

## Current Data

|  |              |
|--|--------------|
| New Retail Deliveries YTD (units)                  | 723          |
| Month of Year                                      | 8            |
| Average # Retail Units Delivered Per Month         | 90           |
| Total # Units Currently in Inventory               | 13           |
| Months Supply "In Units"                           | 0.1          |
| CURRENT Inventory Turn Rate                        | 83.4         |
| CURRENT Average <u>Front End</u> Gross Profit PNVR | \$ 3,042     |
| CURRENT Monthly Gross Profit                       | \$ 274,921   |
| CURRENT Yearly Front End Gross Profit Total        | \$ 3,299,049 |

## Projection

|    |             |
|----|-------------|
|    | 75.0        |
| \$ | 2,000.0     |
|    | 81          |
| \$ | 162,500     |
| \$ | (112,421)   |
| \$ | 1,950,000   |
| \$ | (1,349,049) |

## Additional Income

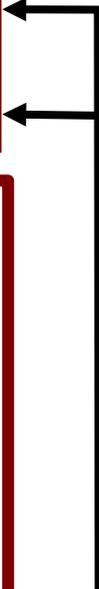
|                                     |     |             |        | Monthly     |
|-------------------------------------|-----|-------------|--------|-------------|
|                                     |     |             |        | (10)        |
| Current New Vehicle F&I Average PVR |     | 2118        |        | \$ (21,180) |
| PDI & Accessory Sales PVR           | 800 | X 50% Gross | \$ 400 | \$ (4,000)  |
| Trade %                             | 26% | # of Trades | (2.6)  | \$ 260      |

|   |      |                                  |            |    |              |
|---|------|----------------------------------|------------|----|--------------|
| UV Immediate Wholesale %                                      | 10%  | # of Trades Immediate Wholesaled | (0.3)      | \$ | (1,931)      |
| Average Recon on U/C Trade                                    | 1650 | X 50% Gross                      | \$ 825     | \$ | (1,170)      |
| Average PUVR Wholesale  |      |                                  | \$ (1,000) | \$ | (1,170)      |
| Average PUVR (Front and Back) on Trades                       |      |                                  | \$ 500     | \$ | (6,000)      |
| Hard Pack Per Unit UV   |      |                                  | \$ 500     | \$ | (2,468)      |
| Hard Pack Per Unit NV   |      |                                  | \$ 600     | \$ | (15,000)     |
| Doc Fee/ Admin Fee Per Unit                                   |      |                                  | \$ 200     | \$ | (8,000)      |
| OEM Incentives Per Unit                                       |      |                                  | \$ 1,500   | \$ | -            |
| Floorplan Assistance Per Unit                                 |      |                                  | \$ 800     | \$ | (112,420.75) |
| Advertising Credits Per Unit                                  |      |                                  |            | \$ | (60,659)     |
| <b>Total Washout PNVR (Adjusted for %s)</b>                   |      |                                  | \$ 9,121   | \$ | (173,079)    |
| <b>Note: This does not include future Gross Opportunities</b> |      |                                  |            | \$ | 741,069      |



|   |  |
|---|--|
| <b>ns</b>   |  |
| 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 <b>Variance</b>              |  |
| PROJECTED Yearly Front End Gross Profit Total               |  |
| PROJECTED Annualized Front End Gross Profit <b>Variance</b> |  |

| <b>PROJECTED</b>        | <u>Yearly</u> |
|-------------------------|---------------|
| Additional NV Units     | (120)         |
| NV F&I Increase         | \$ (254,160)  |
| PDI & Accesory Increase | \$ (48,000)   |
| UV Wholesale Increase   | \$ 3,120      |



|  |                       |
|--|-----------------------|
| UV Recon Increase                          | \$ (23,166)           |
| UV Retail PUVR Increase                    | \$ (14,040)           |
| Hard Pack Increase UV                      | \$ (14,040)           |
| Hard Pack Increase NV                      | \$ (72,000)           |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ (29,616)           |
| OEM Incentives Increase                    | \$ (180,000)          |
| Floorplan Assistance Increase              | \$ (96,000)           |
| Advertising Credit Increase                | \$ -                  |
| <b>Front End Variance (from above)</b>     | <b>\$ (1,349,049)</b> |
| <b>Additional Income Variance</b>          | <b>\$ (727,902)</b>   |
| <b>Total Variance</b>                      | <b>\$ (2,076,951)</b> |
| <b>Total Projected Gross Profit</b>        | <b>\$ 8,892,829</b>   |





## Projections

### Data

|  |              |
|--|--------------|
| Projected New Retail Deliveries YTD (units)    | 975          |
| Average <u>Front End</u> Gross Profit PNVR     | \$ 3,042     |
| Annualized Yearly Front End Gross Profit Total | \$ 2,965,950 |



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## Additional Income

Annualized

| Current New Vehicle F&I Average PVR     |          |                                  | \$ 2,118   | \$ 2,065,050 |
|---|----------|----------------------------------|------------|--------------|
| PDI & Accessory Sales PVR               | \$ 800   | X 50% Gross                      | \$ 400     | \$ 390,000   |
| Trade %                                 | 26%      | # of Trades                      | 253.5      | 253.5        |
| UV Immediate Wholesale %                | 10%      | # of Trades Immediate Wholesaled | 25.4       | 25.4         |
| Average Recon on U/C Trade              | \$ 1,650 | X 50% Gross                      | \$ 825     | \$ 188,224   |
| Average PUVR Wholesale                  |          |                                  | \$ (1,000) | \$ (25,350)  |
| Average PUVR (Front and Back) on Trades |          |                                  | \$ 500     | \$ 114,075   |
| Hard Pack Per Unit UV                   |          |                                  | \$ 500     | \$ 126,750   |
| Hard Pack Per Unit NV                   |          |                                  | \$ 600     | \$ 585,000   |

|   |                 |                     |
|---|-----------------|---------------------|
| Doc Fee/ Admin Fee Per Unit                                   | \$ 200          | \$ 240,630          |
| OEM Incentives Per Unit                                       | \$ 1,500        | \$ 1,462,500        |
| Floorplan Assistance Per Unit                                 | \$ 800          | \$ 780,000          |
| Advertising Credits Per Unit                                  | \$ -            | \$ -                |
| <b>Total Washout PNVR</b>                                     | <b>\$ 9,121</b> | <b>\$ 8,892,829</b> |
| <b>Note: This does not include future Gross Opportunities</b> |                 |                     |

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