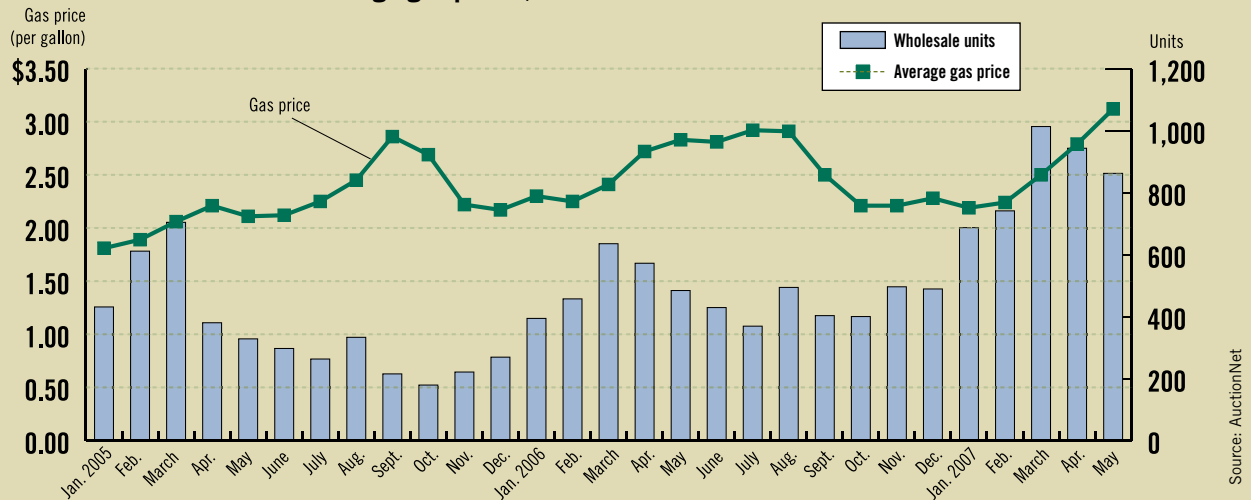


All Hybrids

Wholesale auction volume vs. average gas prices, 2005–2007



Source: AuctionNet

Average dealership profile

Light-duty vehicle sales

In millions

	May YTD 2007	% chg.	Full year 2006
Domestic cars	2.2	-10.1%	5.4
Import cars	1.0	9.4%	2.3
Total cars	3.2	-6.6%	7.8
Light-duty trucks	3.6	-0.5%	8.7
Total light-duty vehicles	6.8	-1.3%	16.5

Balance sheet ratios (April 2007)

Net debt to equity (Total liabilities less floor plan to total equity)	1.47
Current ratio (Current assets to current liabilities)	1.85
Service and parts absorption (Service and parts gross profits divided by total fixed overhead expense)	52.0%
Return on equity	24.1%

Source: NADA Industry Analysis Division

	April YTD 2007	April YTD 2006	Percent change
Total sales	\$10,725,295	10,170,843	5.5%
Total gross	\$1,500,450	\$1,407,472	6.6%
As % of total sales	14.0%	13.8%	
Total expense	\$1,314,909	\$1,233,088	6.6%
As % of total sales	12.3%	12.1%	
Net profit before taxes	\$185,541	\$174,384	6.4%
As % of total sales	1.7%	1.7%	
New-vehicle sales	\$6,197,069	\$5,901,105	5.0%
As % of total sales	57.8%	58.0%	
Used-vehicle sales	\$3,220,896	\$3,035,606	6.1%
As % of total sales	30.0%	29.8%	
Service and parts	\$1,307,330	\$1,234,132	5.9%
As % of total sales	12.2%	12.1%	
Advertising expense	\$118,019	\$112,586	4.8%
As % of total sales	1.10%	1.11%	
Per new vehicle retained	\$593	\$602	-1.5%
Rent and equivalent	\$113,274	\$106,101	6.8%
As % of total sales	1.06%	1.04%	
Per new vehicle retained	\$569	\$567	0.3%
New-vehicle floor-plan interest	\$36,652	\$30,971	18.3%
As % of total sales	0.34%	0.30%	
Per new vehicle retained	\$184	\$166	11.2%
Average new-vehicle selling price (retail)	\$28,574	\$28,654	-0.3%
Gross as % of selling price	5.24%	5.23%	
Average gross profit	\$1,498	\$1,500	-0.1%
Average used-vehicle selling price (retail)	\$15,237	\$15,634	-2.5%
Gross as % of selling price	11.81%	11.55%	
Average gross profit	\$1,800	\$1,806	-0.3%