0	13,356	11.3	27,459	9.2	702	0.4	1,407	0.3
29	Vacation & Time Off Pay	7270	8,370	1.3	34,076	2.2	1,189	1.0	4,295	1.4	356	0.2	2,057	0.5
30	TOTAL OPERATING EXPENSES	LINES 16 - 29	108,774	16.6	238,719	15.8	31,573	26.7	69,106	23.2	24,342	13.5	47,795	10.9
31	TOTAL SELLING & OPER. EXPS.	LINES 15 & 30	441,587		962,920		149,014	126.2	348,024	116.7	118,313	65.7	243,119	55.3
32	TTL. SELL. & OPER. EXPS % OF GROSS PROFIT			67.2		63.5		126.2		116.7		65.7		55.3
33	DEPT'L. PROFIT (LOSS)	INE 2 Less LINE 31	215,107	32.8	552,545	36.5	(30,940)	-26.2	(49,868)	-16.7	61,851	34.3	196,206	44.7
34	Lease Expense-Real Estate and Rent Equiv.	7400	104,832	16.0	209,662	13.8	35,528	30.1	71,056	23.8	11,476	6.4	22,951	5.2
35	Property Taxes	7340	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
36	Lease Expense-Non Real Estate	7630	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
37	Salaries & Wages - Admin. & General	7410	26,286	4.0	58,244	3.8	9,463	8.0	20,968	7.0	3,154	1.8	6,989	1.6
38	Owners Salaries	7420	6,000	0.9	6,097	0.4	2,160	1.8	2,195	0.7	720	0.4	732	0.2
39	Payroll Taxes	7430	39,400	6.0	102,869	6.8	11,944	10.1	30,510	10.2	6,756	3.7	17,543	4.0
40	Employee Benefits	7440	47,548	7.2	86,957	5.7	19,916	16.9	35,308	11.8	7,858	4.4	13,911	3.2
41	Pension Fund/Profit Sharing	7450	1,591	0.2	3,383	0.2	573	0.5	1,218	0.4	191	0.1	406	0.1
42	Advertising - General & Institutional	7460	2,455	0.4	18,611	1.2	884	0.7	6,700	2.2	294	0.2	2,233	0.5
43	Stationery & Office Supplies	7470	1,075	0.2	4,299	0.3	375	0.3	1,203	0.4	125	0.1	567	0.1
44	Data Processing Services	7480	12,268	1.9	27,198	1.8	5,300	4.5	11,554	3.9	3,666	2.0	7,650	1.7
45	Outside Services - Gen. & Inst.	7490	14,270	2.2	32,806	2.2	5,137	4.4	11,810	4.0	1,713	1.0	3,937	0.9
46	Outside Service - Management Fees	7310	2,248	0.3	4,500	0.3	562	0.5	1,125	0.4	562	0.3	1,125	0.3
47	Company Vehicles - Administration	7500	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
48	Contributions	7510	109	0.0	1,098	0.1	39	0.0	395	0.1	13	0.0	132	0.0
49	Dues & Subscriptions	7520	988	0.2	1,344	0.1	206	0.2	304	0.1	77	0.0	135	0.0
50	Telephone	7530	4,344	0.7	8,794	0.6	1,368	1.2	2,731	0.9	1,000	0.6	2,118	0.5
51	Legal & Auditing	7540	5,000	0.8	10,000	0.7	1,800	1.5	3,600	1.2	600	0.3	1,200	0.3
52	Postage	7550	1,772	0.3	3,776	0.2	883	0.7	2,012	0.7	361	0.2	822	0.2
53	Travel & Entertainment	7560	11,187	1.7	47,743	3.2	4,027	3.4	16,813	5.6	1,342	0.7	5,604	1.3
54	Meeting Meals	7330	42	0.0	90	0.0	0	0.0	0	0.0	0	0.0	0	0.0
55	Heat, Light, Power & Water	7570	5,238	0.8	10,955	0.7	1,855	1.6	3,673	1.2	704	0.4	1,977	0.5
56	Furniture, Signs, Fixtures & Equipment - Depreciation, Maintenance, Repair & Rental	7580	3,400	0.5	6,809	0.4	1,224	1.0	2,451	0.8	408	0.2	817	0.2
57	Ins. - Other Than Bldgs. & Improvements	7590	18,709	2.8	37,417	2.5	6,735	5.7	13,470	4.5	2,245	1.2	4,490	1.0
58	Taxes - Other Than R.E., Pay. & Inc.	7600	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
59	Interest - Other Than Floor Plan & R.E Mortgage	7610	4,000	0.6	9,825	0.6	1,440	1.2	3,537	1.2	480	0.3	1,179	0.3
60	TOTAL OVERHEAD EXPENSES	LINES 34 - 59	312,762	47.6	692,477	45.7	111,419	94.4	242,633	81.4	43,745	24.3	96,518	22.0
61	TOTAL EXPENSES	LINES 31 & 60	754,349	114.9	1,659,397	109.2	260,433	220.6	590,657	198.1	162,058	90.0	339,637	77.3
62	OPERATING PROFIT (LOSS)	INE 2 Less LINE 61	(97,655)	-14.9	(139,932)	-9.2	(142,359)	-120.6	(292,501)	-98.1	18,106	10.0	99,688	22.7
63	Admin Fees	7620	75,055	11.4	137,461	9.1	42,031	35.6	73,859	24.8	33,024	18.3	63,602	14.5
64	TOTAL DISTRIBUTOR BONUS	PG 4 LINE 27	67,333	10.3	137,037	9.0	67,333	57.0	137,037	46.0	0	0.0	0	0.0
65	OPERATING PROFIT (LOSS) AFT DISTR. BONUS	LINES 62 - 64	44,733	6.8	134,566	8.9	(32,995)	-27.9	(81,605)	-27.4	51,130	28.4	163,290	37.2
66	NET ADDITIONS OR DEDUCTIONS	PG 4 LINE 53	19,565	3.0	42,182	2.8								
67	NET PROFIT (LOSS) BEFORE BONUS	LN 65+/-LN 66	64,298	9.8	176,748	11.7								
68	BONUSES - EMPLOYEES	7700	2,000	0.3	6,000	0.4								
69	BONUSES - OWNERS	7710	9,623	1.5	22,279	1.5								
70	NET PROFIT (LOSS) BEFORE TAXES	57 Less LNS 68 & 69	52,675	8.0	148,469	9.8								
71	ESTIMATED INCOME TAXES	7800	0	0.0	0	0.0								
72	NET PROFIT (LOSS) AFTER TAXES	LN 70 Less LN 71	52,675	8.0	148,469	9.8								

TOTAL PERSONNEL EXPENSES MONTH YEAR-TO-DATE
 \$ 424,143 947,370
 %GP 64.6% 62.5%

2020 Toyota Financial Statement

FINANCIAL STATEMENT

LN NO	TOTAL INCOME AND EXPENSE	ACCT. NO.	(3) SERVICE DEPARTMENT				(4) BODY SHOP DEPARTMENT				(5) PARTS AND ACCESS. DEPARTMENT			
			MTD	GP % SALES	YTD	GP % SALES	MTD	GP % SALES	YTD	GP % SALES	MTD	GP % SALES	YTD	GP % SALES
1	TOTAL SALES		380,284		806,040		0		0		336,588		715,735	
2	TOTAL GROSS PROFIT		238,796	62.8	516,084	64.0	0	0.0	0	0.0	119,660	35.6	261,900	36.6
3	DEPARTMENTAL EXPENSES			% GP		% GP		% GP		% GP		% GP		% GP
4	Sales Compensation	7000	44,962	18.8	98,532	19.1	0	0.0	0	0.0	9,751	8.1	21,593	8.2
5	Supervision Compensation	7010	25,130	10.5	59,714	11.6	0	0.0	0	0.0	10,478	8.8	23,320	8.9
6	Delivery Expenses	7020												
7	Finance, Ins., & Svc. Ctr. Commissions	7030												
8	Advertising - Media (TV, Radio, Newspaper)	7070	1,975	0.8	4,559	0.9	0	0.0	0	0.0	861	0.7	2,234	0.9
9	Advertising - Digital	7080	14,293	6.0	16,362	3.2	0	0.0	0	0.0	5,019	4.2	5,330	2.0
10	Advertising - Events/Promotional	7090	6,872	2.9	14,097	2.7	0	0.0	0	0.0	2,060	1.7	4,218	1.6
11	Advertising - Departmental	LINES 8 - 10	23,140	9.7	35,018	6.8	0	0.0	0	0.0	7,940	6.6	11,782	4.5
12	Advertising Reimbursements	7100	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
13	Interest - Floor Plan	7050												
14	Floor Plan Assistance	7130												
15	TOTAL SELLING EXPENSES	LINES 4 - 7 & 11 - 14	93,232	39.0	193,264	37.4	0	0.0	0	0.0	28,169	23.5	56,695	21.6
16	Policy & Claims Adjustments	7110/7120	9,755	4.1	14,261	2.8	0	0.0	0	0.0	98	0.1	2,485	0.9
17	Demos. & Company Vehicles - Deptl.	7140	558	0.2	688	0.1	0	0.0	0	0.0	274	0.2	780	0.3
18	Inventory Maintenance	7150									0	0.0	0	0.0
19	Personnel Training	7160	1,348	0.6	2,669	0.5	0	0.0	0	0.0	133	0.1	464	0.2
20	Outside Services - Departmental	7170	4,310	1.8	9,985	1.9	0	0.0	0	0.0	25	0.0	85	0.0
21	Freight	7180									0	0.0	103	0.0
22	Supplies & Small Tools	7190	241	0.1	(1,914)	-0.4	0	0.0	0	0.0	149	0.1	511	0.2
23	Laundry & Uniforms	7200	1,498	0.6	3,424	0.7	0	0.0	0	0.0	62	0.1	129	0.0
24	Depr. - Equip. & Vehicles - Deptl.	7210	4,673	2.0	8,922	1.7	0	0.0	0	0.0	804	0.7	2,155	0.8
25	Equip. - Maint., Repair & Rental - Deptl.	7220	1,135	0.5	4,853	0.9	0	0.0	0	0.0	149	0.1	215	0.1
26	Miscellaneous Expenses	7230	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
27	Salaries & Wages	7250	6,664	2.8	12,710	2.5	0	0.0	0	0.0	0	0.0	0	0.0
28	Clerical Salaries	7260	14,158	5.9	31,569	6.1	0	0.0	0	0.0	0	0.0	0	0.0
29	Vacation & Time Off Pay	7270	6,825	2.9	25,402	4.9	0	0.0	0	0.0	0	0.0	2,322	0.9
30	TOTAL OPERATING EXPENSES	LINES 16 - 29	51,165	21.4	112,569	21.8	0	0.0	0	0.0	1,694	1.4	9,249	3.5
31	TOTAL SELLING & OPER. EXPS.	LINES 15 & 30	144,397		305,833		0		0		29,863		65,944	
32	TOTAL SELL. & OPER. EXPS % OF G.P.			60.5		59.3		0.0		0.0		25.0		25.2
33	DEPT'L PROFIT (LOSS)	LINE 2 Less LINE 31	94,399	39.5	210,251	40.7	0	0.0	0	0.0	89,797	75.0	195,956	74.8
34	Lease Expense-Real Estate and Rent Equiv.	7400	42,527	17.8	85,054	16.5	0	0.0	0	0.0	15,301	12.8	30,601	11.7
35	Property Taxes	7340	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
36	Lease Expense-Non Real Estate	7630	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
37	Salaries & Wages - Admin. & General	7410	9,463	4.0	20,968	4.1	0	0.0	0	0.0	4,206	3.5	9,319	3.6
38	Owners Salaries	7420	2,160	0.9	2,195	0.4	0	0.0	0	0.0	960	0.8	975	0.4
39	Payroll Taxes	7430	20,998	8.8	54,086	10.5	0	0.0	0	0.0	(298)	-0.2	730	0.3
40	Employee Benefits	7440	16,695	7.0	32,192	6.2	0	0.0	0	0.0	3,079	2.6	5,546	2.1
41	Pension Fund/Profit Sharing	7450	573	0.2	1,218	0.2	0	0.0	0	0.0	254	0.2	541	0.2
42	Advertising General & Institutional	7460	884	0.4	6,700	1.3	0	0.0	0	0.0	393	0.3	2,978	1.1
43	Stationery & Office Supplies	7470	375	0.2	1,929	0.4	0	0.0	0	0.0	200	0.2	600	0.2
44	Data Processing Services	7480	2,414	1.0	5,794	1.1	0	0.0	0	0.0	888	0.7	2,200	0.8
45	Outside Services - Gen. & Inst.	7490	5,137	2.2	11,810	2.3	0	0.0	0	0.0	2,283	1.9	5,249	2.0
46	Outside Service - Management Fees	7310	787	0.3	1,575	0.3	0	0.0	0	0.0	337	0.3	675	0.3
47	Company Vehicles- Administration	7500	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
48	Contributions	7510	39	0.0	395	0.1	0	0.0	0	0.0	18	0.0	176	0.1
49	Dues & Subscriptions	7520	393	0.2	491	0.1	0	0.0	0	0.0	312	0.3	414	0.2
50	Telephone	7530	1,368	0.6	2,731	0.5	0	0.0	0	0.0	608	0.5	1,214	0.5
51	Legal and Auditing	7540	1,800	0.8	3,600	0.7	0	0.0	0	0.0	800	0.7	1,600	0.6
52	Postage	7550	448	0.2	854	0.2	0	0.0	0	0.0	80	0.1	88	0.0
53	Travel & Entertainment	7560	4,028	1.7	17,830	3.5	0	0.0	0	0.0	1,790	1.5	7,496	2.9
54	Meeting Meals	7330	42	0.0	90	0.0	0	0.0	0	0.0	0	0.0	0	0.0
55	Heat, Light, Power & Water	7570	1,855	0.8	3,673	0.7	0	0.0	0	0.0	824	0.7	1,632	0.6
56	Furniture, Signs, Fixtures & Equipment - Depreciation, Maintenance, Repair & Rental	7580	1,224	0.5	2,451	0.5	0	0.0	0	0.0	544	0.5	1,090	0.4
57	Insurance - Other Than Bldgs. & Improvements	7590	6,735	2.8	13,470	2.6	0	0.0	0	0.0	2,994	2.5	5,987	2.3
58	Taxes - Other Than R.E., Pay. & Inc.	7600	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
59	Interest - Other Than Floor Plan & R.E. Mortgage	7610	1,440	0.6	3,537	0.7	0	0.0	0	0.0	640	0.5	1,572	0.6
60	TOTAL OVERHEAD EXPENSES	LINES 34 - 59	121,385	50.8	272,643	52.8	0	0.0	0	0.0	36,213	30.3	80,683	30.8
61	TOTAL EXPENSES	LINES 31 & 60	265,782	111.3	578,476	112.1	0	0.0	0	0.0	66,076	55.2	146,627	56.0
62	OPERATING PROFIT (LOSS)	LINE 2 Less LINE 61	(26,986)	-11.3	(62,392)	-12.1	0	0.0	0	0.0	53,584	44.8	115,273	44.0
63	Admin Fees	7620												
64	TOTAL DISTRIBUTOR BONUS	PG 4 LINE 27	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
65	OPERATING PROFIT (LOSS) AFT DISTR. BON	LINES 62 - 64	(26,986)	-11.3	(62,392)	-12.1	0	0.0	0	0.0	53,584	44.8	115,273	44.0

DEALERSHIP:

FINANCIAL STATEMENT

LN NO	ANALYSIS OF OPERATIONS	CURRENT MONTH			SAME MONTH PRIOR YEAR			CURRENT YEAR-TO-DATE			PRIOR YEAR-TO-DATE			
		UNITS/RO's	DOLLARS	% SALES	UNITS/RO's	DOLLARS	% SALES	UNITS/RO's	DOLLARS	% SALES	UNITS/RO's	DOLLARS	% SALES	
1	Total Dollar Sales		6,446,638			5,136,544			12,443,433			9,744,201		
2	New Vehicle Gross Profit	100	118,074	1.83	79	157,817	3.07	180	298,156	2.40	147	324,156	3.33	
3	Used Vehicle Gross Profit	78	180,164	2.79	69	168,215	3.27	155	439,325	3.53	126	294,796	3.03	
4	Service Gross Profit	3,140	238,796	3.70	3,210	280,885	5.47	6,736	516,084	4.15	6,470	560,166	5.75	
5	Body Shop Gross Profit	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	
6	Parts & Accessories Gross Profit		119,660	1.86		132,116	2.57		261,900	2.10		278,002	2.85	
7	Total Gross Profit		656,694	10.19		739,033	14.39		1,515,465	12.18		1,457,120	14.95	
8	Total Expenses		754,349	11.70		771,978	15.03		1,655,397	13.30		1,531,446	15.72	
9	Operational Profit (Loss)		(97,655)	-1.51		(32,945)	-0.64		(139,932)	-1.12		(74,326)	-0.76	
10	Total Distributor Bonus		67,333	1.04		38,912	0.76		137,037	1.10		75,106	0.77	
11	Net Additions Or Deductions		19,565	0.30		33,563	0.65		42,182	0.34		75,051	0.77	
12	Total Bonuses		11,623	0.18		10,590	0.21		28,279	0.23		22,917	0.24	
13	Net Profit (Loss) Before Taxes		52,675	0.82		28,940	0.56		148,469	1.19		52,914	0.54	
14														
15	DISTR. BONUS PROGRAMS	ACCT. NO.	Month	\$/Unit	YTD	\$/Unit			BONUS PROGRAM BY DEPT.	Month	\$/Unit	YTD	\$/Unit	
16	Marketing Covenant Bonus	8080	50,500	505	93,760	521			New Vehicle LN 16-19	67,333	673	137,037	761	
17	Toyota Advantage Accessory Program	8083	0		12,024				Used Vehicle					
18	Delivery Allowance Program (DAP)	8084	16,833	168	31,253	174			Service					
19	Dealer Performance Incentive	8085	0	0	0	0			Body					
20									Parts & Accessories					
21														
22														
23														
24														
25														
26														
27	TOTAL DIST. BONUS	LINES 16 - 26	67,333		137,037									
28														
29	ADDITIONS TO INCOME				DEDUCTIONS FROM INCOME									
30	ACCOUNT NAME	ACCT. NO.	MONTH	YTD	ACCOUNT NAME	ACCT. NO.	MONTH	YTD						
31	Cash Discounts/Interest Earned	8000/8010	0	0	Cash Discounts Allowed	8100	0	0						
32	Bad Debts Recovered	8020	0	0	Other Deductions	8140	19,021	39,760						
33	Other Income	8040	45,020	88,071	Lease Expenses	8150	0	0						
34	Lease Income	8050	0	0	Rental Exp - TRAC only	8155	15,164	29,002						
35	Rental Income - TRAC only	8055	8,730	19,451	Rental Exp - Other	8160	0	0						
36	Rental Income - Other	8060	0	0	Amort. Non - Franchised Assets	8170	0	0						
37	Gain on Sale Fixed Asset	8075	0	0	Loss on Sale Fixed Asset	8175	0	0						
38	Courtesy Delivery	8090	0	0	Amortization Of Goodwill	8190	0	0						
39	Gain on Transfer Rental-TRAC	8095	0	3,523	Loss on Transfer Rental-TRAC	8195	0	101						
40	Gain on Transfer Rental-Other	8096	0	0	Loss on Transfer Rental-Other	8196	0	0						
41														
42														
43														
44														
45														
46														
47														
48														
49														
50														
51														
52														
53	TOTAL ADDITIONS	LINES 31 - 52	53,750	111,045	TOTAL DEDUCTIONS	LINES 31 - 52	34,185	68,863						
54	PERSONNEL SUMMARY				NEW	USED	COMB	TRAC	F & I	SERV.	BODY SHOP	P & A	ADMIN	TOTAL
55	Owners												0	0
56	General Manager												1	1
57	Department Managers		1	1	1	0	1	1	0	1	1	1	1	7
58	Sales		9	5	19	1	3						0	37
59	Service Advisors								7	0			0	7
60	Foreman								2	0			1	3
61	Technicians								22	0				22
62	Painter								0	0				0
63	Estimator								0	0				0
64	Parts Counter										4			4
65	Porters/Greeters		0	1	1	0	0	0	0	0	0	0	0	2
66	Clerical		2	0		0			0	0	0	0	0	2
67	Other		0	0		0			0	0	0	0	1	1
68	Part-time		2	1	6	0	0	0	12	0	0	0	2	23
69	TOTAL PERSONNEL	LINES 55 - 67	12	7	21	1	4	32	0	5	4	86		

DEALERSHIP:

FINANCIAL STATEMENT

LN	MONTH-TO-DATE					DEPARTMENTAL SALES AND GROSS PROFITS			YEAR-TO-DATE				
	UNITS	SALES	GROSS PROFIT	INCENTIVE	GP/UNIT incl Incentive	NEW VEHICLE	ACCT. NO.	UNITS	SALES	GROSS PROFIT	INCENTIVE	GP/UNIT incl Incentive	
1	1	19,067	(244)	0	(244)	New Car - Toyota - Yaris Retail	4000	2	36,966	(721)	0	(361)	
2	8	163,646	(3,922)	0	(490)	New Car - Toyota - Corolla Retail	4020	13	278,453	(4,432)	0	(341)	
3	8	224,095	(6,365)	0	(796)	New Car - Toyota - Camry Retail	4050	15	417,810	(7,396)	0	(493)	
4	1	43,298	1,485	0	1,485	New Car - Toyota - Avalon Retail	4060	3	129,178	5,322	0	1,774	
5	1	25,929	(661)	0	(661)	New Car - Toyota - Prius Retail	4095	2	57,856	(566)	0	(283)	
6	1	28,314	25	0	25	New Car - Toyota - Prius Prime Retail	4105	2	58,585	338	0	169	
7	0	0	0	0	0	New Car - Toyota - Mirai Retail	4045	0	0	0	0	0	
8	0	0	0	0	0	New Car - Toyota - 86 Retail	4115	0	0	0	0	0	
9	0	0	0	0	0	New Car - Toyota - Supra Retail	4025	0	0	0	0	0	
10													
11	20	504,349	(9,682)	0	(484)	TOTAL NEW CAR TOYOTA - RETAIL	BEFORE INCENTIVES LINES 1 - 10	37	978,848	(7,455)	0	(201)	
12	0	0	0	0	0	New Car - Toyota - Yaris Lease	4002	0	0	0	0	0	
13	6	134,928	(3,650)	0	(608)	New Car - Toyota - Corolla Lease	4022	9	196,389	(5,514)	0	(613)	
14	4	106,359	(4,736)	0	(1,184)	New Car - Toyota - Camry Lease	4052	5	133,659	(3,537)	0	(707)	
15	0	0	0	0	0	New Car - Toyota - Avalon Lease	4062	0	0	0	0	0	
16	0	0	0	0	0	New Car - Toyota - Prius Lease	4097	0	0	0	0	0	
17	0	0	0	0	0	New Car - Toyota - Prius Prime Lease	4107	0	0	0	0	0	
18	0	0	0	0	0	New Car - Toyota - Mirai Lease	4047	0	0	0	0	0	
19	0	0	0	0	0	New Car - Toyota - 86 Lease	4117	0	0	0	0	0	
20	0	0	0	0	0	New Car - Toyota - Supra Lease	4027	0	0	0	0	0	
21													
22	10	241,287	(8,386)	0	(839)	TOTAL NEW CAR TOYOTA - LEASE	BEFORE INCENTIVES LINES 12 - 21	14	330,048	(9,051)	0	(647)	
23	30	745,636	(18,068)		(602)	TOTAL NEW CAR TOYOTA - R/L	AFTER INCENTIVES LINES 11 & 22	51	1,308,896	(16,506)		(324)	
24	3	124,211	1,529	0	510	New Truck - Toyota - Sienna Retail	4010	3	124,211	1,529	0	510	
25	4	95,398	1,314	0	329	New Truck - Toyota - C-HR Retail	4125	6	146,273	981	0	164	
26	17	584,157	(1,920)	0	(113)	New Truck - Toyota - RAV4 Retail	4065	33	1,124,444	(2,089)	0	(63)	
27	0	0	0	0	0	New Truck - Toyota - TBD Retail	4030	0	0	0	0	0	
28	6	283,152	6,112	0	1,019	New Truck - Toyota - 4Runner Retail	4070	16	715,839	12,953	0	810	
29	11	478,556	7,298	0	663	New Truck - Toyota - Highlander Retail	4075	22	950,464	28,618	0	1,301	
30	0	0	0	0	0	New Truck - Toyota - Sequoia Retail	4080	1	61,909	2,021	0	2,021	
31	0	0	0	0	0	New Truck - Toyota - Land Cruiser Retail	4090	0	0	0	0	0	
32	0	0	0	0	0	New Truck - Toyota-Tacoma - 2WD Retail	4100	0	0	0	0	0	
33	8	292,932	1,836	0	230	New Truck -Toyota-Tacoma - 4WD Retail	4110	13	475,026	3,503	0	269	
34	0	0	0	0	0	New Truck -Toyota - Tundra - 2WD Retail	4120	0	0	0	0	0	
35	2	91,548	(60)	0	(30)	New Truck -Toyota - Tundra - 4WD Retail	4130	5	239,329	5,057	0	1,011	
36	51	1,949,954	16,109	0	316	TOTAL NEW TRUCK TOYOTA - RETAIL	BEFORE INCENTIVES LINES 24 - 35	99	3,837,495	52,573	0	531	
37	1	34,100	309	0	309	New Truck - Toyota - Sienna Lease	4012	1	34,100	309	0	309	
38	1	22,906	(500)	0	(500)	New Truck - Toyota - C-HR Lease	4127	1	22,906	(500)	0	(500)	
39	10	298,095	(4,078)	0	(408)	New Truck - Toyota - RAV4 Lease	4067	14	423,021	(3,423)	0	(245)	
40	0	0	0	0	0	New Truck - Toyota - TBD Lease	4032	0	0	0	0	0	
41	2	84,387	(103)	0	(52)	New Truck - Toyota - 4Runner Lease	4072	2	84,387	(103)	0	(52)	
42	4	167,021	4,619	0	1,155	New Truck - Toyota- Highlander Lease	4077	8	324,592	5,924	0	741	
43	0	0	0	0	0	New Truck - Toyota- Sequoia Lease	4082	0	0	0	0	0	
44	0	0	0	0	0	New Truck - Toyota - Land Cruiser Lease	4092	0	0	0	0	0	
45	0	0	0	0	0	New Truck - Toyota - Tacoma - 2WD Lease	4102	0	0	0	0	0	
46	1	36,486	(252)	0	(252)	New Truck - Toyota - Tacoma - 4WD Lease	4112	3	104,454	1,838	0	613	
47	0	0	0	0	0	New Truck - Toyota - Tundra - 2WD Lease	4122	0	0	0	0	0	
48	0	0	0	0	0	New Truck - Toyota - Tundra - 4WD Lease	4132	1	53,005	1,966	0	1,966	
49	19	642,995	(5)	0	(0)	TOTAL NEW TRUCK TOYOTA - LEASE	BEFORE INCENTIVES LINES 37 - 48	30	1,046,465	6,011	0	200	
50	70	2,592,949	16,104		230	TOTAL NEW TRUCK TOYOTA - R/L	AFTER INCENTIVES LINES 36 & 49	129	4,883,960	58,584		454	
51	100	3,338,585	(1,964)		(20)	TOTAL NEW TOYOTA - RETAIL/LEASE	LINES 23 & 50	180	6,192,856	42,078		234	
52	0	0	0	0	0	New Vehicles - Other - R/L	4211/6195	0	0	0	0	0	
53		0	0			New- Other - R/L - F&I Products and Aftermarket	4655		0	0		0	
54	100	3,338,585	(1,964)		(20)	TOTAL NEW VEHICLE DEPARTMENT R/L	LINES 51 - 53	180	6,192,856	42,078		234	
55	0	0	0	0	0	New Car - Toyota Fleet Retail	4236	0	0	0	0	0	
56	0	0	0	0	0	New Truck - Toyota Fleet Retail	4237	0	0	0	0	0	
57	0	0	0	0	0	New Car - Toyota Fleet Lease	4238	0	0	0	0	0	
58	0	0	0	0	0	New Truck - Toyota Fleet Lease	4239	0	0	0	0	0	
59	0	0	0	0	0	New Vehicles - Other - After Incentives Fleet Retail	4240	0	0	0	0	0	
60	0	0	0	0	0	New Vehicles - Other - After Incentives Fleet Lease	4241	0	0	0	0	0	

DEALERSHIP:

FINANCIAL STATEMENT

LN	MONTH-TO-DATE					DEPARTMENTAL SALES AND GROSS PROFITS		YEAR-TO-DATE					
	NO	UNITS	SALES	GROSS PROFIT	INCENTIVES	GP/UNIT incl Incentive	NEW VEHICLE	ACCT. NO.	UNITS	SALES	GROSS PROFIT	INCENTIVES	GP/UNIT incl Incentive
1		1	19,067	(244)	0	(244)	New Car - Toyota - R/L - Yaris	4000/4002	2	36,966	(721)	0	(361)
2		14	298,574	(7,572)	0	(541)	New Car - Toyota - R/L - Corolla	4020/4022	22	474,842	(9,946)	0	(452)
3		12	330,454	(11,101)	0	(925)	New Car - Toyota - R/L - Camry	4050/4052	20	551,469	(10,933)	0	(547)
4		1	43,298	1,485	0	1,485	New Car - Toyota - R/L - Avalon	4060/4062	3	129,178	5,322	0	1,774
5		1	25,929	(661)	0	(661)	New Car - Toyota - R/L - Prius	4095/4097	2	57,856	(566)	0	(283)
6		1	28,314	25	0	25	New Car - Toyota - R/L - Prius Prime	4105/4107	2	58,585	338	0	169
7		0	0	0	0	0	New Car - Toyota - R/L - Mirai	4045/4047	0	0	0	0	0
8		0	0	0	0	0	New Car - Toyota - R/L - 86	4115/4117	0	0	0	0	0
9		0	0	0	0	0	New Car - Toyota - R/L - Supra	4025/4027	0	0	0	0	0
10													
11		30	745,636	(18,068)	0	(602)	NEW CAR - TOYOTA - R/L TOTAL	LINES 1 - 10	51	1,308,896	(16,506)	0	(324)
12		4	158,311	1,838	0	460	New Truck - Toyota - R/L - Sienna	4010/4012	4	158,311	1,838	0	460
13		5	118,304	814	0	163	New Truck - Toyota - R/L - C-HR	4125/4127	7	169,179	481	0	69
14		27	882,252	(5,998)	0	(222)	New Truck - Toyota - R/L - RAV4	4065/4067	47	1,547,465	(5,512)	0	(117)
15		0	0	0	0	0	New Truck - Toyota - R/L - TBD	4030/4032	0	0	0	0	0
16		8	367,539	6,009	0	751	New Truck - Toyota - R/L - 4Runner	4070/4072	18	800,226	12,850	0	714
17		15	645,577	11,917	0	794	New Truck - Toyota - R/L - Highlander	4075/4077	30	1,275,056	34,542	0	1,151
18		0	0	0	0	0	New Truck - Toyota - R/L - Sequoia	4080/4082	1	61,909	2,021	0	2,021
19		0	0	0	0	0	New Truck - Toyota - R/L - Land Cruiser	4090/4092	0	0	0	0	0
20		0	0	0	0	0	New Truck - Toyota - R/L - Tacoma - 2WD	4100/4102	0	0	0	0	0
21		9	329,418	1,584	0	176	New Truck - Toyota - R/L - Tacoma - 4WD	4110/4112	16	579,480	5,341	0	334
22		0	0	0	0	0	New Truck - Toyota - R/L - Tundra - 2WD	4120/4122	0	0	0	0	0
23		2	91,548	(60)	0	(30)	New Truck - Toyota - R/L - Tundra - 4WD	4130/4132	6	292,334	7,023	0	1,171
24		70	2,592,949	16,104	0	230	NEW TRUCK - TOYOTA - R/L TOTAL	LINES 15 - 26	129	4,883,960	58,584	0	454
25					0	0	New Toyota Incentives R/L Total	LINES 11 & 24					0
26			159,302	120,038		1,200	New Toyota - F&I Products & Aftermarket	7 LINES 10 & 11		304,903	256,078		1,423
27				0			New Toyota - Car/Truck LIFO Adjustment	6098/6198			0		
28		100	3,497,887	118,074		1,181	TOTAL NEW TOYOTA - RETAIL/LEASE	LINES 11 & 24 - 27	180	6,497,759	298,156		1,656
29		0	0	0		0	Total New - Other - R/L - Vehicle, F&I Products & Aftermarket	PG 5 LINES 52 & 53	0	0	0		0
30				0			New - Other - LIFO Adjustment	6298			0		
31		0	0	0		0	Less New Repo Losses (Exclude units on LINE 35)	6299	0	0	0		0
32		0	0	0		0	TOTAL OTHER - RETAIL/LEASE	LINES 29 & 30	0	0	0		0
33		100	3,497,887	118,074		1,181	TOTAL NEW VEHICLES - RETAIL/LEASE	LINES 28 & 32	180	6,497,759	298,156		1,656
34		0	0	0		0	TOTAL FLEET - TOYOTA/OTHER	5 LINES 55 - 60	0	0	0		0
35		100	3,497,887	118,074		1,181	TOTAL NEW VEHICLE DEPARTMENT	LINES 31, 33 & 34	180	6,497,759	298,156		1,656
36													
37		UNITS	SALES	GROSS PROFIT	GP/UNIT		USED VEHICLE	ACCT. NO.	UNITS	SALES	GROSS PROFIT	GP/UNIT	
38		10	192,030	3,326	333		Toyota Certified Used Car After Recon - R/L	4359/4377	20	361,531	11,984	599	
39		34	979,192	36,063	1,061		Toyota Certified Used Truck After Recon - R/L	4361/4378	55	1,570,038	62,269	1,132	
40		44	1,171,222	39,389	895		Total Toyota Certified Used Vehicle After Recon - R/L	LINES 38 & 39	75	1,931,569	74,253	990	
41		0	0	0	0		TRAC Certified Used Car After Recon - R/L	4362/4368	0	0	0	0	
42		0	0	0	0		TRAC Certified Used Truck After Recon - R/L	4363/4379	0	0	0	0	
43		0	0	0	0		Total TRAC Certified Used Vehicle After Recon - R/L	LINES 41 & 42	0	0	0	0	
44		2	25,995	362	181		Toyota Used Car After Recon - Non-Certified - R/L	4364/4394	12	180,925	21,222	1,769	
45		11	231,666	19,477	1,771		Toyota Used Truck After Recon - Non-Certified - R/L	4365/4386	35	785,228	75,521	2,158	
46		13	257,661	19,839	1,526		Total Toyota Used Vehicle After Recon - Non-Certified - R/L	LINES 44 & 45	47	966,153	96,743	2,058	
47		0	0	0	0		TRAC Used Car - Non-Certified - After Recon - R/L	4366/4396	0	0	0	0	
48		0	0	0	0		TRAC Used Truck - Non-Certified - After Recon - R/L	4367/4387	0	0	0	0	
49		0	0	0	0		Total TRAC Used Vehicle - Non-Certified - R/L	LINES 47 & 48	0	0	0	0	
50				86,827	1,973		Total Certified Toyota/TRAC U/Veh. Recon - R/L	Do not include \$ on LN 52			136,883	1,825	
51				22,152	1,704		Total Non-Certified Toyota/TRAC Used Veh-Recon R/L	Do not include \$ on LN 52			78,872	1,678	
52		57	1,428,883	59,228	1,039		TOTAL TOYOTA/TRAC USED VEH. Aft Recon - R/L	LINES 40, 43, 46 & 49	122	2,897,722	170,996	1,402	
53		9	147,841	12,219	1,358		Used Car - Other After Recon - R/L	4384/4369	11	171,204	15,302	1,391	
54		12	229,975	16,206	1,351		Used Truck - Other After Recon - R/L	4385/4376	22	473,670	30,144	1,370	
55		21	377,816	28,425	1,354		Total Used Vehicles - Other After Recon - R/L	LINES 53 & 54	33	644,874	45,446	1,377	
56				36,645	1,745		Used Vehicles - Other - Recon - R/L	Do not include \$ on LN 57			68,851	2,086	
57		78	1,806,699	87,653	1,124		TOTAL USED VEHICLE - AFTER RECON - R/L	LINES 52 & 55	155	3,542,596	216,442	1,396	
58			70,345	61,313	1,393		Certified Used Vehicle F&I Products and Aftermarket	PG 7 LINES 22 & 23		127,351	109,522	1,460	
59			57,049	42,997	1,265		Non-Certified Used Vehicle F&I Products and Aftermarket	PG 7 LINES 34 & 35		142,779	111,775	1,397	
60				0			Used Vehicle LIFO Adjustment	6398			0		
61		78	1,934,093	191,963	2,461		TOTAL USED VEHICLE - W/ F&I PRODUCTS & AFTM	LINES 57 - 60	155	3,812,726	437,739	2,824	
62		26	141,969	(9,119)	0		Toyota Used Vehicles-Wholesale (Exclude units on LINE 66)	4340	57	295,460	2,904	51	
63		28	155,817	(2,680)	(96)		Used Vehicles-Wholesale - Other (Exclude units on LINE 66)	4339	68	315,713	(1,318)	(19)	
64				0			Less Inventory Adjustment	6360			0		
65		0		0	0		Less Used Vehicle Repo Losses (Exclude units on LINE 66)	6399	0		0	0	
66		78	2,231,879	180,164	2,310		TOTAL USED VEHICLE DEPARTMENT	LINES 61 - 65	155	4,423,899	439,325	2,834	
67							USED VEHICLE SUMMARY						
68							Trade-in received on:	MTD	YTD				
69							New Car	13	25				
70							New Truck	44	84				
71							Used Car	11	20				
72							Used Truck	29	67				
73							TOTAL TRADE-INS RECEIVED	97	196				
74							TRAC Units Sold To Used Vehicle Dept.	MTD	YTD	TRAC SUMMARY	MTD	YTD	
75							TRAC Cars to Certified Program	0	2	Utilization Rate (%)	0	0	
76							TRAC Trucks to Certified Program	0	2	Total Fixed Expenses (\$)	0	0	
77							TRAC Cars to Non-Certified Status	0	0	Total Variable Expenses (\$)	0	0	
78							TRAC Trucks to Non-Certified Status	0	0	Operating Profit/Loss (\$)	(6,754)	(9,551)	
79							TRAC Cars or Trucks Wholesaled	0	0	TRAC Cars F&I Contracts	0	0	
80							TOTAL TRAC UNITS TO USED VEHICLE DEPT	0	4				

DEALERSHIP:

FINANCIAL STATEMENT

LN	MONTH-TO-DATE					FINANCE & INSURANCE		YEAR-TO-DATE						
	NO	UNITS	SALES	CHARGEBACK	GP NET CHARGEBACK	GP/UNIT	NEW VEHICLE	ACCT. NO.	UNITS	SALES	CHARGEBACK	GP NET CHARGEBACK	GP/UNIT	
1	9	18,610	(9,279)	(2,087)	(232)		Service Contracts	4270	17	38,144	(10,316)	8,735	514	
2	0	0	0	0	0		Prepaid Maintenance	4272	0	0	0	0	0	
3	76		0	31,752	418		Finance Income	6280	136		0	72,409	532	
4	0		0	0	0		Insurance Income	6290	0		0	0	0	
5	28	22,893	0	13,287	475		GAP	4292	45	37,178	0	22,232	494	
6	0	0	0	0	0		Excess Wear & Use	4374	0	0	0	0	0	
7	0	0	0	0	0		Tire & Wheel Protection with & w/o Key Replacement	4275	0	0	0	0	0	
8	0	0	0	0	0		Key Replacement	4745	0	0	0	0	0	
9	0	0	0	0	0		TBD F&I Product	4747	0	0	0	0	0	
10		41,503	(9,279)	42,952			TOTAL NEW VEHICLE F&I PRODUCTS	LINES 1 - 9		75,322	(10,316)	103,376		
11		117,799		77,086			New Aftermarket	4250		229,581		152,702		
12														
13							TOYOTA CERTIFIED USED VEHICLES F & I							
14	12	28,382	0	18,804	1,567		Service Contracts	4970	28	61,432	0	41,240	1,473	
15	0	0	0	0	0		Prepaid Maintenance	4172	0	0	0	0	0	
16	35		0	18,253	522		Finance Income	6180	59		0	30,823	522	
17	0		0	0	0		Insurance Income	6790	0		0	0	0	
18	7	5,925	0	3,615	516		GAP	4792	13	11,244	0	7,019	540	
19	0	0	0	0	0		Tire & Wheel Protection with & w/o Key Replacement	4875	0	0	0	0	0	
20	0	0	0	0	0		Key Replacement	4872	0	0	0	0	0	
21	0	0	0	0	0		TBD F&I Product	4874	0	0	0	0	0	
22		34,307	0	40,672			TOTAL CERTIFIED USED VEH. F&I PRODUCTS	LINES 14 - 21		72,676	0	79,082		
23		36,038		20,641			Used Aftermarket	4950		54,675		30,440		
24														
25							ALL NON-CERTIFIED USED VEHICLES F & I							
26	8	16,125	(448)	7,118	890		Service Contracts	4370	23	46,170	(448)	25,804	1,122	
27	0	0	0	0	0		Prepaid Maintenance	4372	0	0	0	0	0	
28	28		(995)	14,342	512		Finance Income	6380	63		(995)	33,195	527	
29	0		0	0	0		Insurance Income	6390	0		0	0	0	
30	14	12,764	0	7,472	534		GAP	4392	27	24,154	0	15,237	564	
31	0	0	0	0	0		Tire & Wheel Protection with & w/o Key Replacement	4675	0	0	0	0	0	
32	0	0	0	0	0		Key Replacement	4870	0	0	0	0	0	
33	0	0	0	0	0		TBD F&I Product	4878	0	0	0	0	0	
34		28,889	(1,443)	28,932			TOTAL NON-CERTIFIED USED VEH. F&I PRODUCTS	LINES 26 - 33		70,324	(1,443)	74,236		
35		28,160		14,065			Used Aftermarket	4350		72,455		37,539		
36		127,394	(1,443)	104,310			TOTAL USED VEHICLE F&I PRODUCTS AND AFTMKT	LINES 22 - 23 & 34 - 35		270,130	(1,443)	221,297		
37		286,696	(10,722)	224,348			TOTAL FINANCE & INSURANCE	LINES 10, 11 & 36		575,033	(11,759)	477,375		
38														
39														
40														
41							F&I Summary							
42							Total New Vehicle		100	42,952	430	180	103,376	574
43							Total Certified Used Vehicle		44	40,672	924	75	79,082	1,054
44							Total Non-Certified Used Vehicle		34	28,932	851	80	74,236	928
45							TOTAL		178	112,556	632	335	256,694	766

DEALERSHIP:

FINANCIAL STATEMENT

LN	MONTH-TO-DATE				SERVICE AND BODY SHOP	EFF. RATE	ACCT. NO.	YEAR-TO-DATE				
	NO	RO's	SALES	GROSS PROFIT				% GP	RO's	SALES	GROSS PROFIT	% GP
1		2,039	210,852	139,386	66.1	Customer Mech Labor -Toyota	84.10	4400/4435	4,377	442,796	292,813	66.1
2		0	0	0	0.0	Memo: Toyota Express Maintenance Labor (TXM)	0.00		0	0	0	0.0
3		417	21,184	18,286	86.3	ToyotaCare Mech Labor - Toyota	116.74	4455	896	44,994	39,036	86.8
4		0	0	0	0.0	ToyotaCare Plus Mech Labor	0.00	4465	0	0	0	0.0
5		229	47,023	37,749	80.3	Internal Mech Labor - Toyota	84.50	4430/4445	487	87,971	70,929	80.6
6		176	31,976	24,607	77.0	Warranty Mech Labor - Toyota	116.74	4420	429	95,771	72,906	76.1
7		67	7,981	7,249	90.8	Pre-Del. Svc Labor - Toyota	116.74	4440	167	19,990	18,176	90.9
8		2,928	319,016	227,277	71.2	TOTAL MECHANICAL LABOR- TOYOTA		LINES 1, 3 - 7	6,356	691,522	493,860	71.4
9		86	7,611	5,733	75.3	Customer Mech Labor-Other	84.10	4410	191	19,248	14,503	75.3
10		122	16,289	13,545	83.2	Internal Mech Labor-Other	84.50	4411	180	29,582	23,338	78.9
11		4	502	502	100.0	Warranty Mech Labor-Other	116.74	4412	9	2,372	1,998	84.2
12		212	24,402	19,780	81.1	TOTAL MECHANICAL LABOR- OTHER		LINES 9 - 11	380	51,202	39,839	77.8
13		3,140	343,418	247,057	71.9	TOTAL MECHANICAL LABOR		LINES 8 & 12	6,736	742,724	533,699	71.9
14		0	0	0	0.0	Customer Mech Accessory Labor - Toyota	0.00	4475	0	0	0	0.0
15		0	0	0	0.0	Internal Mech Accessory Labor - Toyota	0.00	4489	0	0	0	0.0
16		0	0	0	0.0	Warranty Mech Accessory Labor - Toyota	0.00	4485	0	0	0	0.0
17		0	0	0	0.0	TOTAL ACCESSORY LABOR- TOYOTA		LINES 14 - 16	0	0	0	0.0
18		0	0	0	0.0	Customer Mech Accessory Labor - Other	0.00	4461	0	0	0	0.0
19		0	0	0	0.0	Internal Mech Accessory Labor - Other	0.00	4462	0	0	0	0.0
20		0	0	0	0.0	Warranty Mech Accessory Labor - Other	0.00	4463	0	0	0	0.0
21		0	0	0	0.0	TOTAL ACCESSORY LABOR- OTHER		LINES 18 - 20	0	0	0	0.0
22		0	0	0	0.0	TOTAL ACCESSORY LABOR		LINES 17 & 21	0	0	0	0.0
23		2,928	319,016	227,277	71.2	TOTAL MECH & ACCESSORY LABOR - TOYOTA		LINES 8 & 17	6,356	691,522	493,860	71.4
24		212	24,402	19,780	81.1	TOTAL MECH & ACCESSORY LABOR - OTHER		LINES 12 & 21	380	51,202	39,839	77.8
25			(11,386)	-3.3	Unapplied Labor		6450			(23,344)	-3.1	
26			36,866	3,125	8.5	Sublet Repairs - Mechanical		4460		63,316	5,729	9.0
27		0	0	0	0.0	ToyotaCare Plus Service Drive Contracts		4468	0	0	0	0.0
28		3,140	380,284	238,796	62.8	TOTAL SERVICE DEPARTMENT		LINES 23 - 27	6,736	806,040	516,084	64.0
29		0	0	0	0.0	Customer Body Shop Labor - Toyota	0.00	4500	0	0	0	0.0
30		0	0	0	0.0	Internal Body Shop Labor - Toyota	0.00	4530	0	0	0	0.0
31		0	0	0	0.0	Warranty Body Shop Labor - Toyota	0.00	4520	0	0	0	0.0
32		0	0	0	0.0	Customer Body Shop Labor - Other	0.00	4446	0	0	0	0.0
33		0	0	0	0.0	Internal Body Shop Labor - Other	0.00	4448	0	0	0	0.0
34		0	0	0	0.0	Warranty Body Shop Labor - Other	0.00	4447	0	0	0	0.0
35			0	0.0	Labor - Unapplied Time - Body Shop		6550			0	0.0	
36			0	0.0	Sublet Repairs - Body Shop		4560		0	0	0.0	
37			0	0.0	Paint & Body Shop Materials		4570		0	0	0.0	
38		0	0	0	0.0	TOTAL BODY SHOP DEPT.		LINES 29 - 37	0	0	0	0.0

DEALERSHIP:

FINANCIAL STATEMENT

LN NO	MONTH-TO-DATE				PARTS & ACCESSORIES	ACCT. NO.	YEAR-TO-DATE			
	RO's	SALES	GROSS PROFIT	% GP			RO's	SALES	GROSS PROFIT	% GP
1	1,005	98,848	40,475	40.9	Parts RO Customer Mech - Toyota	4700/4735	2,110	211,572	86,970	41.1
2	0	0	0	0.0	Memo: Toyota Express Maintenance Parts (TXM)		0	0	0	0.0
3	198	6,297	1,268	20.1	ToyotaCare Mech Parts - Toyota	4755	400	12,424	2,517	20.3
4	0	0	0	0.0	ToyotaCare Plus Parts	4761	0	0	0	0.0
5	51	23,572	2,192	9.3	Parts RO Customer Pay Tires - Toyota	4725	128	52,186	5,709	10.9
6	119	31,002	11,700	37.7	Parts RO Internal - Toyota	4730/4732	245	49,787	19,583	39.3
7	39	18,249	3,060	16.8	Parts RO Tires Internal - Toyota	4734	73	36,685	6,330	17.3
8	126	40,343	15,700	38.9	Parts RO Warranty - Toyota	4720	333	115,690	43,822	37.9
9	0	0	0	0.0	Parts RO Customer B/S - Toyota	4710	0	0	0	0.0
10	68	17,246	3,066	17.8	Parts Wholesale - Mech - Toyota	4750	141	37,183	6,639	17.9
11	0	0	0	0.0	Parts Wholesale - Body - Toyota	4738	0	0	0	0.0
12	0	0	0	0.0	Parts Wholesale - Toyota - Online	4731	0	0	0	0.0
13	125	15,126	4,691	31.0	Parts Counter In Store Retail - Toyota	4740	227	23,965	8,233	34.4
14	0	0	0	0.0	Parts Online Retail - Toyota	4748	0	0	0	0.0
15	1,731	250,683	82,152	32.8	TOTAL PARTS - TOYOTA	LINES 1, 3 - 14	3,657	539,492	179,803	33.3
27	1,557	77,460	35,434	45.7	TOTAL PARTS - OTHER	LINES 16 - 26	3,275	160,477	74,303	46.3
28	3,288	328,143	117,586	35.8	TOTAL PARTS	LINES 15 & 27	6,932	699,969	254,106	36.3
29	2	493	93	18.9	Accessory RO Customer - Toyota	4765	6	1,134	211	18.6
30	23	5,223	1,265	24.2	Accessory Internal - Toyota	4785	32	8,542	1,897	22.2
31	0	0	0	0.0	Accessory RO Warranty - Toyota	4775	0	0	0	0.0
32	2	170	26	15.3	Accessory Wholesale - Toyota	4787	3	268	35	13.1
33	10	1,604	462	28.8	Accessory Counter In Store Retail - Toyota	4797	20	2,845	767	27.0
34	0	0	0	0.0	Accessory Online Retail - Toyota	4778	0	0	0	0.0
35	37	7,490	1,846	24.6	TOTAL ACCESSORY - TOYOTA	LINES 29 - 34	61	12,789	2,910	22.8
42	4	955	189	19.8	TOTAL ACCESSORY - OTHER	LINES 36 - 41	11	2,977	597	20.1
43	41	8,445	2,035	24.1	TOTAL ACCESSORY	LINES 35 & 42	72	15,766	3,507	22.2
44	1,768	258,173	83,998	32.5	TOTAL PARTS & ACCESSORY - TOYOTA	LINES 15 & 35	3,718	552,281	182,713	33.1
45	1,561	78,415	35,623	45.4	TOTAL PARTS & ACCESSORY - OTHER	LINES 27 & 42	3,286	163,454	74,900	45.8
46			0		P & A - Inventory Adjustments	6760			0	
47		0	0	0.0	Gas, Oil and Grease / Non-Auto Merch	4770/4780		0	0	0.0
48			0		P & A - LIFO Adjustment	6798			0	
49			39		P & A - Purchase Discounts	6799			4,287	
50		336,588	119,660	35.6	TOTAL PARTS & ACCESSORY DEPARTMENT	LINES 44 - 49		715,735	261,900	36.6
51		380,284	238,796	62.8	TOTAL SERVICE & BODY SHOP	PG 8 LINES 28 & 38		806,040	516,084	64.0
52		716,872	358,456	50.0	TOTAL SERVICE, B/S, PARTS & ACCESSORY	LINES 50 & 51		1,521,775	777,984	51.1
53		5,729,766	298,238	5.2	TOTAL NEW & USED VEHICLE DEPARTMENTS	PG 6 LINES 35 & 66		10,921,658	737,481	6.8
54		6,446,638	656,694	10.2	TOTAL ALL DEPARTMENTS	LINES 52 & 53		12,443,433	1,515,465	12.2