



FIXED ABSORPTION

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|---|---|--------------|---|-------------|--|
| YTD Service Gross Profit | | 1,550,645 | | YTD | |
| YTD Parts Gross Profit | + | 805,096 | | YTD | |
| YTD Body Shop Gross Profit | + | 0 | | YTD | |
| YTD Total Fixed Operations Gross Profit | = | 2,355,741 | A | | |
| YTD Total Expense | ÷ | 3,529,379 | B | YTD | |
| Fixed Absorption Percentage | = | <u>66.7%</u> | | Guide = 60% | |

The reciprocal of your Fixed Absorption Percentage represents your New and Pre-Owned gross profit dependency to break even.

TOTAL APSORPTION

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| | | | | | |
|---|---|------------------|---|--------------|-------|
| YTD Gross Profit Total Fixed Operations | | 2,355,741 | A | | |
| YTD Pre-Owned Gross Profit | + | -286,425 | | YTD | |
| YTD Gross Profit Total | = | 2,069,316 | | | |
| YTD Total Expenses | ÷ | <u>3,529,379</u> | B | 0 | YTD 0 |
| Total Absorption Percentage | = | <u>58.6%</u> | | Guide = 100% | |

The reciprocal of your Total Absorption Percentage represents your dependency on New Vehicle gross profit to break even.

| | | |
|------------------------|-------|-------------|
| Fixed Absorption | 66.7% | Guide = 60% |
| Pre-Owned Absorption | -8.1% | Guide = 40% |
| New Vehicle Dependency | 41.4% | |