

SmartInsight – F&I Analysis MTD

Report Stats		Report Filter	
User:	Matt Nowicki	Store:	ABC HONDA
Generated:	09/26/05 07:22:50 PDT	Deal Date:	Between 09/01/2005 and 09/26/2005
		Deal Status:	Closed, Final, Spot Delivered
		Deal Category:	RETAIL
		Deal Combo:	NEW - LEASE, NEW - SALE, USED - LEASE, USED - SALE

Deal: Count

Finance Location	NEW - LEASE	NEW - SALE	USED - SALE	Total
CASH		10	6	16
FINANCED	7	68	79	154
Total	7	78	85	170

Product Profit: Count

Product Name	NEW - LEASE	NEW - SALE	USED - SALE	Total
A - Auto Financing	7	68	80	155
C - Extended Warranty	1	22	54	77
E - Etch	1	1	2	4
F - Gap		35	61	96
O - Fabric		5	9	14
O - Paint	1	11	15	27
O - Rust	2	6	20	28
Total	13	152	243	408

Penetrations

Product Name	NEW - LEASE	NEW - SALE	USED - SALE	Total
A - Auto Financing	100%	87%	94%	91%
C - Extended Warranty	14%	28%	64%	45%
E - Etch	14%	1%	2%	2%
F - Gap		45%	72%	56%
O - Fabric		6%	11%	8%
O - Paint	14%	14%	18%	16%
O - Rust	29%	8%	24%	16%
Total	186%	195%	286%	240%

Product Profit: Sum

Product Name	NEW - LEASE	NEW - SALE	USED - SALE	Total
A - Auto Financing	4,275	43,143	37,406	84,823
C - Extended Warranty	574	20,760	58,128	79,462
E - Etch	399	800	519	1,718
F - Gap		13,640	23,369	37,009
O - Fabric		1,192	2,838	4,030
O - Paint	698	3,797	5,229	9,723
O - Rust	801	881	2,640	4,322
Total	8,195	90,697	131,164	230,056

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	611	634	468	547
C - Extended Warranty	574	944	1,076	1,032
E - Etch	399	800	260	430
F - Gap		390	383	386
O - Fabric		238	315	288
O - Paint	698	345	349	360
O - Rust	401	147	132	154
Average	630	597	540	564

Income Per Contract				
<u>Finance Location</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Average</u>
FINANCED	1,171	1,326	1,652	1,486
Total Finance Income				
FINANCED	8,195	90,158	130,514	228,867

Income Per Retail				
<u>Store</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Average</u>
ABC HONDA	1,171	1,163	1,543	1,353

Total Back End Gross				
<u>Store</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Total</u>
ABC HONDA	8,195	90,697	131,164	230,056