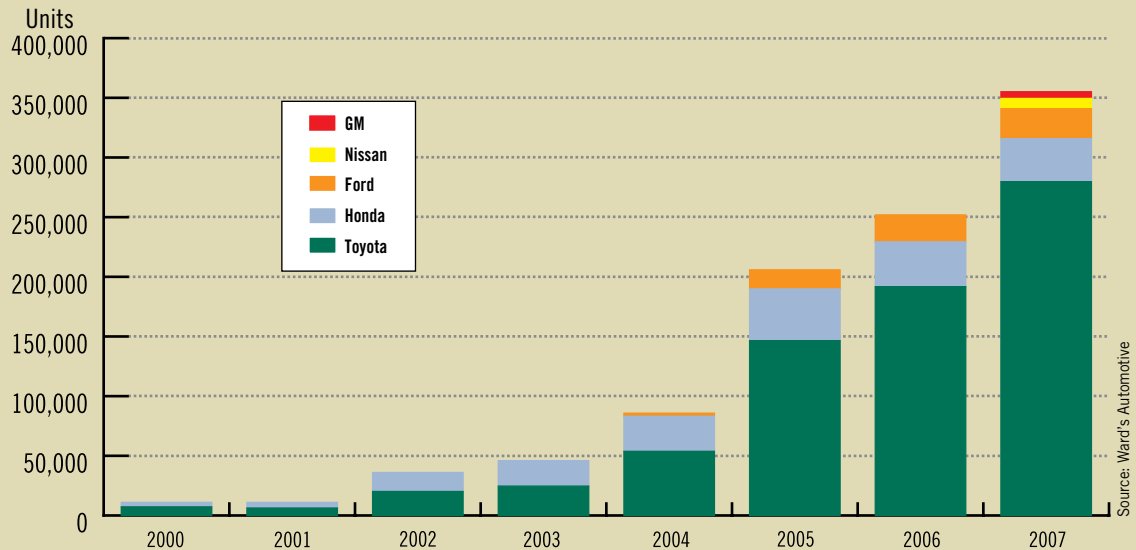


## Hybrid sales



## Average dealership profile

### Light-duty vehicle sales

In millions

	May YTD 2008	% chg.	Full year 2007
Domestic cars	2.2	-2.0%	5.3
Import cars	1.0	3.9%	2.4
Total cars	3.2	-0.2%	7.6
Light-duty trucks	3.0	-15.8%	8.5
Total light-duty vehicles	6.2	-7.7%	16.1

### Balance sheet ratios (April 2008)

<b>Net debt to equity</b> (Total liabilities less floor plan to total equity)	1.58
<b>Current ratio</b> (Current assets to current liabilities)	2.01
<b>Service and parts absorption</b> (Service and parts gross profits divided by total fixed overhead expense)	55.0%
<b>Return on equity</b>	20.0%

Source: NADA Industry Analysis Division

	April YTD 2008	April YTD 2007	Percent change
<b>Total sales</b>	\$10,328,697	\$10,725,295	-3.7%
<b>Total gross</b>	\$1,477,542	\$1,500,450	-1.5%
As % of total sales	14.3%	14.0%	
<b>Total expense</b>	\$1,322,443	\$1,314,909	0.6%
As % of total sales	12.8%	12.3%	
<b>Net profit before taxes</b>	\$155,099	\$185,541	-16.4%
As % of total sales	1.5%	1.7%	
<b>New-vehicle sales</b>	\$5,834,534	\$6,197,069	-5.9%
As % of total sales	56.5%	57.8%	
<b>Used-vehicle sales</b>	\$3,081,155	\$3,220,896	-4.3%
As % of total sales	29.8%	30.0%	
<b>Service and parts</b>	\$1,413,008	\$1,307,330	8.1%
As % of total sales	13.7%	12.2%	
<b>Advertising expense</b>	\$113,128	\$118,019	-4.1%
As % of total sales	1.10%	1.10%	
Per new vehicle retailed	\$626	\$593	5.5%
<b>Rent and equivalent</b>	\$122,586	\$113,274	8.2%
As % of total sales	1.19%	1.06%	
Per new vehicle retailed	\$678	\$569	19.1%
<b>New-vehicle floor-plan interest</b>	\$21,160	\$36,652	-42.3%
As % of total sales	0.20%	0.34%	
Per new vehicle retailed	\$117	\$184	-36.4%
<b>Average new-vehicle selling price (retail)</b>	\$28,588	\$28,574	0.0%
Gross as % of selling price	4.50%	5.24%	
Average gross profit	\$1,287	\$1,498	-14.1%
<b>Average used-vehicle selling price (retail)</b>	\$15,553	\$15,237	2.1%
Gross as % of selling price	11.12%	11.81%	
Average gross profit	\$1,730	\$1,800	-3.9%