

## First Time Fill Rate

| DEALERSHIP NAME |           | First time fill rate              |                                   |                          |                             |
|-----------------|-----------|-----------------------------------|-----------------------------------|--------------------------|-----------------------------|
| DATE            | # OF RO'S | RO's Filled 1st Time (Right Away) | RO's Filled the same day Same Day | RO's Not Filled Same Day | Actual 1st Time Fill Rate % |
| 5/27/2022       | 10        | 4                                 | 4                                 | 2                        | 40.00%                      |
| 5/30/2022       | 10        | 2                                 | 6                                 | 2                        | 20.00%                      |
| 5/31/2022       | 10        | 2                                 | 2                                 | 6                        | 20.00%                      |
|                 |           |                                   |                                   |                          | #DIV/0!                     |
| Totals          | 30        | 8                                 |                                   |                          | 26.67%                      |