

SmartInsight – F&I Analysis MTD by Store

Report Stats		Report Filter	
User:	Matt Nowicki	Deal Date:	Between 09/01/2005 and 09/26/2005
Generated:	09/26/05 07:28:01 PDT	Deal Status:	Closed, Final, Spot Delivered
		Deal Category:	RETAIL

Deal: Count

Finance Location	ABC HONDA	ABC MAZDA	ABC NISSAN	ABC TOYOTA	Total
CASH	<u>14</u>	<u>16</u>	<u>66</u>	<u>130</u>	226
FINANCED	<u>36</u>	<u>155</u>	<u>156</u>	<u>235</u>	582
OUTSIDE			<u>2</u>	<u>19</u>	21
Total	50	171	224	384	829

Product Profit: Count

Product Name	ABC HONDA	ABC MAZDA	ABC NISSAN	ABC TOYOTA	Total
A - Auto Financing	<u>36</u>	<u>156</u>	<u>157</u>	<u>235</u>	584
C - Extended Warranty	<u>10</u>	<u>78</u>	<u>114</u>	<u>216</u>	418
E - Etch		<u>4</u>			4
F - Gap	<u>8</u>	<u>96</u>	<u>131</u>	<u>170</u>	405
O - Fabric		<u>14</u>			14
O - IT			<u>23</u>	<u>40</u>	63
O - Other	<u>9</u>	<u>7</u>			16
O - Paint		<u>28</u>			28
O - Rust		<u>28</u>			28
O - Theft			<u>67</u>	<u>86</u>	153
Total	63	411	573	785	1,832

Penetrations

Product Name	ABC HONDA	ABC MAZDA	ABC NISSAN	ABC TOYOTA	Total
A - Auto Financing	<u>72%</u>	<u>91%</u>	<u>70%</u>	<u>61%</u>	70%
C - Extended Warranty	<u>20%</u>	<u>46%</u>	<u>51%</u>	<u>56%</u>	50%
E - Etch		<u>2%</u>			0%
F - Gap	<u>16%</u>	<u>56%</u>	<u>58%</u>	<u>44%</u>	49%
O - Fabric		<u>8%</u>			2%
O - IT			<u>10%</u>	<u>10%</u>	8%
O - Other	<u>18%</u>	<u>4%</u>			2%
O - Paint		<u>16%</u>			3%
O - Rust		<u>16%</u>			3%
O - Theft			<u>30%</u>	<u>22%</u>	18%
Total	126%	240%	256%	204%	221%

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Product Profit: Sum

Product Name	ABC HONDA	ABC MAZDA	ABC NISSAN	ABC TOYOTA	Total
A - Auto Financing	9,328	84,823	93,364	92,771	280,285
C - Extended Warranty	4,731	81,157	138,719	229,932	454,539
E - Etch		1,718			1,718
F - Gap	2,427	37,009	26,378	30,273	96,086
O - Fabric		4,030			4,030
O - IT			2,819	4,520	7,339
O - Paint		10,718			10,718
O - Rust		4,322			4,322
O - Theft			20,140	25,442	45,581
Total	20,735	232,746	294,444	388,949	936,874

Product Profit: Avg

Product Name	ABC HONDA	ABC MAZDA	ABC NISSAN	ABC TOYOTA	Average
A - Auto Financing	259	544	595	395	480
C - Extended Warranty	473	1,040	1,217	1,065	1,087
E - Etch		430			430
F - Gap	303	386	201	178	237
O - Fabric		288			288
O - IT			123	113	116
O - Paint		383			383
O - Rust		154			154
O - Theft			301	296	298
Average	329	566	514	495	511

Income Per Contract

Finance Location	ABC HONDA	ABC MAZDA	ABC NISSAN	ABC TOYOTA	Average
FINANCED	532	1,494	1,831	1,510	1,531

Total Finance Income

FINANCED	19,136	231,557	285,591	354,763	891,046
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Income Per Retail

Deal Date	ABC HONDA	ABC MAZDA	ABC NISSAN	ABC TOYOTA	Average
Sep/05	415	1,361	1,314	1,013	1,130

Total Back End Gross

Sep/05	20,735	232,746	294,444	388,949	936,874
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