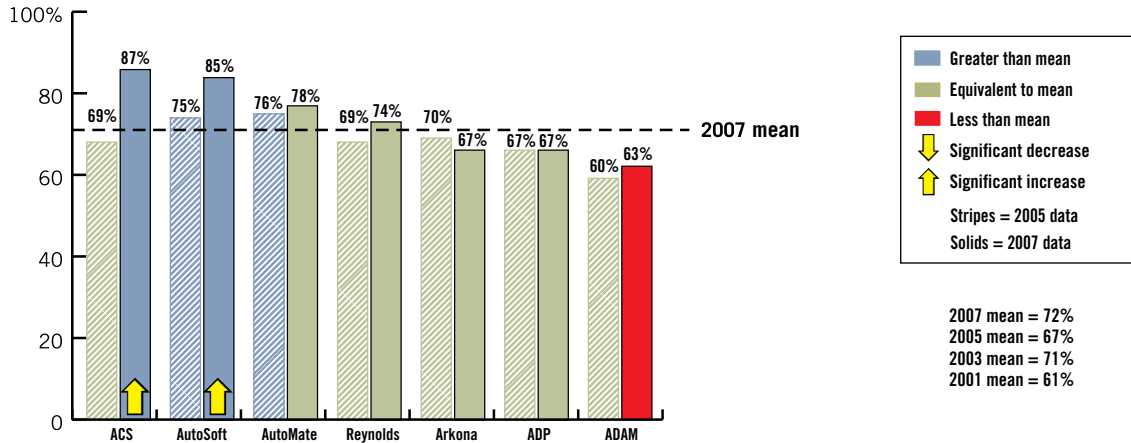


## NADA DEALER SYSTEM PROVIDER (DSP) VENDOR SURVEY

### How satisfied are you with the software's flexibility in adapting to your business needs?



Note: Percentages represent very effective ratings. All dealership positions surveyed. Source: NADA Information Technology

## Average dealership profile

### Light-duty vehicle sales

In millions

	Oct. YTD 2008	% chg.	Full year 2007
Domestic cars	4.0	-8.9%	5.3
Import cars	2.0	0.4%	2.4
Total cars	6.0	-6.0%	7.6
Light-duty trucks	5.5	-22.3%	8.5
Total light-duty vehicles	11.6	-14.6%	16.1

### Balance sheet ratios (Sept. 2008)

<b>Net debt to equity</b> (Total liabilities less floor plan to total equity)	1.50
<b>Current ratio</b> (Current assets to current liabilities)	1.98
<b>Service and parts absorption</b> (Service and parts gross profits divided by total fixed overhead expense)	55.0%
<b>Return on equity</b>	17.8%

Source: NADA Industry Analysis Division

	September YTD 2008	September YTD 2007	Percent change
<b>Total sales</b>	\$22,776,763	\$25,320,653	-10.0%
<b>Total gross</b>	\$3,232,037	\$3,474,452	-7.0%
As % of total sales	14.2%	13.7%	
<b>Total expense</b>	\$2,927,653	\$3,016,184	-2.9%
As % of total sales	12.9%	11.9%	
<b>Net profit before taxes</b>	\$304,384	\$458,268	-33.6%
As % of total sales	1.3%	1.8%	
<b>New-vehicle sales</b>	\$13,153,659	\$14,832,993	-11.3%
As % of total sales	57.8%	58.6%	
<b>Used-vehicle sales</b>	\$6,520,966	\$7,486,955	-12.9%
As % of total sales	28.6%	29.6%	
<b>Service and parts</b>	\$3,102,139	\$3,000,705	3.4%
As % of total sales	13.6%	11.9%	
<b>Advertising expense</b>	\$263,497	\$282,129	-6.6%
As % of total sales	1.16%	1.11%	
Per new vehicle retained	\$629	\$592	6.4%
<b>Rent and equivalent</b>	\$280,026	\$266,114	5.2%
As % of total sales	1.23%	1.05%	
Per new vehicle retained	\$669	\$558	19.9%
<b>New-vehicle floor-plan interest</b>	\$32,260	\$79,543	-59.4%
As % of total sales	0.14%	0.31%	
Per new vehicle retained	\$77	\$167	-53.8%
<b>Average new-vehicle selling price (retail)</b>	\$23,885	\$28,559	-16.4%
Gross as % of selling price	4.47%	5.06%	
Average gross profit	\$1,069	\$1,446	-26.1%
<b>Average used-vehicle selling price (retail)</b>	\$15,298	\$15,614	-2.0%
Gross as % of selling price	10.98%	11.49%	
Average gross profit	\$1,679	\$1,794	-6.4%