

Current Data

| | |
|--|--------------|
| New Retail Deliveries YTD (units) | 105 |
| Month of Year | 9 |
| Average # Retail Units Delivered Per Month | 12 |
| Total # Units Currently in Inventory | 10 |
| Months Supply "In Units" | 0.9 |
| CURRENT Inventory Turn Rate | 14.0 |
| CURRENT Average <i>Front End</i> Gross Profit PNVR | \$ 10,336 |
| CURRENT Monthly Gross Profit | \$ 120,587 |
| CURRENT Yearly Front End Gross Profit Total | \$ 1,447,040 |

Projection

| | |
|--|--------------|
| | 16.0 |
| | \$ 10,000.0 |
| | 13 |
| | \$ 133,333 |
| | \$ 12,747 |
| | \$ 1,600,000 |
| | \$ 152,960 |

Additional Income

| | | | | Monthly |
|-------------------------------------|------|-------------|----------|----------|
| | | | | 2 |
| Current New Vehicle F&I Average PVR | | | 4223 | \$ 8,446 |
| PDI & Accessory Sales PVR | 3000 | X 50% Gross | \$ 1,500 | \$ 3,000 |
| Trade % | 50% | # of Trades | 1.0 | \$ 50 |

| | | | | | |
|---|------|----------------------------------|-----------|----|-----------|
| UV Immediate Wholesale % | 10% | # of Trades Immediate Wholesaled | 0.1 | \$ | 2,025 |
| Average Recon on U/C Trade | 4500 | X 50% Gross | \$ 2,250 | \$ | 5,601 |
| Average PUVR Wholesale | | | \$ 500 | \$ | 630 |
| Average PUVR (Front and Back) on Trades | | | \$ 6,223 | \$ | 1,000 |
| Hard Pack Per Unit UV | | | \$ 700 | \$ | 2,668 |
| Hard Pack Per Unit NV | | | \$ 500 | \$ | 0 |
| Doc Fee/ Admin Fee Per Unit | | | \$ 920 | \$ | - |
| OEM Incentives Per Unit | | | 7% | \$ | - |
| Floorplan Assistance Per Unit | | | \$ - | \$ | 12,746.67 |
| Advertising Credits Per Unit | | | \$ - | \$ | 23,420 |
| Total Washout PNVR (Adjusted for %s) | | | \$ 22,081 | \$ | 36,167 |
| Note: This does not include future Gross Opportunities | | | | \$ | 294,412 |



| | |
|---|--|
| 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 | 24 |
| NV F&I Increase | \$ 101,352 |
| PDI & Accesory Increase | \$ 36,000 |
| UV Wholesale Increase | \$ 600 |

| | |
|--|---------------------|
| UV Recon Increase | \$ 24,300 |
| UV Retail PUVR Increase | \$ 67,208 |
| Hard Pack Increase UV | \$ 7,560 |
| Hard Pack Increase NV | \$ 12,000 |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ 32,016 |
| OEM Incentives Increase | \$ 2 |
| Floorplan Assistance Increase | \$ - |
| Advertising Credit Increase | \$ - |
| Front End Variance (from above) | \$ 152,960 |
| Additional Income Variance | \$ 281,038 |
| Total Variance | \$ 433,998 |
| Total Projected Gross Profit | \$ 3,532,947 |





Projections

Data

| | |
|--|--------------|
| Projected New Retail Deliveries YTD (units) | 160 |
| Average <u>Front End</u> Gross Profit PNVR | \$ 10,336 |
| Annualized Yearly Front End Gross Profit Total | \$ 1,653,760 |



ACADEMY

Additional Income

Annualized

| | | | Annualized | |
|---|-------------|----------------------------------|------------|------------|
| Current New Vehicle F&I Average | Average PVR | | \$ 4,223 | \$ 675,680 |
| PDI & Accessory Sales PVR | \$ 3,000 | X 50% Gross | \$ 1,500 | \$ 240,000 |
| Trade % | 50% | # of Trades | 80.0 | 80.0 |
| UV Immediate Wholesale % | 10% | # of Trades Immediate Wholesaled | 8.0 | 8.0 |
| Average Recon on U/C Trade | \$ 4,500 | X 50% Gross | \$ 2,250 | \$ 162,000 |
| Average PUVR Wholesale | | | \$ 500 | \$ 4,000 |
| Average PUVR (Front and Back) on Trades | | | \$ 6,223 | \$ 448,056 |
| Hard Pack Per Unit UV | | | \$ 700 | \$ 56,000 |
| Hard Pack Per Unit NV | | | \$ 500 | \$ 80,000 |

| | | |
|---|------------------|---------------------|
| Doc Fee/ Admin Fee Per Unit | \$ 920 | \$ 213,440 |
| OEM Incentives Per Unit | \$ 0 | \$ 11 |
| Floorplan Assistance Per Unit | \$ - | \$ - |
| Advertising Credits Per Unit | \$ - | \$ - |
| Total Washout PNVR | \$ 22,081 | \$ 3,532,947 |
| Note: This does not include future Gross Opportunities | | |

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