

SmartInsight – F&I Analysis YTD Monthly Breakdown

Report Stats		Report Filter	
User:	Matt Nowicki	Store:	ABC HONDA
Generated:	09/26/05 07:46:20 PDT	Deal Status:	Closed, Final, Spot Delivered
		Deal Category:	RETAIL
		Deal Date:	Between 01/01/2005 and 09/26/2005

Deal: Count

Finance Location	Jan/05	Feb/05	Mar/05	Apr/05	May/05	Jun/05	Jul/05	Aug/05	Sep/05	Total
CASH						31	46	24	16	117
FINANCED						167	308	237	155	867
OUTSIDE						1		1		2
Total	0	0	0	0	0	199	354	262	171	986

Product Profit: Count

Product Name	Jan/05	Feb/05	Mar/05	Apr/05	May/05	Jun/05	Jul/05	Aug/05	Sep/05	Total
A - Auto Financing						167	308	237	156	868
C - Extended Warranty						108	174	122	78	482
E - Etch						2	4	9	4	19
F - Gap						110	186	134	96	526
O - Fabric						20	39	24	14	97
O - Other						19	36	23	7	85
O - Paint						43	62	44	28	177
O - Rust						24	45	48	28	145
Total	0	0	0	0	0	493	854	641	411	2,399

Penetrations

Product Name	Jan/05	Feb/05	Mar/05	Apr/05	May/05	Jun/05	Jul/05	Aug/05	Sep/05	Total
A - Auto Financing						84%	87%	90%	91%	88%
C - Extended Warranty						54%	49%	47%	46%	49%
E - Etch						1%	1%	3%	2%	2%
F - Gap						55%	53%	51%	56%	53%
O - Fabric						10%	11%	9%	8%	10%
O - Other						10%	10%	9%	4%	9%
O - Paint						22%	18%	17%	16%	18%
O - Rust						12%	13%	18%	16%	15%
Total	0%	0%	0%	0%	0%	248%	241%	245%	240%	243%

Product Profit: Sum

Product Name	Jan/05	Feb/05	Mar/05	Apr/05	May/05	Jun/05	Jul/05	Aug/05	Sep/05	Total
A - Auto Financing						135,506	235,877	155,186	84,823	611,392
C - Extended Warranty						107,085	163,051	120,928	81,157	472,220
E - Etch						399	1,143	1,873	1,718	5,133
F - Gap						42,318	68,540	51,576	37,009	199,443
O - Fabric						5,882	10,606	7,156	4,030	27,673
O - Other						4,805	44,606	35,510	8,968	93,889
O - Paint						20,622	31,834	15,326	10,718	78,500
O - Rust						4,971	6,554	6,727	4,322	22,573
Total	0	0	0	0	0	321,588	562,210	394,280	232,746	1,510,823

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Product Profit: Avg

Product Name	Jan/05	Feb/05	Mar/05	Apr/05	May/05	Jun/05	Jul/05	Aug/05	Sep/05	Average
A - Auto Financing						<u>811</u>	<u>766</u>	<u>655</u>	<u>544</u>	<u>704</u>
C - Extended Warranty						<u>992</u>	<u>937</u>	<u>991</u>	<u>1,040</u>	<u>980</u>
E - Etch						<u>200</u>	<u>286</u>	<u>208</u>	<u>430</u>	<u>270</u>
F - Gap						<u>385</u>	<u>368</u>	<u>385</u>	<u>386</u>	<u>379</u>
O - Fabric						<u>294</u>	<u>272</u>	<u>298</u>	<u>288</u>	<u>285</u>
O - Other						<u>253</u>	<u>1,239</u>	<u>1,544</u>	<u>1,281</u>	<u>1,105</u>
O - Paint						<u>480</u>	<u>513</u>	<u>348</u>	<u>383</u>	<u>444</u>
O - Rust						<u>207</u>	<u>146</u>	<u>140</u>	<u>154</u>	<u>156</u>
Average	0	0	0	0	0	<u>652</u>	<u>658</u>	<u>615</u>	<u>566</u>	<u>630</u>

Income Per Contract

Finance Location	Jan/05	Feb/05	Mar/05	Apr/05	May/05	Jun/05	Jul/05	Aug/05	Sep/05	Average
FINANCED						<u>1,848</u>	<u>1,707</u>	<u>1,632</u>	<u>1,486</u>	<u>1,674</u>

Total Finance Income

FINANCED						<u>297,577</u>	<u>519,047</u>	<u>377,075</u>	<u>228,867</u>	<u>1,422,566</u>
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Income Per Retail

Store	Jan/05	Feb/05	Mar/05	Apr/05	May/05	Jun/05	Jul/05	Aug/05	Sep/05	Average
ABC HONDA						<u>1,583</u>	<u>1,576</u>	<u>1,499</u>	<u>1,353</u>	<u>1,518</u>

Total Back End Gross

ABC HONDA						<u>305,553</u>	<u>551,759</u>	<u>382,337</u>	<u>230,056</u>	<u>1,469,705</u>
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