

## 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 % |
| 6/13/2023       | 5         | 4                                 | 0                                 | 1                        | 80.00%                      |
| 6/14/2023       | 6         | 5                                 | 0                                 | 1                        | 83.33%                      |
| 6/15/2023       | 4         | 2                                 | 1                                 | 1                        | 50.00%                      |
| 6/16/2023       | 8         | 7                                 | 0                                 | 1                        | 87.50%                      |
| 6/19/2023       | 3         | 2                                 | 1                                 | 0                        | 66.67%                      |
|                 |           |                                   |                                   |                          | #DIV/0!                     |
| Totals          | 26        | 20                                | 2                                 | 4                        | 76.92%                      |