

# SmartInsight – F&I Analysis YTD

Report Stats		Report Filter	
User:	Matt Nowicki	Store:	ABC HONDA
Generated:	09/26/05 07:41:37 PDT	Deal Date:	Between 01/01/2005 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

<u>Finance Location</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Total</u>
CASH		82	35	117
FINANCED	42	354	454	850
OUTSIDE			1	1
<b>Total</b>	<b>42</b>	<b>436</b>	<b>490</b>	<b>968</b>

## 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	42	354	455	851
C - Extended Warranty	5	172	290	467
E - Etch	1	10	8	19
F - Gap		194	327	521
O - Fabric	2	41	52	95
O - Paint	5	74	85	164
O - Rust	4	45	93	142
<b>Total</b>	<b>62</b>	<b>952</b>	<b>1,329</b>	<b>2,343</b>

## Penetrations

<u>Product Name</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Total</u>
A - Auto Financing	100%	81%	93%	88%
C - Extended Warranty	12%	39%	59%	48%
E - Etch	2%	2%	2%	2%
F - Gap		44%	67%	54%
O - Fabric	5%	9%	11%	10%
O - Paint	12%	17%	17%	17%
O - Rust	10%	10%	19%	15%
<b>Total</b>	<b>148%</b>	<b>218%</b>	<b>271%</b>	<b>242%</b>

## 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	29,691	306,269	273,938	609,897
C - Extended Warranty	3,615	158,992	284,715	447,321
E - Etch	399	3,041	1,693	5,133
F - Gap		74,550	122,533	197,083
O - Fabric	550	12,011	14,415	26,975
O - Paint	2,097	37,263	28,142	67,502
O - Rust	1,001	7,787	13,342	22,130
<b>Total</b>	<b>39,066</b>	<b>686,263</b>	<b>744,376</b>	<b>1,469,705</b>

<b>Product Profit: Avg</b>				
<u>Product Name</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Average</u>
A - Auto Financing	<u>707</u>	<u>865</u>	<u>602</u>	<u>717</u>
C - Extended Warranty	<u>723</u>	<u>924</u>	<u>982</u>	<u>958</u>
E - Etch	<u>399</u>	<u>304</u>	<u>212</u>	<u>270</u>
F - Gap		<u>384</u>	<u>375</u>	<u>378</u>
O - Fabric	<u>275</u>	<u>293</u>	<u>277</u>	<u>284</u>
O - Paint	<u>419</u>	<u>504</u>	<u>331</u>	<u>412</u>
O - Rust	<u>250</u>	<u>173</u>	<u>143</u>	<u>156</u>
<b>Average</b>	<b>630</b>	<b>721</b>	<b>560</b>	<b>627</b>

<b>Income Per Contract</b>				
<u>Finance Location</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Average</u>
FINANCED	<u>930</u>	<u>1,823</u>	<u>1,626</u>	<u>1,674</u>

<b>Total Finance Income</b>				
FINANCED	<u>39,066</u>	<u>645,333</u>	<u>738,168</u>	<u>1,422,566</u>

<b>Income Per Retail</b>				
<u>Store</u>	<u>NEW - LEASE</u>	<u>NEW - SALE</u>	<u>USED - SALE</u>	<u>Average</u>
ABC HONDA	<u>930</u>	<u>1,574</u>	<u>1,519</u>	<u>1,518</u>

<b>Total Back End Gross</b>				
ABC HONDA	<u>39,066</u>	<u>686,263</u>	<u>744,377</u>	<u>1,469,705</u>