



Industry Analysis

Dealership Financial Profile

	YTD Sep 2011	YTD Sep 2010	Percent Change																																										
TOTAL SALES	25,936,700	22,640,423	14.6%																																										
TOTAL GROSS	3,789,930	3,346,368	13.3%																																										
As % of Total Sales	14.6%	14.8%																																											
TOTAL EXPENSE	3,136,591	2,813,494	11.5%																																										
As % of Total Sales	12.1%	12.4%																																											
NET PROFIT BEFORE TAX	653,339	532,874	22.6%																																										
As % of Total Sales	2.5%	2.4%																																											
NEW VEHICLE DEPT. SALES	13,956,989	11,816,745	18.1%																																										
As % of Total Sales	53.8%	52.2%																																											
USED VEHICLE DEPT. SALES	8,520,642	7,643,071	11.5%																																										
As % of Total Sales	32.9%	33.8%																																											
SERVICE AND PARTS DEPTS. SALES	3,459,069	3,180,607	8.8%																																										
As % of Total Sales	13.3%	14.0%																																											
ADVERTISING EXPENSE	268,175	241,268	11.2%																																										
As % of Total Sales	1.03%	1.07%																																											
Per New Vehicle Retailed	\$622	\$652	-4.5%																																										
RENT & EQUIVALENT	302,693	281,253	7.6%																																										
As % of Total Sales	1.17%	1.24%																																											
Per New Vehicle Retailed	\$702	\$760	-7.6%																																										
FLOOR PLAN INTEREST	(16,442)	(14,438)	13.9%																																										
As % of Total Sales	-0.06%	-0.06%																																											
Per New Vehicle Retailed	(\$38)	(\$39)	-2.2%																																										
NEW VEHICLE SELLING PRICE (Retail)	\$30,309	\$29,428	3.0%																																										
Gross as % of Selling Price	4.63%	4.60%																																											
Retail Gross Profit	\$1,404	\$1,353	3.8%																																										
USED VEHICLE SELLING PRICE (Retail)	\$17,146	\$16,321	5.1%																																										
Gross as % of Selling Price	12.87%	13.85%																																											
Retail Gross Profit	\$2,206	\$2,260	-2.4%																																										
<table border="1"> <thead> <tr> <th colspan="4">LIGHT-DUTY VEHICLE SALES (Millions of units)</th> <th colspan="2">BALANCE SHEET RATIOS</th> </tr> <tr> <th></th> <th>YTD Oct 2011</th> <th>% Change</th> <th>Full Year 2010</th> <th>YTD Sep 2011</th> <th>YTD Sep 2010</th> </tr> </thead> <tbody> <tr> <td>Domestic Cars</td> <td>3.5</td> <td>10.8%</td> <td>3.8</td> <td>0.97</td> <td>0.99</td> </tr> <tr> <td>Import Cars</td> <td>1.6</td> <td>1.1%</td> <td>1.8</td> <td>1.38</td> <td>1.40</td> </tr> <tr> <td>Total Cars</td> <td>5.1</td> <td>7.7%</td> <td>5.6</td> <td>58.6%</td> <td>60.2%</td> </tr> <tr> <td>Light-Duty Trucks</td> <td>5.4</td> <td>12.4%</td> <td>5.9</td> <td>31.4%</td> <td>28.7%</td> </tr> <tr> <td>Total L-D Vehicles</td> <td>10.5</td> <td>10.0%</td> <td>11.6</td> <td></td> <td></td> </tr> </tbody> </table>				LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS			YTD Oct 2011	% Change	Full Year 2010	YTD Sep 2011	YTD Sep 2010	Domestic Cars	3.5	10.8%	3.8	0.97	0.99	Import Cars	1.6	1.1%	1.8	1.38	1.40	Total Cars	5.1	7.7%	5.6	58.6%	60.2%	Light-Duty Trucks	5.4	12.4%	5.9	31.4%	28.7%	Total L-D Vehicles	10.5	10.0%	11.6		
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