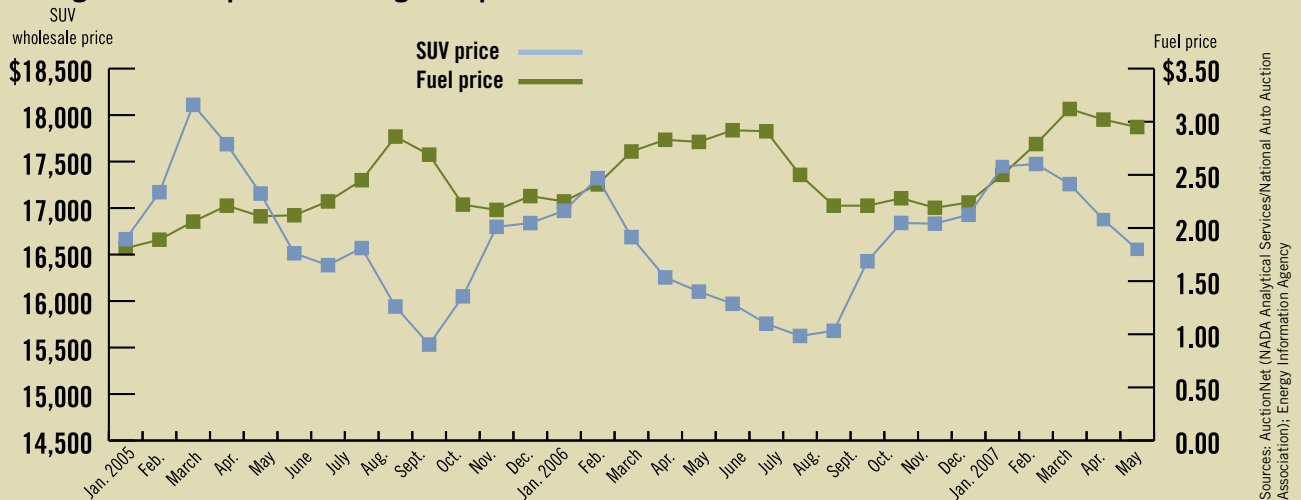


Truck-based sport-utility vehicles

Average wholesale price vs. average fuel price



Average dealership profile

Light-duty vehicle sales

In millions

	July YTD 2007	% chg.	Full year 2006
Domestic cars	3.1	-6.7%	5.4
Import cars	1.4	4.5%	2.3
Total cars	4.5	-3.4%	7.8
Light-duty trucks	5.0	-3.0%	8.7
Total light-duty vehicles	9.5	-3.2%	16.5

Balance sheet ratios (June 2007)

Net debt to equity (Total liabilities less floor plan to total equity)	1.46
Current ratio (Current assets to current liabilities)	1.87
Service and parts absorption (Service and parts gross profits divided by total fixed overhead expense)	52.3%
Return on equity	26.6%

Source: NADA Industry Analysis Division

	June YTD 2007	June YTD 2006	Percent change
Total sales	\$16,632,410	15,792,758	5.3%
Total gross	\$2,301,530	\$2,161,608	6.5%
As % of total sales	13.8%	13.7%	
Total expense	\$1,997,241	\$1,880,600	6.2%
As % of total sales	12.0%	11.9%	
Net profit before taxes	\$304,289	\$281,008	8.3%
As % of total sales	1.8%	1.8%	
New-vehicle sales	\$9,674,466	\$9,273,371	4.3%
As % of total sales	58.2%	58.7%	
Used-vehicle sales	\$4,968,030	\$4,633,098	7.2%
As % of total sales	29.9%	29.3%	
Service and parts	\$1,989,915	\$1,886,289	5.5%
As % of total sales	12.0%	11.9%	
Advertising expense	\$182,788	\$174,530	4.7%
As % of total sales	1.10%	1.11%	
Per new vehicle retained	\$589	\$588	0.0%
Rent and equivalent	\$173,884	\$160,198	8.5%
As % of total sales	1.05%	1.01%	
Per new vehicle retained	\$560	\$540	3.7%
New-vehicle floor-plan interest	\$56,297	\$50,592	11.3%
As % of total sales	0.34%	0.32%	
Per new vehicle retained	\$181	\$171	6.3%
Average new-vehicle selling price (retail)	\$28,528	\$28,371	0.6%
Gross as % of selling price	5.13%	5.24%	
Average gross profit	\$1,462	\$1,487	-1.7%
Average used-vehicle selling price (retail)	\$15,493	\$15,597	-0.7%
Gross as % of selling price	11.64%	11.51%	
Average gross profit	\$1,803	\$1,796	0.4%