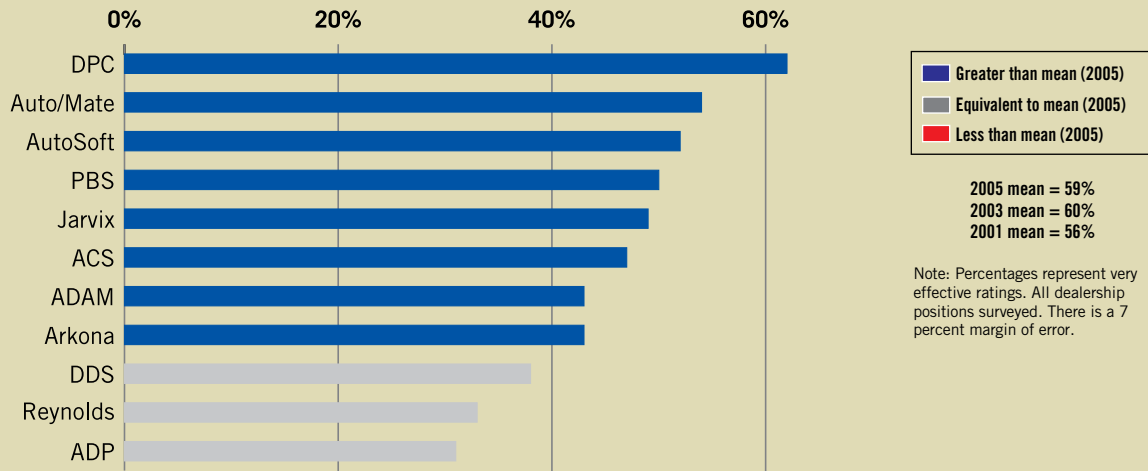


## NADA DEALER SYSTEM PROVIDER (DSP) VENDOR SURVEY (2005)

How would you rate the effectiveness of the technical training provided in helping you use your system?



Source: NADA Information Technology Division

## Average dealership profile

### Light-duty vehicle sales

In millions

	Jan. YTD 2007	% chg.	Full year 2006
Domestic cars	0.3	-17.3%	5.4
Import cars	0.2	15.9%	2.3
Total cars	0.5	-9.0%	7.8
Light-duty trucks	0.6	-0.6%	8.7
Total light-duty vehicles	1.1	-4.7%	16.5

### Balance sheet ratios (Dec. 2006)

Net debt to equity (Total liabilities less floor plan to total equity)	1.43
Current ratio (Current assets to current liabilities)	1.90
Service and parts absorption (Service and parts gross profits divided by total fixed overhead expense)	51.9%
Return on equity	22.7%

Source: NADA Industry Analysis Division

	December YTD 2006	December YTD 2005	Percent change
<b>Total sales</b>	\$31,855,768	\$32,096,906	-0.8%
<b>Total gross</b>	\$4,338,448	\$4,277,950	1.4%
As % of total sales	13.6%	11.7%	
<b>Total expense</b>	\$3,848,964	\$3,750,557	2.6%
As % of total sales	12.1%	11.7%	
<b>Net profit before taxes</b>	\$489,484	\$527,392	-7.2%
As % of total sales	1.5%	1.6%	
<b>New-vehicle sales</b>	\$18,795,482	\$19,335,533	-2.8%
As % of total sales	59.0%	60.2%	
<b>Used-vehicle sales</b>	\$9,265,366	\$9,004,969	2.9%
As % of total sales	29.1%	28.1%	
<b>Service and parts</b>	\$3,794,920	\$3,756,405	1.0%
As % of total sales	11.9%	11.7%	
<b>Advertising expense</b>	\$364,619	\$357,755	1.9%
As % of total sales	1.14%	1.11%	
Per new vehicle retailed	\$590	\$571	3.4%
<b>Rent and equivalent</b>	\$332,886	\$315,904	5.4%
As % of total sales	1.04%	0.98%	
Per new vehicle retailed	\$539	\$504	6.9%
<b>New-vehicle floor-plan interest</b>	\$106,734	\$54,817	94.7%
As % of total sales	0.34%	0.17%	
Per new vehicle retailed	\$173	\$87	97.5%
<b>Average new-vehicle selling price (retail)</b>	\$28,451	\$28,381	0.2%
Gross as % of selling price	5.21%	5.10%	
Average gross profit	\$1,482	\$1,449	2.3%
<b>Average used-vehicle selling price (retail)</b>	\$15,518	\$14,923	4.0%
Gross as % of selling price	11.44%	11.57%	
Average gross profit	\$1,776	\$1,727	2.9%