



2023 TOYOTA FINANCIAL STATEMENT

Dealer Code: 31177 Dealer Name: 1/0/1900

Period Covered: MAGUIRE AUTOMOTIVE LLC Thru: 26 APR 2023

ASSETS		ACCT NO	AMOUNT	LINE #	LIABILITIES		ACCT NO	AMOUNT
Petty Cash Fund		2000	58,921	1	Trade Creditors		3000	369,834
Cash In Bank / Temp. Cash Investment		2020	311,515	2	Vehicle Lien Payoff		3010	51,761
Contracts In Transit		2030	408,520	3	Customer Depr. / Advance Payments from Distributor		3020	
TOTAL CASH AND CONTRACTS		LINES 1 - 3	778,956	4	License & Title Fees		3030	4,224
RECEIVABLES	Past Due Over 30 Days			5	Trade Payables - Affiliated Company		3040	
Service & Parts		2100	-101,029	6	TOTAL ACCOUNTS PAYABLE		LINES 1 - 5	425,819
Retail Vehicle		2110		7	Notes Payable - Short Term		3050	
Wholesale & Dealer Transfer		2115	67,981	8	Interest		3100	
Customer Notes		2120		9	Insurance		3110	
Lease & Rental		2130		10	Payroll		3120	-36,343
Service Contracts		2140		11	Payroll Taxes		3130	
Employee		2150		12	Sales Taxes		3140	177,392
Warranty Claims - Toyota		2200	25,189	13	Taxes - Other Than Payroll, Sales & Income		3150	
Warranty Claims - Other		2209	46,135	14	Income Taxes		3160	
Pre-Delivery / Transportation Claims		2210	4,756	15	Bonuses - Employees / Owners		3170	
Vehicle Incentives - Toyota		2240	12,420	16	Pension Fund / Profit Sharing		3190	24,319
Vehicle Incentives - Other		2241	63,461	17	Accrued Other		3220	16,332
Holdback Receivables - Toyota		2245	46,603	18	TOTAL ACCRUED LIABILITIES		LINES 8 - 17	181,700
Holdback Receivables - Other		2246	29,342	19	TOTAL ACCTS. PAYABLE - S.T. NOTES & ACCRUED		LINES 6, 7 & 18	607,519
Other Distributor Receivables		2250		20	New Vehicles & Demonstrators		3300	5,228,579
ToyotaCare Receivables		2255	2,429	21	Toyota Certified Used Vehicles		3320	
Accessories Receivables		2256		22	Toyota Non-Certified Used Vehicles		3310	1,342,309
Accessories Holdback		2257		23	Other Used Vehicles		3315	
Less: Allowance for Doubtful Accounts		2260	()	24	Other Inventory		3330	1,311
NET CUSTOMER / DISTRIBUTOR RECEIVABLES		LINES 6 - 24	197,287	25	TOTAL INVENTORY FINANCE LIABILITIES		LINES 20 - 24	6,572,199
Finance / Insurance Co. Receivables		2270	41,166	26	Lease Vehicles		3400	
Trade Rec. - Affiliated Co. (Collectible w/in 12 mo.)		2290	52,212	27	Rental Vehicles - Rent A Toyota		3405	302,615
TOTAL RECEIVABLES		LINES 25 - 27	290,665	28	Rental Vehicles - Other		3410	
INVENTORIES	CAR	TRUCK		29	TOTAL OTHER VEHICLE LIABILITIES		LINES 26 - 28	302,615
Demos - Toyota			2300	30	Notes Payable - Capital Loans (Current Portion LT Debt)		3501	
Demos - Other			2310	31	Mortgage Payable (Current Portion LT Debt)		3511	
New Vehicles - Toyota			2320	32	Other Notes & Contracts (Current Portion LT Debt)		3521	
New Vehicles - Other			2330	33	Owners / Officers Notes (Current Portion LT Debt)		3531	
TOTAL NEW VEHICLE INVENTORY			LINES 30 - 33	34	Notes Pay. Affiliated Company (Current Portion LT Debt)		3541	
OTHER INVENTORIES	OVER 60 DAYS	TOTAL UNITS		35	Deferred Income Taxes (Current Portion LT Debt)		3551	
Toyota Certified Used Veh.			2407	36	TOTAL CURRENT PORTION OF LONG-TERM DEBT		LINES 30 - 35	
Toyota Non-Cert. Used Veh.		103	2400	37	Lease Liability (Current Portion LT)		3561	
Other Used Vehicles		5	2405	38	TOTAL CURRENT LIABILITIES		LINES 19, 25, 29, 36 & 37	7,482,333
Parts - Toyota (excl. Tires)			2410	39	Reserve For Repossession Losses		3450	
Accessories - Toyota			2413	40	Reserve For Service Contract Losses		3460	
Tires - Toyota			2411	41	LONG - TERM DEBT			
Parts - Other (incl. Tires)			2419	42	Notes Payable - Capital Loans		3500	
Accessories - Other			2415	43	Mortgage Payable		3510	
Gas, Oil & Grease			2430	44	Other Notes & Contracts		3520	22,250
Paint & Materials - Collision Center			2450	45	Owners / Officers Notes		3530	
Sublet Repairs			2460	46	Notes Payable Affiliated Company		3540	
Work in Process - Labor			2470	47	Deferred Income Taxes		3550	
Other Inventory			2480	48	TOTAL LONG - TERM DEBT		LINES 42 - 47	22,250
TOTAL ALL INVENTORIES			LINES 34 TO 48	49	Lease Liability - Long Term		3560	
Marketable Securities			2500	50	TOTAL LIABILITIES		LINES 38 - 40 & 48 - 49	7,504,583
Prepaid Expenses - Taxes / Insurance			2510	51	Debt-to-Equity Ratio		(LIAB LINE 36 PLUS LIAB LINE 48 DIVIDED BY NET WORTH LINE 80)	
Prepaid Expenses - Rent / Interest			2530	52	NET WORKING CAPITAL REQUIREMENT		NET WORKING CAPITAL	
Prepaid Expenses - Advertising			2550	53	\$	2,175,873	\$	2,867,886
Prepaid Expenses - Other			2560	54	LIFO Inventory Reserve		New ()	
TOTAL OTHER CURRENT ASSETS			LINES 50 - 54	55	Used ()		Prts. ()	3800
Lease Vehicles			2600	56	NET WORTH			
Rental Vehicles - Rent A Toyota			2601	57	CORPORATION, LLC OR PARTNERSHIP			
Rental Vehicles - Other			2610	58	Capital Stock / Initial Investment		3900	3950
TOTAL OTHER VEHICLES ASSETS			LINES 56 - 58	59	Additional Paid - In Capital		3970	-2,767,888
TOTAL CURRENT ASSETS			LINES 4, 28, 49, 55 & 59	60	Treasury Stock		3910	()
DESCRIPTION	ACCT. NO.	COST	ACCUMULATED DEPRECIATION	61	Retained Earnings		3920	10,219,528
Land	2700			62	Dividends / Drawings		3930	()
Construction In Progress	2705			63	NET INVESTMENT		LINES 58 TO 62	7,451,640
Buildings & Improvements	2710	778,737	885,269	64	Absorption %			80.3
Service Equip.	2720	747,059	579,325	65	MO.	NEW TOYOTA	NEW OTHER	USED RETAIL
P&A Equip.	2730			66	JAN.	47	32	43
Furn. Signs, Fix.	2740	1,327,525	1,228,983	67	FEB.	38	40	58
Company Veh.	2750	439,036	58,606	68	MAR.	53	44	60
Leaseholds	2760	809,714	279,524	69	APR.	36	27	30
Right Of Use Asset (Lease)	2765			70	MAY			
TOTAL FIXED ASSETS		4,102,071	3,031,707	71	JUNE			
Deposits on Contracts			2800	72	JULY			
Life Insurance - Cash Value			2810	73	AUG.			
Notes & Accounts Receivable - Officers / Owners			2820	74	SEP.			
Advances to Employees			2830	75	OCT.			
Due from Finance Companies - Deferred			2840	76	NOV.			
Investment in Affiliated Companies			2845	77	DEC.			
Goodwill			2855	78	TOT.	174	143	191
Other Non-Franchised Assets			2850	79	Net Profit (Loss) After Taxes			134
TOTAL OTHER ASSETS		4,900,000		80	TOTAL NET WORTH		LINES 63 & 79	8,546,422
TOTAL ASSETS		LINES 60, 71 & 80	16,320,583	81	TOTAL LIABILITIES & NET WORTH		LINES 50, 55 & 80	16,320,583

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LN #	TOTAL INCOME & EXPENSE	ACCT NO	TOTAL DEALERSHIP				(1) NEW VEHICLE DEPT.		(2) USED VEHICLE DEPT.		
			MONTH	G.P. % SALES	YEAR TO DATE	G.P. % SALES	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	
1	TOTAL SALES		4,933,341		25,477,172		2,809,438	13,828,212	1,161,679	7,246,575	
2	TOTAL GROSS PROFIT		802,560	16.27	3,803,618	14.93	218,135	1,119,641	99,802	534,618	
3	DEPARTMENTAL EXPENSES			% G.P.		% G.P.					
4	Sales Compensation	7000	69,574	8.67	425,523	11.19	39,780	193,799	27,689	148,674	
5	Supervision Comp.	7010	36,719	4.58	300,731	7.91	3,364	65,354	7,061	83,378	
6	Delivery Expenses	7020	-241	-0.03	17,705	0.47	-3,583	1,079	3,342	16,626	
7	Fin., Ins. & Svc. Ctr. Commissions	7030									
8	Advert. - Media (TV, Radio, Newspaper)	7070	28,339	3.53	195,250	5.13	11,910	103,342	10,594	51,939	
9	Advertising - Digital	7080									
10	Advertising - Events / Promotional	7090									
11	Advertising - Dept'l.	LINES 8 - 10	28,339	3.53	195,250	5.13	11,910	103,342	10,594	51,939	
12	Advertising Reimbursements	7100	-4,818	-0.60	-19,856	-0.52	-4,818	-19,856			
13	Interest - Floor Plan	7050			65,593	1.72		50,989		14,604	
14	Floor Plan Assistance	7130									
15	TOTAL SELLING EXPS.	LINES 4 - 7 & 11 - 14	129,573	16.14	984,946	25.89	46,653	394,707	48,686	315,221	
16	Policy & Claims Adjustments	7110-7120	11,860	1.48	58,002	1.52		4,403	7,863	31,361	
17	Demos. & Company Veh. - Dept'l.	7140	460	0.06	16,560	0.44	78	954	94	1,164	
18	Inventory Maintenance	7150									
19	Personnel Training	7160	7,956	0.99	50,422	1.33	1,197	10,477	24	2,544	
20	Outside Services - Dept'l.	7170									
21	Freight	7180	11		896	0.02					
22	Supplies & Small Tools	7190	11,552	1.44	71,158	1.87	781	6,529	894	5,814	
23	Laundry & Uniforms	7200	943	0.12	5,111	0.13	48	269	48	269	
24	Depreciation - Equipment & Vehicles - Departmental	7210			58,800	1.55		9,576		8,472	
25	Equipment - Maintenance, Repair & Rental - Departmental	7220	1,131	0.14	8,082	0.21	190	1,204	108	688	
26	Miscellaneous Expenses	7230	46	0.01	3,790	0.10	15	1,206	8	689	
27	Salaries & Wages	7250	51,098	6.37	285,469	7.51	4,674	18,100	4,335	18,340	
28	Clerical Salaries	7260	24,131	3.01	134,532	3.54	3,331	21,801	2,078	14,713	
29	Vacation & Time Off Pay	7270			79,500	2.09		12,000		12,000	
30	TOTAL OPERATING EXPENSES	LINES 16-29	109,188	13.60	772,322	20.30	10,314	86,519	15,452	96,054	
31	TOTAL SELLING & OPER. EXPS.	LINES 15 & 30	238,761		1,757,268		56,967	481,226	64,138	411,275	
32	TOT. SELL. & OPER. EXPS % OF G. P.			29.75		46.20	26.12 %	42.98 %	64.27 %	76.93 %	
33	DEPT'L. PROFIT (LOSS)	LINE 2 LESS LINE 31	563,799	70.25	2,046,350	53.80	161,168	638,415	35,664	123,343	
34	Lease Expense - Real Estate & Rent Equivalent	7400			310,601	8.17		93,154		44,923	
35	Property Taxes	7340									
36	Lease Expense - Non-Real Estate	7630									
37	Salaries & Wages - Admin. & Gen.	7410									
38	Owners Salaries	7420	6,266	0.78	137,903	3.63	1,000	37,370	571	19,809	
39	Payroll Taxes	7430	37,265	4.64	187,581	4.93	8,065	38,141	6,941	33,574	
40	Employee Benefits	7440			104,202	2.74		17,077		16,011	
41	Pension Fund / Profit Sharing	7450	6,253	0.78	29,777	0.78	1,266	6,294	1,110	5,492	
42	Advertising - Gen. & Institutional	7460									
43	Stationery & Office Supplies	7470	575	0.07	2,219	0.06	173	878	173	814	
44	Data Processing Services	7480	23,364	2.91	123,790	3.25	6,172	40,309	3,693	15,857	
45	Outside Services - Gen. & Inst.	7490	39,728	4.95	152,980	4.02	11,322	41,300	7,625	27,581	
46	Outside Service - Mgmt. Fees	7310									
47	Company Vehicles - Admin.	7500									
48	Contributions	7510			4,850	0.13		1,358		776	
49	Dues & Subscriptions	7520			500	0.01		140		80	
50	Telephone	7530	773	0.10	4,380	0.12	216	1,171	124	688	
51	Legal & Auditing	7540									
52	Postage	7550	1,670	0.21	8,061	0.21	879	3,419	683	4,091	
53	Travel & Entertainment	7560	2,359	0.29	4,587	0.12	529	834	104	351	
54	Meeting Meals	7330									
55	Heat, Light, Power & Water	7570	12,395	1.54	78,950	2.08	3,471	22,106	1,983	12,632	
56	Furniture, Signs, Fixtures & Equip. - Depr., Maint., Repair & Rental	7580	18,692	2.33	82,980	2.18	4,303	16,169	3,399	10,346	
57	Ins. - Other Than Bldgs. & Improv.	7590	21,070	2.63	132,311	3.48	5,900	36,812	3,371	21,036	
58	Taxes - Other Than R.E., Pay. & Inc.	7600			63,089	1.66		17,665		10,094	
59	Interest - Other Than Floor Plan & R.E. Mortgage	7610									
60	TOTAL OVERHEAD EXPENSES	LINES 34 - 59	170,410	21.23	1,428,761	37.56	43,296	374,197	29,777	224,155	
61	TOTAL EXPENSES	LINES 31 & 60	409,171	50.98	3,186,029	83.76	100,263	855,423	93,915	635,430	
62	OPERATING PROFIT (LOSS)	LINE 2 LESS LINE 61	393,389	49.02	617,589	16.24	117,872	264,218	5,887	-100,812	
63	Admin. Fees	7620									
64	TOTAL DISTRIBUTOR BONUS	PG 4 LINE 28	13,464	1.68	139,100	3.66	13,464	139,100			
65	OPERATING PROFIT (LOSS) AFTER DISTR. BONUS	LINES 62 - 64	406,853	50.69	756,689	19.89	131,336	403,318	5,887	-100,812	
66	Net Adds. or Deducts.	PG 4 LINE 54	27,497	3.43	338,096	8.89					
67	NET PROFIT (LOSS) BEFORE BONUS	LN 65 +/- LN 66	434,350	54.12	1,094,785	28.78					
68	Bonuses - Employees	7700									
69	Bonuses - Owners	7710									
70	NET PROFIT (LOSS) BEFORE TAXES	LN 67 LESS LNS 68 & 69	434,350	54.12	1,094,785	28.78					
71	Estimated Income Taxes	7800	13		3			\$ 225,040		\$ 1,547,315	
72	NET PROFIT (LOSS) AFTER TAXES	LINE 70 LESS LINE 71	434,337	54.12	1,094,782	28.78					
							37, 39, 40, 41	% G.P.	28.04	% G.P.	40.68

LN #	TOTAL INCOME AND EXPENSE	ACCT NO	(3) SERVICE DEPARTMENT		(4) COLLISION CENTER		(5) PARTS & ACCESS. DEPT.	
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	TOTAL SALES		306,013	1,329,924	164,940	856,905	491,271	2,215,556
2	TOTAL GROSS PROFIT		229,980	995,425	82,369	429,175	172,274	724,759
3	DEPARTMENTAL EXPENSES							
4	Sales Compensation ●7000		4,217	65,666	-4,373	-494	2,261	17,878
5	Supervision Compensation ●7010		13,054	85,603	5,000	17,316	8,240	49,080
6	Delivery Expenses 7020							
7	Finance, Ins., & Svc. Ctr. Commissions ●7030							
8	Advertising - Media (TV, Radio, Newspaper) 7070		4,578	29,279	362	3,788	895	6,902
9	Advertising - Digital 7080							
10	Advertising - Events / Promotional 7090							
11	Advertising - Departmental LINES 8 - 10		4,578	29,279	362	3,788	895	6,902
12	Advertising Reimbursements 7100							
13	Interest - Floor Plan 7050							
14	Floor Plan Assistance 7130							
15	TOTAL SELLING EXPENSES LINES 4 - 7 & 11 - 14		21,849	180,548	989	20,610	11,396	73,860
16	Policy & Claims Adjustments ^{7110/7120} 7140		1,975	17,838	1,388	2,853	634	1,547
17	Demos. & Company Vehicles - Departmental 7140		210	7,637	45	514	33	6,291
18	Inventory Maintenance 7150							
19	Personnel Training 7160		6,096	31,281	222	3,505	417	2,615
20	Outside Services - Departmental 7170							
21	Freight 7180						11	896
22	Supplies & Small Tools 7190		3,431	33,112	6,239	24,095	207	1,608
23	Laundry & Uniforms 7200		533	2,532	289	1,993	25	48
24	Depreciation - Equipment & Vehicles - Dept'l. 7210			16,476		8,472		15,804
25	Equipment - Maint., Repair & Rental - Dept'l. 7220		494	4,386	108	688	231	1,116
26	Miscellaneous Expenses 7230		15	1,206	8	689		
27	Salaries & Wages ●7250		24,466	133,568	5,867	43,014	11,756	72,447
28	Clerical Salaries ●7260		6,885	38,676	10,584	51,969	1,253	7,373
29	Vacation & Time Off Pay ●7270			27,000		18,000		10,500
30	TOTAL OPERATING EXPENSES LINES 16 - 29		44,105	313,712	24,750	155,792	14,567	120,245
31	TOTAL SELLING & OPERATING EXPENSES LINES 15 & 30		65,954	494,260	25,739	176,402	25,963	194,105
32	TOTAL SELLING & OPERATING EXPS. % OF GROSS PROFIT		28.68%	49.65%	31.25%	41.10%	15.07%	26.78%
33	DEPARTMENTAL PROFIT (LOSS) LINE 2 LESS LINE 31		164,026	501,165	56,630	252,773	146,311	530,654
34	Lease Expense - Real Estate & Rent Equiv. 7400			79,922		36,490		56,112
35	Property Taxes 7340							
36	Lease Expense - Non-Real Estate 7630							
37	Salaries & Wages - Admin. & General ●7410							
38	Owners Salaries 7420		1,000	34,710	3,267	26,760	428	19,254
39	Payroll Taxes ●7430		13,254	67,844	5,957	32,178	3,048	15,844
40	Employee Benefits ●7440			38,177		22,989		9,948
41	Pension Fund / Profit Sharing ●7450		2,418	10,520	1,024	5,371	435	2,100
42	Advertising - General & Institutional 7460							
43	Stationery & Office Supplies 7470			149	229	314		64
44	Data Processing Services 7480		5,063	25,401	4,119	18,469	4,317	23,754
45	Outside Services - General & Institutional 7490		11,545	40,576	5,055	18,880	4,181	24,643
46	Outside Service - Management Fees 7310							
47	Company Vehicles - Administration 7500							
48	Contributions 7510			1,358		776		582
49	Dues & Subscriptions 7520			140		80		60
50	Telephone 7530		216	1,350	124	669	93	502
51	Legal & Auditing 7540							
52	Postage 7550		2	64	1	1	105	486
53	Travel & Entertainment 7560		1,218	1,993	430	1,209	78	200
54	Meeting Meals 7330							
55	Heat, Light, Power & Water 7570		3,471	22,106	1,983	12,632	1,487	9,474
56	Furniture, Signs, Fixtures & Equipment - Depreciation, Maintenance, Repair & Rental 7580		8,478	33,225	1,222	17,030	1,290	6,210
57	Insurance - Other Than Bldgs. & Improvements 7590		5,900	37,043	3,371	21,036	2,528	16,384
58	Taxes - Other Than R.E., Pay. & Inc. 7600			17,665		10,094		7,571
59	Interest - Other Than Floor Plan & R.E. Mortgage 7610							
60	TOTAL OVERHEAD EXPENSES LINES 34 - 59		52,565	412,243	26,782	224,978	17,990	193,188
61	TOTAL EXPENSES LINES 31 & 60		118,519	906,503	52,521	401,380	43,953	387,293
62	OPERATING PROFIT (LOSS) LINE 2 LESS LINE 61		111,461	88,922	29,848	27,795	128,321	337,466
63	Admin. Fees 7620							
64	TOTAL DISTRIBUTOR BONUS PG 4 LINE 28							
65	OPERATING PROFIT (LOSS) AFTER DISTR. BONUS LINES 62 - 64		111,461	88,922	29,848	27,795	128,321	337,466

LN #	ANALYSIS OF OPERATIONS	CURRENT MONTH			SAME MONTH PRIOR YEAR			CURRENT YEAR-TO-DATE			PRIOR YEAR-TO-DATE					
		UNITS RO'S	DOLLARS	% SLS	UNITS RO'S	DOLLARS	% SLS	UNITS RO'S	DOLLARS	% SLS	UNITS RO'S	DOLLARS	% SLS			
1	Total Dollar Sales		4,933,341					25,477,172				5,382,130				
2	New Veh. Gross Profit	63	218,135	4.4				317	1,119,641	4.4	247	279,654	5.2			
3	Used Vehicle Gross Profit	30	99,802	2.0				191	534,618	2.1	171	47,095	0.9			
4	Service Gross Profit	1,787	229,980	4.7				7,399	995,425	3.9	5402	167,790	3.1			
5	Collision Center Gross Profit	66	82,369	1.7				344	429,175	1.7	333	76,337	1.4			
6	Parts & Access. Gross Profit		172,274	3.5					724,759	2.8		149,776	2.8			
7	Total Gross Profit		802,560	16.3					3,803,618	14.9		720,652	13.4			
8	Total Expenses		409,171	8.3					3,186,029	12.5		2,645,289	49.2			
9	Operational Profit (Loss)		393,389	8.0					617,589	2.4		-1,924,637	-35.8			
10	Admin. Fees															
11	Total Distributor Bonus		13,464	0.3					139,100	0.6		21,391	0.4			
12	Net Additions or Deductions		27,497	0.6					338,096	1.3		189,860	3.5			
13	Total Bonuses															
14	Net Profit (Loss) Before Taxes		434,350	8.8					1,094,785	4.3		-1,713,386	-31.8			
15																
16	DISTR. BONUS PROGRAMS	ACCT. NO.	MONTH	\$ / UNIT	YTD	\$ / UNIT	BONUS PROGRAM BY DEPT.			MONTH	\$ / UNIT	YTD	\$ / UNIT			
17	Marketing Covenant Bonus	8080	4,897	78	98,912	312	New Vehicle	LINES 17 - 20	13,464	214	139,100	439				
18	Toyota Advantage Acces. Pgm.	8083					Used Vehicle									
19	Delivery Allowance Pgm. (DAP)	8084	8,567	136	40,188	127	Service									
20	Dealer Performance Incentive	8085					Collision									
21							Parts & Accessories									
22																
23																
24																
25																
26																
27																
28	TOTAL DISTRIBUTOR BONUS	LINES 17 - 27	13,464	214	139,100	439										
29																
30	ADDITIONS TO INCOME						DEDUCTIONS FROM INCOME									
31	ACCOUNT NAME	ACCT. NO.	MONTH	YTD			ACCOUNT NAME	ACCT. NO.	MONTH	YTD						
32	Cash Discounts / Interest Earned	8000 / 8010					Cash Discounts Allowed	8100								
33	Bad Debts Recovered	8020					Bad Debt Expense (Adjustment to Allowance)	8120								
34	Other Income	8040	33,597	452,488			Other Deductions	8140	434	100,724						
35	Lease Income	8050					Lease Expenses	8150								
36	Rental Income - Rent A Toyota	8055	1,560	12,038			Rental Expenses - Rent A Toyota	8155	7,226	25,706						
37	Rental Income - Other	8060					Rental Expenses - Other	8160								
38	Gain on Sale Fixed Asset	8075					Amort. Non-Franchised Asset	8170								
39	Courtesy Delivery	8090					Loss on Sale Fixed Asset	8175								
40	Gain on Transfer Rental - Rent A Toyota	8095					Amortization of Goodwill	8190								
41	Gain on Transfer Rental - Other	8096					Loss on Transfer Rental - Rent A Toyota	8195								
42							Loss on Transfer Rental - Other	8196								
43							Credit Card Expenses	8197								
44																
45																
46																
47																
48																
49																
50																
51																
52																
53																
54	TOTAL ADDITIONS	LINES 32 - 53	35,157	464,526			TOTAL DEDUCTIONS	LINES 32 - 53	7,660	126,430						
55	PERSONNEL SUMMARY						NEW	USED	COMB	R.T.	F&I	SERV.	COLLISION	P&A	ADMIN	TOTAL
56	Owners														1	1
57	General Manager														1	1
58	Department Managers						1	1	2			2	1	1		8
59	Sales						2	2	11							15
60	Service Advisors										3	3				6
61	Foreman															
62	Technicians										14	6				20
63	Painter										1	1				2
64	Estimator										1	1				2
65	Parts Counter												4			4
66	Porters / Greeters						1	1								2
67	Clerical						3	3					3			9
68	Other						2				3	3	3			11
69	Part-time															
70	TOTAL PERSONNEL	LINES 56 - 68	9	7	13						24	18	8	2		81

LN	MONTH-TO-DATE				DEPT'L SALES & GROSS PROFITS			YEAR-TO-DATE				
	#	UNITS	SALES	GROSS PROFIT	INCENTIVES	GP / UNIT incl. Incentive	ACCT. NO.	UNITS	SALES	GROSS PROFIT	INCENTIVES	GP / UNIT incl. Incentive
1	2	57,061	3,943		1,972		New Car - Toyota - Corolla RTL 4020	9	262,471	24,756		2,751
2	7	207,892	6,151		879		New Car - Toyota - Camry RTL 4050	15	457,721	16,791		1,119
3							New Car - Toyota - Avalon RTL 4060					
4	1	39,499	1,609		1,609		New Car - Toyota - Crown RTL 4134	1	39,499	1,609		1,609
5							New Car - Toyota - Prius RTL 4095	2	59,461	1,295		648
6							New Car - Toyota - Prius Prime RTL 4105	4	123,802	3,947		987
7							New Car - Toyota - Mirai RTL 4045					
8							New Car - Toyota - GR 86 RTL 4115	1	33,207	2,041		2,041
9							New Car - Toyota - GR Supra RTL 4025					
10							New Car - Toyota - GR Corolla RTL 4137					
11	10	304,452	11,703		1,170		TOTAL NEW CAR TOYOTA - RETAIL BEFORE INCENTIVES LINES 1 - 10	32	976,161	50,439		1,576
12							New Car - Toyota - Corolla LSE 4022	1	30,351	767		767
13							New Car - Toyota - Camry LSE 4052	3	91,048	2,850		950
14							New Car - Toyota - Avalon LSE 4062					
15							New Car - Toyota - Crown LSE 4136					
16							New Car - Toyota - Prius LSE 4097	1	31,799	875		875
17							New Car - Toyota - Prius Prime LSE 4107					
18							New Car - Toyota - Mirai LSE 4047					
19							New Car - Toyota - GR 86 LSE 4117					
20							New Car - Toyota - GR Supra LSE 4027					
21							New Car - Toyota - GR Corolla LSE 4139					
22							TOTAL NEW CAR TOYOTA - LEASE BEFORE INCENTIVES LINES 12 - 21	5	153,198	4,492		898
23	10	304,452	11,703		1,170		TOTAL NEW CAR TOYOTA - R/L AFTER INCENTIVES LINES 11 & 22	37	1,129,359	54,931		1,485
24							New Trk - Toyota - Sienna RTL 4010	7	313,921	26,437		3,777
25							New Trk - Toyota - C-HR RTL 4125					
26							New Trk - Toyota - bZ4X RTL 4144					
27							New Trk - Toyota - Corolla Cross RTL 4114					
28	11	476,832	33,371		3,034		New Trk - Toyota - RAV4 RTL 4065	52	2,073,647	137,183		2,638
29							New Trk - Toyota - RAV4 Prime RTL 4034					
30							New Trk - Toyota - Venza RTL 4030	1	43,865	3,144		3,144
31	4	191,828	15,326		3,832		New Trk - Toyota - Highlander RTL 4075	21	996,867	71,672		3,413
32							New Truck - Toyota - TBD RTL 4147					
33	1	48,263	4,347		4,347		New Trk - Toyota - 4Runner RTL 4070	3	147,826	13,357		4,452
34	1	70,338	7,363		7,363		New Trk - Toyota - Sequoia RTL 4080	2	143,855	8,024		4,012
35							New Trk - Toyota - Land Cruiser RTL 4090					
36							New Trk - Toyota - Tacoma - 2WD RTL 4100					
37	2	93,380	7,412		3,706		New Trk - Toyota - Tacoma - 4WD RTL 4110	12	509,557	36,281		3,023
38							New Trk - Toyota - Tundra - 2WD RTL 4120					
39	4	221,112	9,736		2,434		New Trk - Toyota - Tundra - 4WD RTL 4130	20	1,121,674	49,152		2,458
40	23	1,101,753	77,555		3,372		TOTAL NEW TRUCK TOYOTA - RETAIL BEFORE INCENTIVES LINES 24 - 39	118	5,351,212	345,250		2,926
41							New Trk - Toyota - Sienna LSE 4012	1	50,999	6,406		6,406
42							New Trk - Toyota - C-HR LSE 4127					
43							New Trk - Toyota - bZ4X LSE 4146	1	49,500	106		106
44							New Trk - Toyota - Corolla Cross LSE 4116					
45	1	49,951	4,527		4,527		New Trk - Toyota - RAV4 LSE 4067	3	118,201	12,259		4,086
46							New Trk - Toyota - RAV4 Prime LSE 4036					
47							New Trk - Toyota - Venza LSE 4032	1	40,564	2,955		2,955
48	1	51,000	3,796		3,796		New Trk - Toyota - Highlander LSE 4077	5	225,567	13,794		2,759
49							New Truck - Toyota - TBD LSE 4148					
50							New Trk - Toyota - 4Runner LSE 4072	2	93,573	6,940		3,470
51							New Trk - Toyota - Sequoia LSE 4082					
52							New Trk - Toyota - Land Cruiser LSE 4092					
53							New Trk - Toyota - Tacoma - 2WD LSE 4102					
54							New Trk - Toyota - Tacoma - 4WD LSE 4112	1	47,728	1,147		1,147
55							New Trk - Toyota - Tundra - 2WD LSE 4122					
56	1	55,925	3,103		3,103		New Trk - Toyota - Tundra - 4WD LSE 4132	5	277,846	14,311		2,862
57	3	156,876	11,426		3,809		TOTAL NEW TRUCK TOYOTA - LEASE BEFORE INCENTIVES LINES 41 - 56	19	903,978	57,918		3,048
58	26	1,258,629	88,981		3,422		TOTAL NEW TRUCK TOYOTA - R/L AFTER INCENTIVES LINES 40 & 57	137	6,255,190	403,168		2,943
59	36	1,563,081	100,684		2,797		TOTAL NEW TOYOTA - RETAIL / LEASE LINES 23 & 58	174	7,384,549	458,099		2,633
60	27	1,184,977	42,459	11,931	1,573		New Vehicles - Other - R/L 4211 / 6195	143	6,167,796	186,774	229,461	1,306
61		21,585	20,702		767		New - Oth. - R/L - F&I Products & Aftmkt. 4655		111,375	102,127		714
62	63	2,769,643	175,776		2,790		TOTAL NEW VEHICLE DEPT. R/L LINES 59 - 61	317	13,663,720	976,461		3,080
63							New Car - Toyota FLT RTL 4236					
64							New Truck - Toyota FLT RTL 4237					
65							New Car - Toyota FLT RTL 4238					
66							New Truck - Toyota FLT RTL 4239					
67							New Veh. - Oth. AFTER INCENTIVES FLT RTL 4240					
68							New Veh. - Oth. AFTER INCENTIVES FLT RTL 4241					

LN	MONTH-TO-DATE					DEPT'L SALES & GROSS PROFITS		YEAR-TO-DATE					
	#	UNITS	SALES	GROSS PROFIT	INCENTIVES	GP / UNIT incl. Incentive	NEW VEHICLE	ACCT NO	UNITS	SALES	GROSS PROFIT	INCENTIVES	GP / UNIT incl. Incentive
1	2	57,061	3,943			1,972	New Car - Toyota - R/L - Corolla	4020	10	292,822	25,523		2,552
2	7	207,892	6,151			879	New Car - Toyota - R/L - Camry	4050	18	548,769	19,641		1,091
3							New Car - Toyota - R/L - Avalon	4060					
4	1	39,499	1,609			1,609	New Car - Toyota - R/L - Crown	4134	1	39,499	1,609		1,609
5							New Car - Toyota - R/L - Prius	4095	3	91,260	2,170		723
6							New Car - Toyota - R/L - Prius Prime	4105	4	123,802	3,947		987
7							New Car - Toyota - R/L - Mirai	4045					
8							New Car - Toyota - R/L - GR 86	4115	1	33,207	2,041		2,041
9							New Car - Toyota - R/L - GR Supra	4025					
10							New Car - Toyota - R/L - GR Corolla	4137					
11	10	304,452	11,703			1,170	NEW CAR TOYOTA - R/L TOTAL	LINES 1 - 10	37	1,129,359	54,931		1,485
12							New Trk - Toyota - R/L - Sienna	4010	8	364,920	32,843		4,105
13							New Trk - Toyota - R/L - C-HR	4125					
14							New Trk - Toyota - R/L - bZ4X	4144	1	49,500	106		106
15							New Trk - Toyota - R/L - Corolla Cross	4114					
16	12	526,783	37,898			3,158	New Trk - Toyota - R/L - RAV4	4065	55	2,191,848	149,442		2,717
17							New Trk - Toyota - R/L - RAV4 Prime	4034					
18							New Trk - Toyota - R/L - Venza	4030	2	84,429	6,099		3,050
19	5	242,828	19,122			3,824	New Trk - Toyota - R/L - Highlander	4075	26	1,222,434	85,466		3,287
20							New Truck - Toyota - R/L - TBD	4147					
21	1	48,263	4,347			4,347	New Trk - Toyota - R/L - 4Runner	4070	5	241,399	20,297		4,059
22	1	70,338	7,363			7,363	New Trk - Toyota - R/L - Sequoia	4080	2	143,855	8,024		4,012
23							New Trk - Toyota - R/L - Land Cruiser	4090					
24							New Trk - Toyota - R/L - Tacoma - 2WD	4100					
25	2	93,380	7,412			3,706	New Trk - Toyota - R/L - Tacoma - 4WD	4110	13	557,285	37,428		2,879
26							New Trk - Toyota - R/L - Tundra - 2WD	4120					
27	5	277,037	12,839			2,568	New Trk - Toyota - R/L - Tundra - 4WD	4130	25	1,399,520	63,463		2,539
28	26	1,258,629	88,981			3,422	NEW TRK - TOYOTA - R/L TOTAL	LINES 12 - 27	137	6,255,190	403,168		2,943
29							New Toyota Incent. R/L Total	LINES 11 & 28					
30		39,795	42,359			1,177	New Toyota - F&I Prod. & Aftmkt.	PG 7 LINES 10 - 12		164,492	143,180		823
31							New Toyota - Car / Truck LIFO Adj.	6098					
32	36	1,602,876	143,043			3,973	TOTAL NEW TOYOTA - RETAIL / LEASE	LINES 11 & 28 - 31	174	7,549,041	601,279		3,456
33	27	1,206,562	75,092			2,781	TOTAL NEW - OTHER - (W/ INCENTIVES F&I & AFTERMARKET) - R/L	PG 5 LINES 60 & 61	143	6,279,171	518,362		3,625
34							New - Other - LIFO Adjustment	6298					
35							Less: New Repo. Losses	EXCL UNITS ON LINE 38	6299				
36	27	1,206,562	75,092			2,781	TOTAL OTHER - RETAIL / LEASE	LINES 33 & 34	143	6,279,171	518,362		3,625
37	63	2,809,438	218,135			3,462	TOTAL NEW VEH. - RTL / LEASE	LINES 32 & 36	317	13,828,212	1,119,641		3,532
38							TOTAL FLEET - TOYOTA / OTHER	PG 5 LINES 63 - 68					
39	63	2,809,438	218,135			3,462	TOTAL NEW VEHICLE DEPT.	LINES 33 & 38	317	13,828,212	1,119,641		3,532
40													
41		UNITS	SALES	GROSS PROFIT	GP / UNIT		USED VEHICLE	ACCT NO	UNITS	SALES	GROSS PROFIT	GP / UNIT	
42							Toyota Cert. Used Car After Recon. - R/L	4359					
43							Toyota Cert. Used Truck After Recon. - R/L	4361					
44							TOTAL TOYOTA CERTIFIED USED VEHICLE AFTER RECONDITIONING - R/L	LINES 42 & 43					
45							Rent A Toyota Cert. Car After Recon. - R/L	4362					
46							Rent A Toyota Cert. Truck After Recon. - R/L	4363					
47							TOTAL RT CERTIFIED USED VEHICLE AFTER RECONDITIONING - R/L	LINES 45 & 46					
48	14	347,881	20,799	1,486			Toyota Used Non-Cert. Car After Recon. - R/L	4364	64	1,393,532	91,015	1,422	
49	16	481,437	20,829	1,302			Toyota Used Non-Cert. Trk After Recon. - R/L	4365	127	3,400,481	148,513	1,169	
50	30	829,318	41,628	1,388			TOTAL TOYOTA NON-CERTIFIED USED VEHICLE AFTER RECONDITIONING - R/L	LINES 48 & 49	191	4,794,013	239,528	1,254	
51							Rent A Toyota Non-Certified Car After Recon - R/L	4366					
52							Rent A Toyota Non-Certified Truck After Recon - R/L	4367					
53							TOTAL RT NON-CERT USED VEHICLE - R/L	LINES 51 & 52					
54							Total Certified Toyota/RT Used Vehicle - Recon. - R/L	EXCL. \$ ON LINE 56					
55							Total Non-Certified Toyota/RT Used Vehicle - Recon. - R/L	EXCL. \$ ON LINE 56					
56	30	829,318	41,628	1,388			TOTAL TOYOTA / RT USED VEHICLE AFTER RECONDITIONING - R/L	LINES 44, 47, 50 & 53	191	4,794,013	239,528	1,254	
57							Used Car - Other After Recon. - R/L	4384					
58							Used Truck - Other After Recon. - R/L	4385					
59							TOTAL USED VEHICLE OTHER AFTER RECONDITIONING - R/L	LINES 57 & 58					
60							Used Vehicles - Other - Recon. - R/L	EXCL. \$ ON LINE 61					
61	30	829,318	41,628	1,388			TOTAL USED VEH. - AFTER RECON. - R/L	LINES 56 & 59	191	4,794,013	239,528	1,254	
62							Cert. Used Veh. F&I Products & Aftmkt.	PG 7 LINES 23 - 28					
63		50,426	38,769	1,292			Non-Cert. Used Veh. F&I Products & Aftmkt.	PG 7 LINES 35 - 37		282,914	170,958	895	
64							Used Vehicle LIFO Adjustment	6398					
65	30	879,744	80,397	2,680			TOTAL USED VEH. - W/ F&I PRODUCTS & AFTERMARKET - R/L	LINES 61 - 64	191	5,076,927	410,486	2,149	
66							Used Toyota Lease Return - R/L Aft. Recon.	4314					
67							Recon. Toyota Lease Returns - R/L	EXCL. \$ ON LINE 72					
68	14	281,935	19,405	1,386			Toyota Used Veh. - Whsl.	EXCL. UNITS ON LN 72	134	2,169,648	124,132	926	
69							Used Veh. - Whsl. - Other	EXCL. UNITS ON LN 72	4339				
70							LESS Inventory Adjustment	6360					
71							LESS Used Vehicle Repo. Losses	EXCL. UNITS ON LN 72	6399				
72	30	1,161,679	99,802	3,327			TOTAL USED VEHICLE DEPT.	LINES 65 - 71	191	7,246,575	534,618	2,799	
73							USED VEHICLE SUMMARY						
74	TRADE-IN RCVD ON	MTD	YTD				RT UNITS SOLD TO USED VEHICLE DEPARTMENT	MTD	YTD	RT SUMMARY	MTD	YTD	
75	New Car			8			RT Cars to Certified Program			Utilization Rate (%)			
76	New Truck			36			RT Trucks to Certified Program			Total Fixed Expenses (\$)			
77	Used Car			13			RT Cars to Non-Certified Status			Total Variable Expenses (\$)			
78	Used Truck			36			RT Trucks to Non-Certified Status			Operating Profit / Loss (\$)			
79	TOTAL TRADE-INS RECEIVED			93			RT Cars or Trucks Wholesaled			RT Cars F&I Contracts			
80							TOTAL RT UNITS TO USED VEHICLE DEPARTMENT						

LN	MONTH-TO-DATE					FINANCE & INSURANCE		YEAR TO DATE					
	#	UNITS	SALES	CHARGEBACK	GP NET Chargeback	GP / UNIT	NEW VEHICLE	ACCT. NO.	UNITS	SALES	CHARGEBACK	GP NET Chargeback	GP / UNIT
1	9		22,721		11,629	1,292	Service Contracts	4270	45	105,947		41,391	920
2							Prepaid Maintenance	4272					
3					17,069		Finance Income	6280	67		-1,987	54,398	812
4							Insurance Income	6290					
5							GAP	4292					
6							Excess Wear & Use	4374					
7							Tire & Wheel Protection with & w/o Key Replacement	4275					
8							Key Replacement	4745					
9							TBD F&I Product	4747					
10		22,721			28,698		TOTAL NEW VEHICLE F&I PRODUCTS	LINES 1 - 9		105,947	-1,987	95,789	
11	26	17,074			13,661		New Aftermarket	4250	87	58,545		47,391	
12							New Purchase Discounts/Refunds/Spoilage	6343					
13							TOYOTA CERT. USED VEH. F&I						
14							Service Contracts	4970					
15							Prepaid Maintenance	4172					
16							Finance Income	6180					
17							Insurance Income	6790					
18							GAP	4792					
19							Excess Wear & Use	4254					
20							Tire & Wheel Protection with & w/o Key Replacement	4875					
21							Key Replacement	4872					
22							TBD F&I Product	4874					
23							TOTAL CERTIFIED USED VEH. F&I PRODUCTS	LINES 14 - 22					
24							Used Aftermarket	4950					
25							Certified Used Purchase Discounts/Refunds/Spoilage	6341					
26							ALL NON-CERT. USED VEH. F&I						
27	14	39,785			17,824	1,273	Service Contracts	4370	95	246,927		87,759	924
28							Prepaid Maintenance	4372	2	1,349		57	29
29				-1,726	12,379		Finance Income	6380	63		-15,736	55,383	879
30							Insurance Income	6390					
31							GAP	4392					
32							Tire & Wheel Protection with & w/o Key Replacement	4675					
33							Key Replacement	4870					
34							TBD F&I Product	4878					
35		39,785	-1,726		30,203		TOT. NON-CERTIFIED USED VEH. F&I PRODUCTS	LINES 27 - 34		248,276	-15,736	143,199	
36	14	10,641			8,566		Used Aftermarket	4350	51	34,638		27,759	
37							Non-Cert. Used Purchase Discounts/Refunds/Spoilage	6342					
38		50,426	-1,726		38,769		TOTAL USED VEHICLE F&I PRODUCTS & AFTERMARKET	LINES 23 - 25 & 35 - 37		282,914	-15,736	170,958	
39		90,221	-1,726		81,128		TOTAL FINANCE & INSURANCE	LINES 10 - 12 & 38		447,406	-17,723	314,138	
40													
41													
42													
43		F&I SUMMARY		CURRENT MONTH			CURRENT YEAR-TO-DATE						
44				VEHICLE SALES	F & I GROSS PROFIT	F&I GP / UNIT	VEHICLE SALES	F & I GROSS PROFIT	F&I GP / UNIT				
45				36	42,359	1,177	174	143,180	823				
46				30	38,769	1,292	191	170,958	895				
47				66	81,128	1,229	365	314,138	861				

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LN #	MONTH-TO-DATE				SERVICE AND COLLISION		ACCT NO	YEAR-TO-DATE			
	RO's	SALES	GROSS PROFIT	% GP	EFF. RATE	RO's		SALES	GROSS PROFIT	% GP	
1	684	86,557	68,022	78.6	Customer Mechanical Labor - Toyota	82.00	4400	2,679	340,906	276,034	81.0
2					Memo: Toyota Express Maint. Labor (TXM)		4435				
3	130	6,416	6,050	94.3	ToyotaCare Mechanical Labor - Toyota	90.70	4455	597	30,596	27,870	91.1
4					Toyota Prepaid Maint Plan Mech Labor		4465				
5	169	31,274	25,591	81.8	Internal Mechanical Labor - Toyota	82.20	4430	612	120,640	98,616	81.7
6	54	11,638	8,993	77.3	Warranty Mechanical Labor - Toyota	70.20	4420	268	53,357	41,705	78.2
7	63	9,048	7,388	81.7	Pre-Delivery Service Labor - Toyota	82.20	4440	210	29,952	24,317	81.2
8	1,100	144,933	116,044	80.1	TOTAL MECHANICAL LABOR - TOYOTA		LINES 1, 3 - 7	4,366	575,451	468,542	81.4
9	376	99,226	72,965	73.5	Customer Mechanical Labor - Other	77.00	4410	1,619	476,315	360,772	75.7
10	103	25,224	19,496	77.3	Internal Mechanical Labor - Other	75.40	4411	443	84,462	64,202	76.0
11	208	28,780	21,475	74.6	Warranty Mechanical Labor - Other	75.00	4412	971	158,089	120,142	76.0
12	687	153,230	113,936	74.4	TOTAL MECHANICAL LABOR - OTHER		LINES 9 - 11	3,033	718,866	545,116	75.8
13	1,787	298,163	229,980	77.1	TOTAL MECHANICAL LABOR		LINES 8 & 12	7,399	1,294,317	1,013,658	78.3
14					Customer Mech. Accessory Labor - Toyota		4475				
15					Internal Mech. Accessory Labor - Toyota		4489				
16					Warranty Mech. Accessory Labor - Toyota		4485				
17					TOTAL ACCESSORY LABOR - TOYOTA		LINES 14 - 16				
18					Customer Mech. Accessory Labor - Other		4461				
19					Internal Mech. Accessory Labor - Other		4462				
20					Warranty Mech. Accessory Labor - Other		4463				
21					TOTAL ACCESSORY LABOR - OTHER		LINES 18 - 20				
22					TOTAL ACCESSORY LABOR		LINES 17 & 21				
23	1,100	144,933	116,044	80.1	TOTAL MECH. & ACCESSORY LABOR - TOYOTA		LINES 8 & 17	4,366	575,451	468,542	81.4
24	687	153,230	113,936	74.4	TOTAL MECH. & ACCESSORY LABOR - OTHER		LINES 12 & 21	3,033	718,866	545,116	75.8
25					Unapplied Labor		6450			(18,332)	(-3.2)
26		7,850			Sublet Repairs - Mechanical		4460		35,607	99	0.3
27					Car Wash, Detailing, Add-ons		4464				
28					Toyota PPM Service Drive Contracts		4468				
29					Non-Toyota PPM Service Drive Contracts		4451				
30	1,787	306,013	229,980	75.2	TOTAL SERVICE DEPARTMENT		LINES 23 - 29	7,399	1,329,924	995,425	74.8
31	59	86,714	53,682	61.9	Customer Collision Labor - Toyota	67.20	4500	292	454,289	300,077	66.1
32	7	2,225	1,641	73.8	Internal Collision Labor - Toyota	74.80	4530	52	21,282	15,737	73.9
33					Warranty Collision Labor - Toyota		4520				
34					Customer Collision Labor - Other		4446				
35					Internal Collision Labor - Other		4448				
36					Warranty Collision Labor - Other		4447				
37					Labor - Unapplied Time - Collision Center		6550			(13,149)	(-2.8)
38		49,032	11,201	22.8	Sublet Repairs - Collision Center		4560		247,158	48,170	19.5
39		26,969	15,845	58.8	Paint & Materials		4570		134,176	78,340	58.4
40	66	164,940	82,369	49.9	TOTAL COLLISION CENTER		LINES 31 - 39	344	856,905	429,175	50.1

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LN	MONTH-TO-DATE				PARTS & ACCESSORIES	ACCT NO	YEAR-TO-DATE			
	RO's	SALES	GROSS PROFIT	% GP			RO's	SALES	GROSS PROFIT	% GP
1	381	47,244	22,062	46.7	Parts RO Customer Mechanical - Toyota	4700 4730	1,603	199,421	83,864	42.1
2					Memo: Toyota Express Maintenance Parts (TXM)					
3	68	424	102	24.1	ToyotaCare Mechanical Parts - Toyota	4755	303	1,800	390	21.7
4					Toyota Prepaid Maintenance Plan Parts	4761				
5	71	37,952	2,997	7.9	Parts RO Customer Pay Tires - Toyota	4725	253	147,720	16,326	11.1
6	38	22,696	9,340	41.2	Parts RO Internal - Toyota	4730 4732	136	43,505	17,087	39.3
7					Parts RO Tires Internal - Toyota	4734				
8	33	18,742	7,780	41.5	Parts RO Warranty - Toyota	4720	130	114,077	37,910	33.2
9	19	27,470	9,783	35.6	Parts RO Customer Collision - Toyota	4710	88	162,948	59,178	36.3
10	124	31,580	6,929	21.9	Parts Wholesale - Mechanical - Toyota	4750	576	133,360	31,042	23.3
11					Parts Wholesale - Collision - Toyota	4738				
12					Parts Wholesale - Toyota - Online	4731				
13	109	13,162	5,621	42.7	Parts Counter In Store Retail - Toyota	4740	415	43,868	15,874	36.2
14					Parts Online Retail - Toyota	4748				
15	843	199,270	64,614	32.4	TOTAL PARTS - TOYOTA	LINES 1, 3 - 14	3,504	846,699	261,671	30.9
16	257	48,623	20,887	43.0	Parts RO Customer Mechanical - Other	4751 4712	1,229	292,606	123,986	42.4
17					Parts RO Customer Pay Tires - Other	4756				
18	62	17,750	7,048	39.7	Parts RO Internal - Other	4767	208	56,824	22,055	38.8
19					Parts RO Tires Internal - Other	4758				
20	103	32,508	12,163	37.4	Parts RO Warranty - Other	4754	521	164,431	56,321	34.3
21	38	70,379	22,775	32.4	Parts RO Customer Collision - Other	4753	193	376,713	112,258	29.8
22	220	84,389	19,783	23.4	Parts Wholesale - Mechanical - Other	4709	915	296,949	67,183	22.6
23					Parts Wholesale - Collision - Other	4766				
24					Parts Wholesale - Other - Online	4762				
25	64	12,727	3,945	31.0	Parts Counter In Store Retail - Other	4763	349	66,024	20,471	31.0
26					Parts Online Retail - Other	4764				
27	744	266,376	86,601	32.5	TOTAL PARTS - OTHER	LINES 16 - 26	3,415	1,253,547	402,274	32.1
28	1,587	465,646	151,215	32.5	TOTAL PARTS	LINES 15 & 27	6,919	2,100,246	663,945	31.6
29					Accessory RO Customer - Toyota	4765	5	886	303	34.2
30	19	1,735	728	42.0	Accessory Internal - Toyota	4785	19	1,735	728	42.0
31					Accessory RO Warranty - Toyota	4775				
32	15	1,938	668	34.5	Accessory Wholesale - Toyota	4787	22	3,352	1,067	31.8
33	7	122	122	100.0	Accessory Counter In Store Retail - Toyota	4797	41	2,725	1,039	38.1
34					Accessory Online Retail - Toyota	4778				
35	41	3,795	1,518	40.0	TOTAL ACCESSORY - TOYOTA	LINES 29 - 34	87	8,698	3,137	36.1
36	125	12,015	5,124	42.6	Accessory RO Customer - Other	4771	631	67,482	28,397	42.1
37					Accessory Internal - Other	4774				
38					Accessory RO Warranty - Other	4773				
39					Accessory Wholesale - Other	4777				
40					Accessory Counter In Store Retail - Other	4776				
41					Accessory Online Retail - Other	4772				
42	125	12,015	5,124	42.6	TOTAL ACCESSORY - OTHER	LINES 36 - 41	631	67,482	28,397	42.1
43	166	15,810	6,642	42.0	TOTAL ACCESSORY	LINES 35 & 42	718	76,180	31,534	41.4
44	884	203,065	66,132	32.6	TOTAL PARTS & ACCESSORY - TOYOTA	LINES 15 & 35	3,591	855,397	264,808	31.0
45	869	278,391	91,725	32.9	TOTAL PARTS & ACCESSORY - OTHER	LINES 27 & 42	4,046	1,321,029	430,671	32.6
46					P&A - Inventory Adjustments	6760				
47		9,815	4,554	46.4	Gas, Oil & Grease / Non-Auto Merchandise	4770 4780		39,130	7,283	18.6
48					P&A - LIFO Adjustment	6798				
49		(9,863)			P&A - Purchase Discounts	6799		(21,997)		
50		491,271	172,274	35.1	TOTAL PARTS & ACCESSORY DEPT.	LINES 44 - 49		2,215,556	724,759	32.7
51		470,953	312,349	66.3	TOTAL SERVICE & COLLISION CENTER	PG8 LINES 30 & 40		2,186,829	1,424,600	65.1
52		962,224	484,623	50.4	TOTAL SERVICE, COLLISION, P & A	LINES 50 & 51		4,402,385	2,149,359	48.8
53		3,971,117	317,937	8.0	TOTAL NEW & USED VEHICLE DEPTS.	PG6 LINES 39 & 72		21,074,787	1,654,259	7.8
54		4,933,341	802,560	16.3	TOTAL ALL DEPARTMENTS	LINES 52 & 53		25,477,172	3,803,618	14.9