

## 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 % |
| 10/17/2022      | 9         | 3                                 | 1                                 | 5                        | 33.33%                      |
| 10/24/2022      | 4         | 2                                 | 1                                 | 1                        | 50.00%                      |
| 10/27/2022      | 6         | 2                                 | 1                                 | 3                        | 33.33%                      |
| 10/28/2022      | 8         | 4                                 | 2                                 | 2                        | 50.00%                      |
|                 |           |                                   |                                   |                          | #DIV/0!                     |
| Totals          | 27        | 11                                |                                   |                          | 40.74%                      |