

SmartInsight – F&I Analysis Last Month

Report Stats		Report Filter	
User:	Matt Nowicki	Store:	ABC HONDA
Generated:	09/26/05 07:18:43 P	Deal Date:	Between 08/01/2005 and 08/31/2005
		Deal Status:	Closed, Final, Spot Delivered
		Deal Category:	RETAIL
		Deal Combo:	NEW - LEASE, NEW - SALE, USED - LEASE, USED - SALE

Deal: Count

<u>Finance Location</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Total</u>
CASH		<u>13</u>	<u>11</u>	24
FINANCED	<u>14</u>	<u>83</u>	<u>134</u>	231
Total	14	96	145	255

Product Profit: Count

<u>Product Name</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Total</u>
A - Auto Financing	<u>14</u>	<u>83</u>	<u>134</u>	231
C - Extended Warranty	<u>1</u>	<u>36</u>	<u>80</u>	117
E - Etch		<u>4</u>	<u>5</u>	9
F - Gap		<u>48</u>	<u>85</u>	133
O - Fabric		<u>10</u>	<u>13</u>	23
O - Other		<u>15</u>	<u>8</u>	23
O - Paint		<u>17</u>	<u>23</u>	40
O - Rust		<u>13</u>	<u>34</u>	47
Total	15	226	382	623

Penetrations

<u>Product Name</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Total</u>
A - Auto Financing	<u>100%</u>	<u>86%</u>	<u>92%</u>	91%
C - Extended Warranty	<u>7%</u>	<u>38%</u>	<u>55%</u>	46%
E - Etch		<u>4%</u>	<u>3%</u>	4%
F - Gap		<u>50%</u>	<u>59%</u>	52%
O - Fabric		<u>10%</u>	<u>9%</u>	9%
O - Other		<u>16%</u>	<u>6%</u>	9%
O - Paint		<u>18%</u>	<u>16%</u>	16%
O - Rust		<u>14%</u>	<u>23%</u>	18%
Total	107%	235%	263%	244%

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Product Profit: Sum				
<u>Product Name</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Total</u>
A - Auto Financing	9,556	62,404	83,226	155,186
C - Extended Warranty	801	35,648	76,793	113,242
E - Etch		749	1,124	1,873
F - Gap		17,646	33,505	51,151
O - Fabric		2,942	3,865	6,807
O - Other		32,572	2,938	35,510
O - Paint		5,331	6,661	11,992
O - Rust		1,841	4,737	6,578
Total	10,357	159,133	212,847	382,337

Product Profit: Avg				
<u>Product Name</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Average</u>
A - Auto Financing	683	752	621	672
C - Extended Warranty	801	990	960	968
E - Etch		187	225	208
F - Gap		368	394	385
O - Fabric		294	297	296
O - Other		2,171	367	1,544
O - Paint		314	290	300
O - Rust		142	139	140
Average	690	704	557	614

Income Per Contract				
<u>Finance Location</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Average</u>
FINANCED	740	1,863	1,583	1,632

Total Finance Income				
FINANCED	10,357	154,638	212,080	377,075

Income Per Retail				
<u>Store</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Average</u>
ABC HONDA	740	1,658	1,468	1,499

Total Back End Gross				
ABC HONDA	10,357	159,133	212,847	382,337