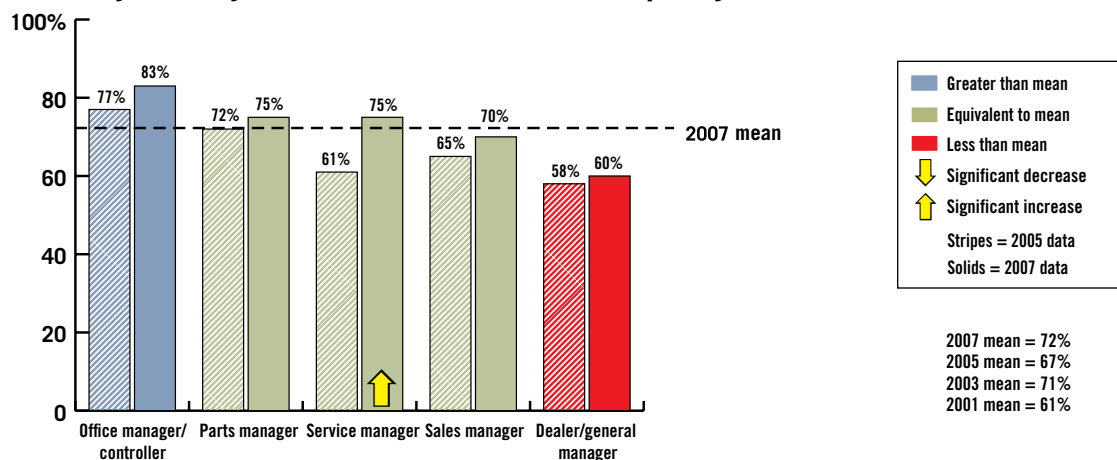


NADA DEALER SYSTEM PROVIDER (DSP) VENDOR SURVEY

How satisfied are you that your vendor's software can adapt to your business needs?



Note: Percentages represent "very satisfied" and "somewhat satisfied" ratings. All dealership positions surveyed. Source: NADA Information Technology

Average dealership profile

Light-duty vehicle sales

In millions of units

	March YTD 2009	% chg.	Full year 2008
Domestic cars	0.7	-40.6%	4.6
Import cars	0.4	-28.5%	2.3
Total cars	1.1	-36.8%	6.8
Light-duty trucks	1.1	-39.8%	6.4
Total light-duty vehicles	2.2	-38.3%	13.2

Balance sheet ratios (Feb. 2009)

Net debt to equity (Total liabilities less floor plan to total equity)	1.37
Current ratio (Current assets to current liabilities)	1.88
Service and parts absorption (Service and parts gross profits divided by total fixed overhead expense)	59.2%
Return on equity	8.1%

Source: NADA Industry Analysis Division

	February YTD 2009	February YTD 2008	Percent change
Total sales	\$3,635,018	\$4,855,537	-25.1%
Total gross	\$597,616	\$708,480	-15.6%
As % of total sales	16.4%	14.6%	
Total expense	\$564,130	\$652,004	-13.5%
As % of total sales	15.5%	13.4%	
Net profit before taxes	\$33,486	\$56,476	-40.7%
As % of total sales	0.9%	1.2%	
New-vehicle sales	\$1,726,154	\$2,670,247	-35.4%
As % of total sales	47.5%	55.0%	
Used-vehicle sales	\$1,252,398	\$1,480,305	-15.4%
As % of total sales	34.5%	30.5%	
Service and parts	\$656,465	\$704,985	-6.9%
As % of total sales	18.1%	14.5%	
Advertising expense	\$39,928	\$50,793	-21.4%
As % of total sales	1.10%	1.05%	
Per new vehicle retailed	\$736	\$628	17.2%
Rent and equivalent	\$63,981	\$61,104	4.7%
As % of total sales	1.76%	1.26%	
Per new vehicle retailed	\$1,179	\$755	56.2%
New-vehicle floor-plan interest	\$9,717	\$14,475	-32.9%
As % of total sales	0.27%	0.30%	
Per new vehicle retailed	\$179	\$179	0.1%
Average new-vehicle selling price (retail)	\$29,347	\$29,085	0.9%
Gross as % of selling price	4.09%	4.44%	
Average gross profit	\$1,201	\$1,292	-7.1%
Average used-vehicle selling price (retail)	\$14,217	\$15,547	-8.6%
Gross as % of selling price	11.05%	11.26%	
Average gross profit	\$1,571	\$1,751	-10.3%