



**Jeep**



# Camp County Chrysler Dodge Jeep RAM



# Executive Summary

## Pricing Summary

- All-in-Price: \$4,000,000
- FF&E: Included Above
- Current Inventories (September 2023)
  - New Vehicle Inventory: \$3,191,778
  - Used Vehicle Inventory: \$1,313,826
  - Parts & Accessories: \$289,949

## Real Estate

- Real Estate: Included Above

## Add Backs

Camp County CDJR Add Backs

	Monthly	Yearly
Haley Jensen Salary	\$ 6,875	\$ 82,500
SUV Demo	\$ 500	\$ 6,000
<b>Total</b>	<b>\$ 7,375</b>	<b>\$ 88,500</b>

DEALER ROYAL AUTOMOTIVE GROUP LLC

FOR PERIOD OF 01/01/21 TO 12/31/21 DIVISION NAME DIVISION NA BC NAME STATE TX, 75686 GROUP NUMBER GROUP 45807 DEALER CODE 45807

## BALANCE SHEET

ASSETS			ACCT. NO.	AMOUNT DOLLARS ONLY	LINE NO.	LIABILITIES AND NET WORTH			ACCT. NO.	AMOUNT DOLLARS ONLY
<b>CURRENT ASSETS:</b>										
CASH ON HAND	101	B		1100	1	ACCOUNTS PAYABLE	201	E	21956	
CASH IN BANK	102	B		794057	2	CUSTOMER REFUNDS - PAYABLE	202	E		
CASH ON DEPOSIT	103	B			3	NOTES PAYABLE	203	E		
CONTRACTS IN TRANSIT	104	B			4	DIVIDENDS PAYABLE	205	E		
TOTAL CASH AND EQUIVALENT (LINES 2-5)	105	B		61989	5	VEHICLE LIEN PAYOFF	206	E	112064	
				857146	6	VEHICLE PROTECTION / EXTENDED WARRANTY	207	E	23143	
RECEIVABLES:					7	CREDIT BALANCE SERVICE, PARTS & VEH ACCTS	(10 + 11)	E		
SERVICE & PARTS ACCOUNTS	P	A		70	8			9		
VEHICLE ACCOUNTS	A	A	64044	111	9	TOTAL ACCOUNTS & NOTES PAYABLE (LINES 2-8)	11	E	157163	
CUSTOMER NOTES	A	A		239381	10	ACCURED EXPENSES:				
OTHER RECEIVABLES	D	A			11	PAYOUT, AND EQUIVALENT	210	E	106280	
WARRANTY / ROAD READY	E	A	52047	116A	12	INTEREST	212	E		
HOLDBACK	E	A		52312	13	INSURANCE	213	E		
SPECIAL VEHICLE INCOME	116C			4761	14	TAXES - PAYROLL	214	E		
FLOORPLAN ALLOWANCE	116D	C			15	TAXES - OTHER THAN PAYROLL & INCOME	215	E	99465	
WHOLESALE COMPENSATION - PARTS	116E	C			16	INCOME TAXES	216	E		
INVENTORY REBATES	116F	C		39781	17	OTHER ACCRUED EXPENSES	217	E		
DEALER CASH / CONSUMER REBATES	116H	B			18	TOTAL ACCRUED EXPENSES (LINES 11-17)	19	E	205745	
OTHER	116G	C			19	FLOORPLAN LIABILITY:				
TOTAL FACTORY RECEIVABLES (LINES 12 THRU 19)	C		96854	20	20 NEW CARS AND TRUCKS	220	E	1600539		
ALLOWANCE FOR DOUBTFUL ACCOUNTS	116	C			21	DEMONSTRATORS	226	E		
NET RECEIVABLES (LINES 8 THRU 11 + 20 + 21)	C		336165	22	USED CARS AND TRUCKS	227	E	1257287		
DUO FROM FINANCE & INSURANCE	119	C	30939	23	24 USED CARS AND TRUCKS CPOV	228B	G			
TOTAL RECEIVABLES (LINES 22 & 23)	C		367104	25	25 OTHER INVENTORIES	230	E			
INVENTORIES:					26	TOTAL FLOORPLAN LIABILITY (LINES 20-25)	25	E	2857826	
CARS - CDJR/AR/F	A	4	11	149363	27	TOTAL CURRENT LIABILITIES (LINES 9 + 16 + 26)	28	Z	3220734	
	A	A			28	WORKING CAPITAL	GUIDE-5	1,754,238		
TRUCKS - CDJR/AR/F	A	30	14	1396442	29	(ASSET LINE 54 MINUS LIAB. LINES 27 AND 43 AMT. DUE WITHIN 1 YEAR)				
RECREATIONAL VEHICLES	A	A			31	OTHER LIABILITIES:				
OTHER NEW CARS & TRKS - COMPETITIVE	A	A			32	SECURITY DEPOSITS: LEASE VEHICLES	240	F		
TOTAL NEW VEH. (L77 THRU 32)	A	34	C	1545805	33	RESERVE FOR REPOSSESSION LOSSES	250	F		
DEMOS car	A	TRUCK	OTHER		34	DRIVER EDUCATION CARS	255	F		
CARS TOTAL UNITS	A	21	OVER 30 DAYS	9	240941	35	LEASE / RENTAL VEHICLES	256	F	
TRUCKS TOTAL UNITS	A	76	OVER 30 DAYS	24	1785154	36	COMPANY CARS & SERVICE VEHICLES	258	F	
CPOV CAR TOTAL UNITS	A	26	OVER 30 DAYS	26	37	TOTAL OTHER LIABILITIES (LINES 32-35)	26	F		
CPOV TRUCK TOTAL UNITS	A	27	OVER 30 DAYS	27	38	LONG TERM DEBT:		AMOUNT DUE WITHIN 1 YEAR		
TOTAL NEW VEH. (L35-38)	A	97	OVER 30 DAYS	33	39	NOTES PAYABLE- CAPITAL LOANS	260	F		
PARTS & ACCESS- CDJR/AR/F	NM0 NO SALES ACTIVITY 12 MOS			66688	40	SUBORDINATED NOTES	262	F		
PARTS & ACCESS- OTHER MFG.					41	MORTGAGES PAYABLE	263	F		
INVENTORY ADJUSTMENT - PARTS & ACCESSORIES					42	OTHER NOTES & CONTRACTS	265	F		
TIRES AND TUBES				26350	43	TOTAL LONG TERM DEBT (LINES 30-42)	26	F		
OTHER AUTOMOTIVE INVENTORIES					44	TOTAL LIABILITIES (LINES 27 + 37 + 43)	27	F	3220734	
LABOR IN PROCESS MECHANICAL				179	45	LIFO RESERVE - INVENTORY ADJUSTMENT	268	F		
LABOR IN PROCESS BODY & PAINT					46	NET WORTH:				
OTHER SERVICE & PARTS INVENTORIES				8140	47	CAPITAL STOCK	270	F		
TOTAL P & A & M&B INV'TY. (LINES 40 THRU 47)				101357	48	ADDITIONAL PAID IN CAPITAL	272	F	899000	
NON-AUTOMOTIVE INVENTORIES					49	RETAINED EARNINGS	275	F	11008	
					50	DIVIDENDS	277	F		
TOTAL INVENTORIES (LINES 33 + 34 + 39 + 48 + 49 + 50)				3673257	51	INVESTMENTS (PROPRIETOR, PARTNER OR MEMBER)	280	F		
MARKETABLE SECURITIES					52	WITHDRAWALS	285	F		
PREPAID EXPENSES				77465	53	ADJUSTMENTS	290	G		
TOTAL CURRENT ASSETS (LINES 6 + 24 + 51 + 52 + 53)				4974972	54	NEW UNITS PLACED IN SERVICE DURING CURRENT MONTH				
OTHER ASSETS:						CURRENT EARNINGS BEFORE TAXES				
OFFICERS & EMPLOYEES ACCOUNTS					55	UNIT	SALES FROM LINE 56	USED RETAIL PG 4 LN 6	AMOUNT	
DUE FROM FINANCE & INSURANCE COMPANIES DEFERRED					56	CDJR/AR/F	LINE 56-16-48	LINE 16 + 45		
DEPOSITS ON CONTRACTS					57	OTHER				
CASH VALUE OF LIFE INSURANCE					58	JAN H	17	1	189729	
DRIVER EDUCATION CARS UNITS	B	5		84000	59	FEB H	9	2	9370	
LEASE / RENTAL VEHICLES UNITS	B	6			60	MAR H	15	3	111007	
OTHER ASSETS & INVESTMENTS	B	7			61	APR H	13	4	30150	
TOTAL OTHER ASSETS (LINES 50 THRU 62)	B	8		84000	62	MAY H	17	5	20997	
LAND, BLDGS. & EQUIP. (AUTO BUSINESS ONLY)	B	9			63	JUN H	19	6	5998	
LAND	B	10			64	JUL H	22	7	70405	
BLDG'S. & BLDG EQUIP.	B	11		84000	65	AUG H	22	8	69953	
SERVICE EQUIPMENT	C	9			66	SEP H	30	9	230280	
PARTS & ACCESS. EQUIP.	O	10			67	OCT H	31	10	125171	
CO. CARS/SERV. VEHICLES	T	11			68	NOV H	19	11	42043	
FURN., SIGNS & EQUIP.	T	12		261112	69	DEC H	22	12	49240	
LEASEHOLDS	T	13			70	TOTAL HI	236	13	954342	
NET VALUE OF LAND, BLDGS. & EQUIP. (LINES 65-71)	E			261112	71	ESTIMATED INCOME TAX	296	J		
TOTAL ASSETS (LINES 54 + 63 + 72)	E			261112	72	NET EARNINGS (LINES 69 MINUS 70)	299	J	954342	
						TOTAL NET WORTH (LINES 47 THRU 53 + 71)				1864350
						TOTAL LIABILITIES AND NET WORTH (LINES 44 + 46 + 72)				5085084

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SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_

## 2021 STATEMENT OF INCOME AND EXPENSE

PAGE 2

LINE NO	NAME OF ACCOUNT	NEW VEHICLE				USED VEHICLE			
		ACCT	MTD	% OF DEPT	YTD	ACCT	MTD	% OF DEPT	YTD
1	DEPARTMENT GROSS PROFIT	J	152311	J	1240363	K	149022	K	2128068
2	SALESPERSONS COMMISSIONS	301/321	15594	10	238726	19	15744	11	304687
3	SALES MANAGERS' COMMISSIONS	302/322	28276	19	85215	7	30301	20	74760
4	F & I MANAGERS' COMMISSIONS	316/338	5156	3	29921	2	5156	3	29921
5	VEHICLE INVENTORY MAINTENANCE	303/323	524	1	17728	1	1195	1	22854
6	POLICY EXPENSE	304/324			437		3857	3	39535
7	TOTAL VARIABLE SALES EXPENSE (LINES 2-6)	K	49550	33	372027	30	56253	38	471757
8	SALESPERSONS' SALARIES	306/326							
9	SALES MANAGERS' SALARIES	307/327	1750	1	27029	2	1750	1	25829
10	F & I MANAGERS' SALARIES	317/337	3000	2	15000	1	3000	2	15000
11	OTHER SALARIES	308/328	2167	1	5167		3988	3	8252
12	ADVERTISING - PRINT, TV, OTHER	309/329	12179	8	359740	29	12179	8	398389
13	ADVERTISING - INTERNET ONLY	310/330	9417	6	39908	3	8890	6	36935
14	ADVERTISING CREDITS	311/331							
15	SALES PERSONNEL TRAINING	312/332							
16	DEMONSTRATION EXPENSE	313/333							
17	FLOORPLAN INTEREST	315/335	- 4805	- 3	- 111		2535	2	30139
18	FLOORPLAN INTEREST CREDITS	315A							
19	TOTAL SEMI-FIXED SALES EXPENSE (LINES 8-18)	K	23708	16	446733	36	32342	22	514544
20	DEPARTMENT NET (LINE 1 MINUS 7 & 19)	K	79053	52	421603	34	60427	41	1141767
21	MEMO: F&I DEPT. NET (PG 4 L8, L9 MINUS L4 & L9)	K	40735	27	517942	42	47820	32	976449
22	ACCOUNT NAME	BODY AND PAINT				SERVICE MECHANICAL			
23	GROSS PROFIT	P512/M511	J	J	J	L	31498	J	309667
24	SALARIES VACATION & TIME OFF	3485916	J	J	J	L	32286103	J	299642
25	TRAINING	342B/342A	J	J	J	L	2130	J	18714
26	ADVERTISING	343B/343A	H	H	H	L	112	J	8838
27	SUPPLIES, TOOLS & LAUNDRY	344B/344A	J	J	J	L		J	
28	SERVICE VEHICLE EXPENSE	345B/346A	J	J	J	L		J	
29	POLICY ADJUSTMENTS	346B/346A	J	J	J	L	3810	12	17919
30	DEPR., MAINT, REPAIR AND RENTAL	348B/348A	J	J	J	L		J	
31	SALES EXPENSE (LINES 24 THRU 30)	J	J	J	J	L	38338	122	345113
32	DEPT NET (LINE 23 MINUS 31)	J	J	J	J	L	- 6840	22	35446
33	PARTS DEPT GROSS PROFIT (PAGE 5 LINE 39)					L	12032	J	139530
34	SALARIES, WAGES & INCENTIVES - PARTS					L	13593113	J	94006
35	PERSONNEL TRAINING - PARTS					L	336	3	2836
36	ADVERTISING - PARTS					L		J	421
37	SUPPLIES, TOOLS & LAUNDRY - PARTS					L		J	
38	FREIGHT - PARTS					L	354	J	
39	POLICY ADJUSTMENTS - PARTS					L	355	J	
40	VEHICLE EXPENSE - PARTS					L	356	J	
41	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT - PARTS					L	357	J	
42	TOTAL PARTS DEPT. SALES EXPENSE (LINES 34 THRU 41)					L	358/359	J	
43	PARTS NET (LINE 33 MINUS LINE 42)					L		J	
44	FIXED EXPENSE					L	14509121	J	108610
45	SALARIES & WAGES - ADMINISTRATIVE & GENERAL					L	- 2477	21	30920
46	EMPLOYEE BENEFITS					L		J	
47	PAYROLL TAXES					L		J	
48	ADVERTISING GENERAL & INSTITUTIONAL					L		J	
49	STATIONERY, OFFICE SUPPLIES & POSTAGE					L		J	
50	LEGAL, AUDITING, COLLECTION & OTHER OUTSIDE SERVICES					L		J	
51	COMPANY CAR EXPENSE					L		J	
52	DUES, SUBSCRIPTIONS & CONTRIBUTIONS					L		J	
53	DATA PROCESSING SERVICES / E-TOOLS					L		J	
54	TRAVEL & ENTERTAINMENT					L		J	
55	BAD DEBTS					L		J	
56	MISCELLANEOUS					L		J	
57	RENT & EQUIVALENT					L		J	
58	MAINTENANCE & REPAIRS - REAL ESTATE					L		J	
59	INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)					L		J	
60	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL & REAL ESTATE)					L		J	
61	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - FURNITURE, SIGNS & EQUIPMENT					L		J	
62	HEAT, LIGHT, POWER & WATER					L		J	
63	TELEPHONE					L		J	
64	TOTAL FIXED EXPENSES (LINES 45 THRU 63)					L	89325	26	713727
65	SALARIES - OWNERS & OFFICERS					L	399	J	
66	TOTAL EXPENSES (LINES 7 (NEW & USED), 19 (NEW & USED), 31 (BODY & MECH.), 42, 44 & 65)					L	304025	88	2972511
67	OPERATING PROFIT (LINES 20 (NEW & USED), 32 (BODY & MECH.), 43 MINUS LINES 64 & 65)					L	40838	J	845117
68	OTHER INCOME AND (DEDUCTIONS) - NET (LINE 60 - TOTAL OTHER INCOME LESS TOTAL OTHER DEDUCTIONS)					L	8400	J	109220
69	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (LINES 67 PLUS OR MINUS LINE 68)					L	49240	J	954342
70	OTHER INCOME					OTHER DEDUCTIONS			
71	ACCOUNT	ACCT	MTD DOLLARS		YTD DOLLARS	ACCOUNT	ACCT	MTD	YTD
72	CASH DISCOUNTS EARNED	601	Y		Y	CASH DISCOUNTS ALLOWED	701	Z	Z
73	INTEREST EARNED	603	Z		Z	BONUSES	704	Z	Z
74	GAIN ON DISPOSAL OF CAP. ASSETS	606	Z		Z	LOSS ON DISPOSAL OF CAP. ASSETS	708	Z	Z
75	CFACE - CUSTOMER FIRST INCOME	620	Z		Z				
76	DOC FEE (ADMIN FEE) INCOME - NEW	406	Z		Z				
77	DOC FEE (ADMIN FEE) INCOME - USED	488	Z		Z				
78	MISCELLANEOUS INCOME	608	Z		Z	MISCELLANEOUS DEDUCTIONS	709	Z	Z
79	LIFO ADJUSTMENT INCOME	610	Z		Z	LIFO ADJUSTMENT	710	Z	Z
80	VEHICLE LEASE & RENTAL/CTP INCOME	615	Z		Z	VEHICLE LEASE & RENTAL/CTP EXPENSE	715	Z	Z
81	TOTAL OTHER INCOME	Z			Z	TOTAL OTHER DEDUCTIONS	Z	Z	Z

DEALER ROYAL AUTOMOTIVE GROUP LLC PERIOD  
ENDING 31 DEC 2021 CODE 45807 PAGE 3  
2021 DEPARTMENTAL GROSS PROFIT ANALYSIS

LINE NO.	MTD DOLLARS			MEMO - VOL INCENTIVES	PER UNIT	ACCOUNT NAME	ACCT NO	YTD DOLLARS			MEMO - VOL INCENTIVES	PER UNIT
	SALES	GROSS	UNITS					SALES	GROSS	UNITS		
1						FIAT 500	404					
2						FIAT 500 CABRIO	405					
3						FIAT 124 SPIDER	402					
4						FIAT 500e	413					
5						ALFA ROMEO - 4C	411					
6						ALFA ROMEO GIULIA	417					
7						ALFA ROMEO - TBD	419					
8	133078	8860	3	2953	CHALLENGER	407	344131	24890	8		3111	
9	32832	3207	1	3207	CHARGER	409	230432	18568	6		3095	
10												
11	36574	2718	1	2718	300 SERIES	420	69801	5881	2		2941	
12												
13						OTHER NEW CARS - FIAT ALFA ROMEO	403					
14						OTHER NEW CARS - CDJR	425					
15						OTHER NEW CARS - MASERATI	401					
16						OTHER NEW CARS - COMPETITIVE	426					
17	202484	14785	5	2957	TOTAL CARS RETAIL		644364	49339	16		3084	
18						GRAND CARAVAN	427					
19	38408	1380	1	1380	PACIFICA	428	127584	5956	3		1985	
20						ALFA ROMEO STELVIO	405					
21						FIAT 500L	461					
22						FIAT 500X	443					
23						PACIFICA - PHEV	412					
24		250				RENEGADE	442	393607	31528	13	3500	2425
25	56995	6558	1	6558	WRANGLER	432	896010	43235	18		2402	
26						WRANGLER (4 DOOR)	431	41582	465	1		465
27						CHEROKEE	430					
28	89936	8850	3	2950	COMPASS	433	217099	23139	7		3306	
29						VOYAGER	497					
30	94144	6077	2	3039	GRAND CHEROKEE	438	667591	61179	16		3824	
31	58905	1951	1	1951	GLADIATOR	495	738986	32793	15		2186	
32						WAGONEER	434					
33						GRAND WAGONEER	447					
34						JOURNEY	451	75868	- 2542	3		- 847
35	48233	1032	1	1032	DURANGO	435	521061	16735	12		1395	
36						RAM PROMASTER	462					
37						RAM PROMASTER CITY	436					
38						RAM CHASSIS CAB 3500	448					
39	85640	10641	1	10641	RAM HD (2500/3500)	429	1211287	104394	20		5220	
40	323858	51896	7	7414	RAM 1500	437	5190460	306655	112		2738	
41						RAM CHASSIS CAB 3500	448		5000		5000	
42						RAM CHASSIS CAB 4500	452					
43						RAM CHASSIS CAB 5500	453					
44						OTHER NEW TRUCKS - FIAT ALFA ROMEO	418					
45						OTHER NEW TRUCKS - CDJR	439		- 376			
46						RECREATIONAL VEHICLES	440					
47						OTHER NEW TRUCKS - MASERATI	410					
48						OTHER NEW TRUCKS - COMPETITIVE	441					
49	796119	88635	17	5214	TOTAL TRUCKS RETAIL		10081135	628161	220	8500	2855	
50												
51						TOTAL FIAT ALFA ROMEO CAR/TRUCK RETAIL						
52	998603	103420	22	4701	TOTAL CDJR CAR AND TRUCK RETAIL		10725499	677500	236	8500	2871	
53	998603	103420	22	4701	TOTAL RAM CARS & TRUCKS RETAIL		10725499	677500	236	8500	2871	
54						CARS - FLEET	445					
55						TRUCKS - FLEET	446					
56						TOTAL FLEET CARS & TRUCKS						
57						4701	TOTAL NEW CAR & TRUCK		10725499	677500	236	2871
58	998603	103420	22	( )	REPOSESSIONS VEHICLE LOGRES	455E	( )	( )				
59	( )	( )	( )	1630	TOTAL F & I DEPARTMENT (P4_L3B)		557153	562863	385		1462	
60	39402	48891	30	2222	TO F&I PUR (P4I) GROSS RETAIL UNITS)	MEMO					2385	
61				MEMO UNITS	DEALER TRANSFERS	480						
62					TOTAL NEW VEHICLE DEPARTMENT		11282652	1240363				
63	1038005	152311										
64												
65												
66												
67	NEW VEHICLE INVENTORY ANALYSIS											
68	PASSENGER CAR	TRUCK	OTHER									
69	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS				
70	FIAT 500	PP	WAGONEER	PP	PACIFICA	PP	JOURNEY	PP				
71	FIAT 500 CABRIO	PP	GRAND WAGONEER	PP	RENEGADE	PP	GRAND CARAVAN	PP	OTHER NEW CARS-CDJR	PP		
72	ALFA ROMEO 4C	PP			GRAND CHEROKEE	PP	RAM HD 2500/3500	PP	OTHER NEW TRK-CDJR	PP		
73	FIAT 500e	PP			WRANGLER	PP	RAM 1500	PP	OTHER NEW CARS-AR/F	PP		
74	FIAT 124 SPIDER	PP			WRANGLER (4-DR)	PP	RAM CHASSIS CAB 3500	PP	OTHER NEW TRK-AR/F	PP		
75	ALFA ROMEO GIULIA	PP			CHEROKEE	PP	RAM CHASSIS CAB 4500	PP	RECREATIONAL VEH	PP		
76	ALFA ROMEO TBD	PP			COMPASS	PP	RAM CHASSIS CAB 5500	PP	OTHER NEW CAR - COMP	PP		
77	300 SERIES	PP			VOYAGER	PP	RAM PROMASTER	PP	OTHER NEW TRK - COMP	PP		
78	CHARGER	PP	FIAT 500L	PP	DURANGO	PP	RAM PROMASTER CITY	PP	OTHER NEW CARS-MASERATI	PP		
79	CHALLENGER	PP	FIAT 500X	PP	GLADIATOR	PP	PACIFICA - PHEV	PP	OTHER NEW TRK-MASERATI	PP		

## 2021 DEPARTMENTAL GROSS PROFIT ANALYSIS

LINE NO.	MTD DOLLARS			PER UNIT	ACCOUNT NAME		YTD DOLLARS			PER UNIT
	SALES	GROSS	UNITS		NO.	SALES	GROSS	UNITS		
1										
2	P 109164 R 20278 U 9 2253	USED CARS (NON CPOV)	470 P 2377034 R 259115 U 178 1456							
3	P 1153947 R 72768 U 42 1733	USED TRUCKS (NON CPOV)	471 P 11067889 R 836154 U 470 1779							
4	M N O P Q R	USED CARS (CPOV)	475 M N O P Q R							
5		USED TRUCKS (CPOV)	476 M N O P Q R							
6	P 1263111 R 93046 U 51 1824	TOTAL USED VEHICLES — RETAIL	477 P 13444923 R 1095269 U 648 1690							
7	MEMO ONLY	RECON. COST USED VEHICLES	478 P 2895 R - 2895							
8	MEMO ONLY	CPOV RECON. COST USED VEHICLES	479 P 0 R 0							
9	P S U	USED CARS WHOLESALE	480 P 11929 R 11429 U 2 5715							
10	P S U	USED TRUCKS WHOLESALE	481 P 0 R 0							
11	S U	USED VEHICLE INVENTORY WRITEDOWN	482 P 0 R 0							
12	S U	CUSTOMER REPOSSESSION REFUND	483 P 0 R 0							
13			484 P 0 R 0							
14	S U	REPOSESSED VEHICLE LOSSES	485 P 0 R 0							
15	M 84885 R 55976 U 65 861	TOTAL F & I DEPARTMENT (LINE 60)	486 M 1400676 R 1021370 U 983 1039							
16		1098 TOTAL F&I PUUR (F&I GROSS/RETAIL UNITS)	487 MEMO							1576
17	P 1347996 R 149022	TOTAL USED VEHICLE DEPT	488 P 14857528 R 2128068							
18	USED VEHICLE INVENTORY ANALYSIS									
19		TOTAL	1 - 30 days	31 - 60 days	61 - 90 days	91 - 120 days	121 days & OVER			
20	CARS - UNITS	V3	21	V42	12	V43	7	V44	2	V45
21	CARS - DOLLARS	V4	240941	V47	174819	V48	57548	V49	8574	V50
22	TRUCKS - UNITS	V11	76	V52	52	V53	12	V54	12	V55
23	TRUCKS - DOLLARS	V12	A	V57	B	V58	290047	V59	273025	V60
24	CPOV CARS - UNITS	V28		V62		V63		V64		V65
25	CPOV CARS - DOLLARS	V27		V67		V68		V69		V70
26	CPOV TRUCKS - UNITS	V34		V72		V73		V74		V75
27	CPOV TRUCKS - DOLLARS	V35		V77		V78		V79		V80
28	F & I ANALYSIS									
29		F & I DEPARTMENT - NEW VEHICLES								
30	R 19618 U 14 1401	FINANCE CONTRACT RESERVES	489 P 214281 R 163 1315							
31		INSURANCE CONTRACTS	490 R 0 U 0							
32	P 39402 R 29273 U 16 1830	SERVICE CONTRACTS	491 P 556158 R 348026 U 221 1575							
33		MAINTENANCE - ONLY CONTRACTS	492 R 0 U 0							
34		PROTECTION PRODUCTS & ACCESSORIES	493 M 0 U 0							
35			494 R 0 U 0							
36	M R U	OTHER F & I	495 M 0 U 0							
37	P R U	NON-AUTOMOTIVE	496 P 995 R 556 U 1 556							
38	R U	MEMO	497 R 0 U 0							
39	M 39402 R 48891 U 30 1630	LESS: F & I CHARGEBACKS	498 R 0 U 0							
40		TOTAL F & I DEPARTMENT GROSS - NEW	499 M 557153 R 562863 U 385 1462							
41	R 8156	TOTAL F&I MGR SAL & COMM NEW (P2 LN 4+10)	500 R 44921 U 0							
42	M 39402 R 40735 U 30 1358	TOTAL NEW F & I NET	501 M 557153 R 517942 U 385 1345							
43		2222 TOTAL GROSS F&I PUUR (L39 GROSS/P3 L63 UNITS)	502 MEMO							2385
44		1852 TOTAL NET F&I PUUR (L41 GROSS/P3 L63 UNITS)	503 MEMO							2195
45		F & I DEPARTMENT - USED VEHICLES								
46	S 18237 U 27 675	FINANCE CONTRACT RESERVES	504 P 276523 R 365 758							
47		INSURANCE CONTRACTS	505 R 0 U 0							
48	P 84885 R 37739 U 38 993	SERVICE CONTRACTS	506 P 1400676 R 744847 U 618 1205							
49		MAINTENANCE - ONLY CONTRACTS	507 R 0 U 0							
50	M R U	PROTECTION PRODUCTS & ACCESSORIES	508 M 0 U 0							
51			509 R 0 U 0							
52	M R U	OTHER F & I	510 M 0 U 0							
53	P R U	NON-AUTOMOTIVE	511 P 0 U 0							
54	R U	MEMO	512 R 0 U 0							
55	R U	LESS: F & I CHARGEBACKS	513 R 0 U 0							
56	S T	CPOV FINANCE CONTRACT RESERVES	514 S 0 T 0							
57	R U	CPOV INSURANCE CONTRACTS	515 R 0 U 0							
58	V W	CPOV SERVICE CONTRACTS	516 V 0 W 0							
59	R U	CPOV NON-AUTOMOTIVE & OTHER	517 R 0 U 0							
60	M 84885 R 55976 U 65 861	TOTAL F & I DEPARTMENT GROSS - USED	518 M 1400676 R 1021370 U 983 1039							
61	R 8156	TOTAL F&I MGR SAL & COMM USED (P2 LN 4+10)	519 R 44921 U 0							
62	M 84885 R 47820 U 65 736	TOTAL USED F&I NET	520 M 1400676 R 976449 U 983 993							
63		1098 TOTAL GROSS F&I PUUR (L60 GROSS/L63 UNITS)	521 MEMO							1576
64		938 TOTAL NET F&I PUUR (L62 GROSS/L63 UNITS)	522 MEMO							1507
65		TOTAL F&I RESULTS								
66	M 124287 R 104867 U 95 1104	TOTAL F&I GROSS - NEW AND USED	523 M 1957829 R 1584233 U 1368 1158							
67	R 16312	TOTAL F&I MGR SAL & COMM - NEW AND USED	524 R 89842 U 0							
68	M 124287 R 88555 U 95 932	TOTAL F&I NET - NEW AND USED	525 M 1957829 R 1494391 U 1368 1092							

2021 DEPARTMENTAL GROSS PROFIT ANALYSIS

DEALER ROYAL AUTOMOTIVE GROUP LLC

PERIOD  
ENDING 31 DEC 2021

CODE 45807

## 2021 STATEMENT OF INCOME AND EXPENSE

1		DEPARTMENTAL PROFIT / LOSS WITH FIXED EXPENSE ALLOCATION						
2		NEW VEHICLE DEPT.		USED VEHICLE DEPT.				
3		MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE			
5	TOTAL DEPARTMENT SALES (PG3, L63 & PG4, L17)	P04	1038005	11282652	P13	1347996	14857528	
6	TOTAL DEPARTMENT GROSS PROFIT (PG3, L63 & P04, L17)	R19	152311	1240363	S09	149022	2128068	
7	TOTAL VARIABLE SALES EXPENSE (PG 2, L19)	K04	49550	372027	K20	56253	471757	
8	TOTAL SEMI-FIXED SALES EXPENSE (PG 2, L19)	K13	23708	446733	L04	32342	514544	
9	NET DEPARTMENT PROFIT (PG 2, L20)	K14	79053	421603	L05	60427	1141767	
10	FIXED EXPENSE ACCOUNT NAME	ACCT. NO.	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE		
11	SALARIES & WAGES - ADM. & GENERAL	382 E801	3000	25381	E802			
12	EMPLOYEE BENEFITS	383 E811	- 730	- 610	E812	999	11672	
13	PAYROLL TAXES	385 E821	1369	26697	E822	2062	25223	
14	ADVERTISING GENERAL & INSTITUTIONAL	387 E831			E832			
15	STATIONERY, OFFICE SUPPLIES & POSTAGE	388 E841	1692	13537	E842	1692	10726	
16	LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICES	370-371 E851	2080	49489	E852	2200	32221	
17	COMPANY CAR EXPENSES	372 E861	92	809	E862		713	
18	DUES, SUBSCRIPTION & CONTRIBUTIONS	373 E871	123	485	E872	123	270	
19	DATA PROCESSING SERVICES / E-TOOLS	374 E881	4552	27911	E882	4431	27445	
20	TRAVEL & ENTERTAINMENT	377 E891		654	E892		654	
21	BAD DEBTS	378 E701			E702			
22	MISCELLANEOUS	380 E711	376	2247	E712	376	2165	
23	RENT & EQUIVALENT	381-386 E721	3475	70143	E722	4275	38222	
24	MAINTENANCE & REPAIRS - REAL ESTATE	387 E731			E732			
25	INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)	388 E741		15914	E742		9600	
26	INS. TAXES & LIC. (OTHER THAN PAYROLL & REAL ESTATE)	389-390 E751	11751	39722	E752	5707	15875	
27	DEP. MAINTENANCE & RENTAL - FURNITURE, SIGN & EQUIP.	391-392 E761			E762			
28	HEAT, LIGHT, POWER & WATER	395 E771	296	5129	E772	296	2927	
29	TELEPHONE	396 E781	150	3696	E782	150	1800	
30	TOTAL DEPARTMENT FIXED EXPENSE	E791	28226	281204	E792	22311	179513	
31								
32	DEPARTMENT PROFIT / LOSS (LINE 9 MINUS LINE 30)	E821	50827	140399	E822	38116	962254	
33								
34		MECHANICAL				PARTS		
35		MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	
36	TOTAL DEPARTMENT SALES (PG 5, L21)	W04	32899	380174	W23	39610	412500	
37	TOTAL DEPARTMENT GROSS PROFIT (PG 5, L13, L39, L41, L20)	X11	31498	309667	Y10	12032	139530	
38	TOTAL SALES EXPENSE (PG 2, L31, L41, L42)	L14	38338	345113	L24	14509	108610	
39	NET DEPARTMENT PROFIT (PG 2, L32 & L45)	L15	- 6840	- 35446	M01	- 2477	30920	
40	FIXED EXPENSE ACCOUNT NAME	ACCT. NO.	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE
41	SALARIES & WAGES - ADM. & GENERAL	382 E803			E804		E805	
42	EMPLOYEE BENEFITS	383 E813	2775	14604	E814	- 1081	E815	
43	PAYROLL TAXES	385 E823	2748	28950	E824	782	8860	E825
44	ADV. GENERAL & INSTITUTIONAL	387 E833			E834		E835	
45	STATIONERY, OFFICE SUPPLIES & POSTAGE	388 E843	374	14625	E844	374	3781	E845
46	LEGAL AUDITING, COLLECTION	370-371 E853	900	15045	E854	901	9474	E855
47	COMPANY CAR EXPENSES	372 E863		606	E864		606	E865
48	DUES, SUBSCRIPTION & CONTRIBUTIONS	373 E873		1284	E874		107	E875
49	DATA PROCESSING SERVICES / E-TOOLS	374 E883	5099	29319	E884	4455	23212	E885
50	TRAVEL & ENTERTAINMENT	377 E893		489	E894		489	E895
51	BAD DEBTS	378 E703			E704		E705	
52	MISCELLANEOUS	380 E713	87	501	E714	87	498	E715
53	RENT & EQUIVALENT	381-386 E723	5567	39514	E724	4275	37422	E725
54	MAINTENANCE & REPAIRS - REAL ESTATE	387 E733			E734		E735	
55	INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)	388 E743			E744		56	E745
56	INS. TAXES & LIC. (OTHER THAN PAYROLL & REAL ESTATE)	389-390 E753	4496	6445	E754	4496	6445	E755
57	DEP. MAINTENANCE & RENTAL - FURNITURE, SIGN & EQUIP.	391-392 E763	480	1817	E764		E765	
58	HEAT, LIGHT, POWER & WATER	395 E773	296	2927	E774	296	2927	E775
59	TELEPHONE	396 E783	150	1800	E784	150	2288	E785
60	TOTAL DEPARTMENT FIXED EXPENSE	E793	22972	157926	E794	15816	95084	E795
61								
62	DEPARTMENT PROFIT / LOSS (LINE 39 MINUS LINE 30)	E823	- 29812	- 193372	E824	- 18293	- 64164	E825
63	SHOP PARTS GROSS TRANSFER	E827			E828	X		E829
64	ADJUSTED DEPT. PROFIT/LOSS (LINE 62 PLUS LINE 63)	E843	- 29812	- 193372	E844	- 18293	- 64164	E845
65								
66		RECEIVABLE ANALYSIS				ALLOW FOR DOUBTFUL		
67		AGING =>	1 - 30 days	31 - 60 days	61 - 90 days	91 - 120 days	121 days & OVER	
68	SERVICE & PARTS ACCTS.	(Pg 1, Ln 8)	Z	- 70	Z	Z	Z	
69	VEHICLE ACCOUNTS	(Pg 1, Ln 9)	Z	239381	175337	64044	Z	
70	CUSTOMER NOTES	(Pg 1, Ln 10)	Z	Z	Z	Z	Z	
71	OTHER RECEIVABLES	(Pg 1, Ln 11)	Z	Z	Z	Z	Z	
72	WARRANTY SERVICE A/C 116A	(Pg 1, Ln 12)	Z	52312	265	6078	2331	
73	WARRANTY SUSPENSE (MEMO)	Z	Z	Z	Z	Z	Z	
74	OFFICERS & EMP. ACCTS.	(Pg 1, Ln 50)	Z	Z	Z	Z	Z	

# OPERATING INFORMATION - LEASING AND RENTAL

PAGE 7

DEALER ROYAL AUTOMOTIVE GROUP LLC CITY PITTSBURG STATE TX 75686

FOR PERIOD OF 01/01/21 TO 12/31/21 DIVISION ZONE BC NAME GROUP CODE 45807

VEHICLE ANALYSIS (UNITS)				CURRENT INCOME (DOLLARS ONLY)				CAPITAL ANALYSIS (DOLLARS ONLY)				
1	IN SERVICE:	CARS	TRUCKS	TOTAL	JANUARY			ACCOUNTS RECEIVABLE	\$			
2	LEASE-OPEN END				FEBRUARY			P 1-30	\$			
3	CLOSED END				MARCH			31-60	\$			
4	RENTAL				APRIL			B1-OVER	\$			
5	ON HAND				JUNE							
6	<b>TOTAL</b>				JULY							
7	MAKES:				AUGUST							
8	CHRYSLER				SEPTEMBER							
9	(SPECIFY)				OCTOBER							
10	(SPECIFY)				NOVEMBER							
11	(SPECIFY)				DECEMBER							
12	<b>TOTAL</b>											
13												
14	MONTH (DOLLARS ONLY)				ACCOUNT	YEAR-TO-DATE (DOLLARS ONLY)						
15	LEASE INCOME		RENTAL INCOME	TOTAL	NAME NO.	TOTAL	LEASE INCOME		RENTAL INCOME			
16	OPEN END	CLOSED END			INCOME		OPEN END	CLOSED END	MAINT.	NON MAINT.		
17	MAINT.	NON MAINT.	MAINT.	NON MAINT.	LEASE	803-8	MAINT.	NON MAINT.	MAINT.	NON MAINT.		
18					RENTAL (BASIC)	807-8						
19					RENTAL (MILEAGE)	807-8						
20					GAIN/LOSS VEHICLE	809-8						
21												
22												
23					<b>TOTAL INCOME</b>	<b>615</b>						
24	<b>DIRECT EXPENSES</b>											
25					GASOLINE	920-8						
26					MAINT. & REPAIR	922-8						
27					LIC. TITLE & TAX	927-8						
28					DEPRECIATION	928-8						
29					INSURANCE	929-8						
30					INTEREST	930-8						
31												
32												
33												
34					<b>TOTAL DIRECT EXPENSES</b>	<b>168</b>						
35					<b>GROSS INCOME</b>							
36	<b>SELLING EXPENSES</b>											
37					SAL., WGS. & COMM.	940-8						
38					COMPANY CARS	945-8						
39					PICK-UP & DELIVERY	947-8						
40					ADVERT. & PROM.	949-8						
41					BAD DEBTS	951-8						
42					MISCELLANEOUS	955-8	<b>168</b>					
43												
44												
45												
46												
47												
48												
49												
50												
51												
52												
53												
54												
55												
56												
57												
58												
59					<b>TOTAL SELLING EXPENSES</b>	<b>168</b>						
60												
61					<b>TOTAL EXPENSE</b>	<b>715</b>	<b>168</b>					
62												
63					<b>NET L &amp; R INCOME</b>	<b>-168</b>						
64	<b>VEHICLE ANALYSIS</b>											
65	-Classify all vehicles in the fleet as indicated. Units on hand at month-end (which are not out on lease or rental) should be included so as to arrive at "total fleet".											
66	Identify total fleet by manufacturer makes. Line 6 and Line 12 Totals must agree.											
67	<b>CAPITAL ANALYSIS</b>											
68	-Accounts Receivable represents TOTAL leasing activity receivables included in Other Receivables (A/C 114); Balance Sheet, Page 1, Line 11. Age and report applicable "Past Due" receivables as indicated.											
69	Lease Vehicles Net represents net depreciated amount as reported for Account 158, Balance Sheet, Page 1, Line 61.											
70	Inventory Finance Liability must agree with Account 256, Balance Sheet, Page 1, Line 35.											
71	Net Equity represents the difference between "Net" amount and "Liability".											
72	LINE 23-TOTAL INCOME -must agree with "Vehicle Lease and Rental Income", Account 615, Financial Statement, Page 2, Line 79.											
73	LINE 61-TOTAL EXPENSE -Add Lines 34 and 59-must agree with "Vehicle Lease and Rental Expense", Account 715, Financial Statement, Page 2, Line 79.											

FOR PERIOD OF **JAN 2022** TO **DEC 2022** DIV. NAME **CITY PITTSBURG** STATE **TX 75686**  
 1/10/23 09:03:15 B.C. NAME GROUP NUMBER DLR CODE **45807**

BALANCE SHEET									
ASSETS		ACCT. NO.	AMOUNT	LINE NO.	LIABILITIES AND NET WORTH			ACCT. NO.	AMOUNT
<b>CURRENT ASSETS:</b>				1	<b>CURRENT LIABILITIES:</b>				
CASH ON HAND		101/102	<b>14252</b>	2	ACCOUNTS PAYABLE			201	<b>E4 2225</b>
CASH IN BANK		103	<b>368070</b>	3	CUSTOMER REFUNDS-PAYABLE			202	<b>E5</b>
CASH ON DEPOSIT		104	<b>616</b>	4	NOTES PAYABLE / DIVIDENDS PAYABLE			203 /205	<b>E6</b>
CONTRACTS IN TRANSIT		106	<b>B17</b>	5	VEHICLE LIEN PAYOFF			206	<b>E7 208052</b>
<b>TOTAL CASH AND EQUIVALENT</b> (LINES 2-5)		B18	<b>774348</b>	6	VEHICLE PROTECTION/EXTENDED WARRANTY			207	<b>E8 7848</b>
<b>RECEIVABLES:</b>				7	SALES TAX PAYABLES			215A /215B	<b>E28 72867</b>
SERVICE & PARTS	PAST DUE A1	110	<b>B19</b>	8	LICENSE / TAG FEES			215C	<b>E27 1696</b>
VEHICLE ACCOUNTS	A2	111	<b>B20</b>	9	<b>TOTAL ACCOUNTS &amp; NOTES PAYABLE</b> (LINES 8-8)			E11	<b>292688</b>
CUSTOMER NOTES	A3	112	<b>B21</b>		<b>ACCRUED EXPENSES:</b>				
OTHER RECEIVABLES	A4	114	<b>B22</b>	10	PAYROLL AND EQUIVALENT			210	<b>E12 27013</b>
WARRANTY/ROAD READY	A5	116A	<b>B23</b>	11	INTEREST			212	<b>E13</b>
HOLDBACK		116B	<b>B24</b>	12	INSURANCE			213	<b>E14</b>
SPECIAL VEHICLE INCOME		116C	<b>C1</b>	13	TAXES-PAYROLL			214	<b>E15 5648</b>
FLOOR PLAN ALLOWANCE		116D	<b>C2</b>	14	TAXES-OTHER THAN PAYROLL & INCOME			215	<b>E16 6631</b>
WHOLESALE COMPENSATION - PARTS		116E	<b>C3</b>	15	INCOME TAXES			216	<b>E17</b>
INVENTORY REBATES		116F	<b>C4</b>	16	OTHER ACCRUED EXPENSES			217	<b>E18</b>
DLR CASH / CONSUMER REBATES		116H	<b>B25</b>	17	<b>TOTAL ACCRUED EXPENSES</b> (LINES 11-17)			E19	<b>39292</b>
OTHER		116G	<b>C5</b>	18	<b>FLOOR PLAN LIABILITY:</b>				
<b>TOTAL FACTORY RECEIVABLES</b> (LINES 12 TO 19)		C6	<b>82334</b>	19	NEW CARS AND TRUCKS			220	<b>E20 2397461</b>
ALLOWANCE FOR DOUBTFUL ACCOUNTS		118	<b>C7</b>	20	DEMONSTRATORS			226	<b>E21</b>
<b>NET RECEIVABLES</b> (LINES 8 TO 11 + 20 + 21)		C8	<b>539720</b>	21	USED CARS AND TRUCKS			227	<b>E22 676398</b>
DUE FROM FINANCE & INSURANCE COMPANIES		119	<b>C9</b>	22	USED CARS AND TRUCKS CPOV			228B	<b>C23</b>
<b>TOTAL RECEIVABLES</b> (LINES 22 & 23)		C10	<b>587906</b>	23	OTHER INVENTORIES			230	<b>E24</b>
<b>INVENTORIES:</b>				24	<b>TOTAL FLOOR PLAN LIABILITY</b> (LINES 20-25)			E25	<b>3073859</b>
CARS: CDJR / AR / F	UNITS A8	2	<b>B8</b>	25	<b>TOTAL CURRENT LIABILITIES</b> (LINES 9 + 18 + 26)			F1	<b>3405839</b>
		120	<b>C11</b>	26	<b>WORKING CAPITAL</b> GUIDE-\$ ACTUAL-\$			Z999	
TRUCKS: CDJR / AR / F	A9	40	<b>5</b>	27	( ASSET LINE 54 MINUS LAB, LINES 27 AND 43 AMT. DUE WITHIN 1 YEAR )				
RECREATIONAL VEHICLES	A10			28	<b>31 OTHER LIABILITIES:</b>				
OTHER NEW CARS & TRUCKS - COMPETITIVE	A11			29	SECURITY DEPOSITS: LEASE VEHICLES			240	<b>F2</b>
<b>TOTAL NEW VEH.</b> ( LINES 27 TO 32 )	A12	42	<b>5</b>	30	RESERVE FOR REPOSSESSION LOSS			250	<b>F3</b>
DEMO CAR TRUCKS CPOV	A13			31	LEASE/RENTAL VEHICLES			256	<b>F4</b>
U S E D C A R S	CARS TOTAL UNITS	15	OVER 30 DAYS	32	COMPANY CARS / SERVICE VEHICLES			258	<b>F5</b>
	TRUCKS TOTAL UNITS	32	OVER 30 DAYS	8	<b>TOTAL OTHER LIABILITIES</b> (LINES 32-36)			F7	
	CPOV CAR UNITS	88	OVER 30 DAYS	26	LONG TERM DEBT: AMOUNT DUE WITHIN 1 YEAR				
	CPOV TRUCK UNITS	88	OVER 30 DAYS	27	NOTES PAYABLE			260	<b>F13</b>
<b>TOTAL USED VEH.</b> ( LINES 30 )	A30	47	<b>14</b>	28	SUBORDINATED NOTE			262	<b>F14</b>
PARTS & ACC. - CDJR / AR / F SALES 12 MOS	B31			29	MORTGAGES PAYABLE			263	<b>F15</b>
PARTS & ACCESS - OTHER MFG.	C32			30	OTHER NOTES & CONTRACTS			265	<b>F16</b>
INVENTORY ADJUSTMENT - P&A	D33			31	TOTAL LONG TERM DEBT (LINES 30-41)			F17	
TIRES AND TUBES	E34			32	<b>TOTAL LIABILITIES</b> (LINES 27 + 37 + 43)			F18	<b>3405839</b>
OTHER AUTOMOTIVE INVENTORIES	F35			33	LIFO RESERVE - INVENTORY ADJUSTMENT			268	<b>F19</b>
LABOR IN PROCESS MECHANICAL	G36			34	<b>NET WORTH:</b>				
LABOR IN PROCESS BODY AND PAINT	H37			35	CAPITAL STOCK			270 /271	<b>F20</b>
GAS, OIL, & LUBRICANTS / BODY SHOP MATERIALS	I38 /I39			36	ADDITIONAL PAID IN CAPITAL			272	<b>F21 899000</b>
SUBLET WORK	J39			37	RETAINED EARNINGS			275	<b>F22 746657</b>
<b>TOTAL P&amp;A &amp; MISC. INV'TY.</b> (LINES 40 TO 48)	D5			38	DIVIDENDS			277	<b>F23</b>
NON-AUTOMOTIVE INVENTORIES	D6			39	INVESTMENTS (PROPRIETOR, PARTNER OR MEMBER)			280	<b>F24</b>
<b>TOTAL INVENTORIES</b> (LINES 33 + 34 + 35 + 36 + 37 + 38)	D7			40	WITHDRAWALS			285	<b>G1 391147</b>
MARKETABLE SECURITIES	D8			41	ADJUSTMENTS			290	<b>G2</b>
PREPAID EXPENSE	D9			42	<b>54 NEW UNITS CURRENT EARNINGS BEFORE TAXES</b>				
<b>TOTAL CURRENT ASSETS</b> (LINES 6 + 24 + 51 + 62 + 63)	D10			43	LEASE RENTAL				
<b>OTHER ASSETS:</b>				44	CDJR/AR/F Ln 58-1648 OTHER Ln 16+48				
OFFICERS & EMPLOYEES ACCOUNTS	D11			45	NEW				
DUE FROM FINANCE & INSURANCE COMPANIES DEFERRED	D12			46	USED				
DEPOSITS ON CONTRACTS	D13			47	AMOUNT				
CASH VALUE OF LIFE INSURANCE	D14			48	JAN			86	<b>J1 134126</b>
LEASE/RENTAL VEHICLES UNITS	B6	158	<b>D15</b>	49	FEB			54	<b>J2 18006</b>
OTHER ASSETS & INVESTMENTS	D17			50	MAR			58	<b>J3 43827</b>
<b>TOTAL OTHER ASSETS</b> (LINES 56 THRU 82)	D18			51	APR			93	<b>J4 110246</b>
LAND, BLDGS. & EQUIP. (AUTO BUSINESS ONLY)	D19			52	MAY			38	<b>J5 22775</b>
LAND	B7	160	<b>D20</b>	53	JUN			60	<b>J6 21241</b>
BLDGs. & EQUIP.	B8	161	<b>D21</b>	54	JUL			53	<b>J7 21959</b>
SERVICE EQUIPMENT	B9	39387	<b>D22</b>	55	AUG			49	<b>J8 19055</b>
PARTS & ACCESS. EQUIP.	B10	163	<b>D23</b>	56	SEP			85	<b>J9 58728</b>
CO. CARS/SERV. VEHICLES	B11	164	<b>D24</b>	57	OCT			39	<b>J10 9962</b>
FURN. SIGNS & EQUIP.	B12	26112	<b>D25</b>	58	NOV			39	<b>J11 8459</b>
LEASEHOLDS	B13	166	<b>E1</b>	59	DEC			67	<b>J12 33360</b>
NET VALUE OF LAND, BLDGS. & EQUIP. (LINES 56 THRU 71)	E2			60	TOTAL			721	<b>J13 501744</b>
<b>TOTAL ASSETS</b> (LINES 64 + 65 + 72)	E3			61	ESTIMATED INCOME TAX			295	<b>J14 1756254</b>
				62	NET EARNINGS (LINES 69 MINUS 70)			299	<b>J15 5162093</b>
				63	TOTAL NET WORTH (LINES 47 THRU 63 + 71)			311	
				64	TOTAL LIABILITIES AND NET WORTH			J16	

## CHRYSLER USA

NAME OF ACCOUNT		ACCT	NEW VEHICLE				USED VEHICLES			
			MTD	% GP	YTD	% GP	MTD	% GP	YTD	% GP
1 DEPT. GROSS PROFIT	(PG 3-In 63 /PG-4 In 17)	23	119023	DEPT	1204400	DEPT	153427	DEPT	1983373	DEPT
2 SALESPERS' COMMISSIONS	301/321	K	9796	8.2	134004	11.1	12427	8.1	198243	10.0
3 SALES MANAGERS' COMMISSIONS	302/322	K			60548	5.0			57298	2.8
4 F&I MANAGERS' COMMISSIONS	316/338	K	1000	.8	49454	4.1	1000	.6	49192	2.4
5 VEH. INVENTORY MAINTENANCE	303/323	K	40		3497	.2	301	.2	8622	.4
6 POLICY EXPENSE	304/324	K			517		6107	3.9	38366	1.9
7 TOT. VARIABLE SALES EXP. (LINES 2-6)	TOTAL	K	10836	9.1	248020	20.5	19835	12.9	351721	17.7
8 SALESPERS' SALARIES	308/326	K								
9 SALES MANAGERS' SALARIES	307/327	K	6000	5.0	52900	4.3	6000	3.9	46900	2.3
10 F&I MANAGERS' SALARIES	317/337	K	4000	3.3	51500	4.2	4000	2.6	37500	1.8
11 OTHER SALARIES	309/328	K	3610	3.0	12192	1.0	560	.3	5637	.2
12 ADVERTISING - PRINT, TV, OTHER	306/329	K	89219	74.9	502770	41.7	L 85059	55.4	501859	25.3
13 ADVERTISING - INTERNET ONLY	318/338	K	6645	5.5	129454	10.7	6645	4.3	129332	6.5
14 ADVERTISING CREDITS	309A	K	-6198	5.2	-58105	4.8				
15 SALES PERSONNEL TRAINING	310/330	K								
16 DEMONSTRATION EXPENSE	312/332	K								
17 FLOORPLAN INTEREST	315/335	K	15370	12.9	120250	9.9	6517	4.2	53175	2.6
18 FLOORPLAN INTEREST CREDITS	315A	K	-6752	5.6	-104240	8.6				
19 TOT. SEMI-FIXED SLS. EXP. (LINES 6-18)	TOTAL	K	111894	94.0	706721	58.6	108781	70.9	774403	39.0
20 DEPARTMENT NET (LINE 1 MINUS 7 & 19)			-3707	3.1	249659	20.7	24811	16.1	857249	43.2
21 MEMO: F&I DEPT. NET (P4 L39/60 MINUS LNS. 4 & 10)			54149	45.5	405479	33.6	52651	34.3	975694	49.1
22 ACCOUNT NAME	BODY AND PAINT				SERVICE MECHANICAL					
23 GROSS PROFIT	PSL21/PSL13	K					22105		364547	
24 SALARIES VACATION & TIME OFF	340B/341B	K					11730	53.0	182652	50.1
25 TRAINING	340A/341A	K					885	4.0	10950	3.0
26 ADVERTISING	342B/342A	K					3732	16.8	11207	3.0
27 SUPPLIES, TOOLS & LAUNDRY	343B/343A	K								
28 SERVICE VEHICLE EXPENSE	344B/344A	K					1461	6.6	34068	9.3
29 POLICY EXPENSE	345B/345A	K								
30 DEPR., MAINT., REPAIR AND RENTAL	346B/346A	K					17808	80.5	238877	65.5
31 SALES EXPENSE (LINES 24 THRU 30)	348B/348A	K					4297	19.4	125670	34.4
32 DEPARTMENT NET (LINE 23 MINUS 31)							16086		222682	
33 PARTS DEPARTMENT GROSS PROFIT	(PAGE 6 LINE 39)				SALE EXPENSE					
34 SALARIES, WAGES & INCENTIVES - PARTS	350						10320	64.1	120808	54.2
35 PERSONNEL TRAINING - PARTS	352						295	1.8	3395	1.5
36 ADVERTISING - PARTS	353						25	.1	25	
37 SUPPLIES, TOOLS & LAUNDRY - PARTS	354									
38 FREIGHT - PARTS	355						121	.7	7879	3.5
39 POLICY EXPENSE	356								2291	1.0
40 VEHICLE EXPENSE - PARTS	357									
41 DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT - PARTS	358/359									
42 TOTAL PARTS DEPARTMENT SALES EXPENSE (LINES 34 THRU 41)	TOTAL						10761	66.9	134398	60.3
43 PARTS NET (LINE 33 MINUS LINE 42)							5325	33.1	88284	39.6
44 FIXED EXPENSES					% Tot GP					
45 ADMINISTRATIVE	SALARIES & WAGES - ADMINISTRATIVE & GENERAL	362					8520	2.7	94000	2.4
46 EMPLOYEE BENEFITS	363						1046	.3	24657	.6
47 PAYROLL TAXES	365						8310	2.6	120791	3.2
48 ADVERTISING GENERAL & INSTITUTIONAL	367									
49 STATIONERY, OFFICE SUPPLIES & POSTAGE	368						1178	.3	33191	.8
50 LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICES	370/371						9619	3.1	120789	3.2
51 COMPANY CAR EXPENSE	372						513	.1	13123	.3
52 DUES, SUBSCRIPTIONS & CONTRIBUTIONS	373								1838	
53 DATA PROCESSING SERVICES / E - TOOLS	374						10233	3.2	60797	1.6
54 TRAVEL & ENTERTAINMENT	377									
55 BAD DEBTS	378									
56 MISCELLANEOUS	380						1026	.3	11608	.3
57 RENT & EQUIVALENT	381 to 386						12524	4.0	198794	5.2
58 MAINTENANCE & REPAIRS - REAL ESTATE	387									
59 INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)	388									
60 INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL / REAL ESTATE)	389/390						2024	.6	94504	2.5
61 DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - FURNITURE, SIGNS & EQUIPMENT	391 to 393						344	.1	1618	
62 HEAT, LIGHT, POWER & WATER	395						1388	.4	17824	.4
63 TELEPHONE	396						616	.2	7620	.2
64 TOTAL FIXED EXPENSES (LINES 45 THRU 63)	TOTAL						57341	18.4	801154	21.2
65 SALARIES - OWNERS & OFFICERS	399						26958	8.6	339910	9.0
66 TOTAL EXPENSES (LINES 7 (NEW & USED), 10 (NEW & USED), 31 (BODY & MECH.), 42, 64 & 65)							364214	117.2	3595204	95.2
67 OPERATING PROFIT (LINES 20 (NEW & USED), 32 (BODY & MECH.), 43 MINUS LINES 64 & 65)							-53573		179798	
68 OTHER INCOME AND (DEDUCTIONS) - NET (LINE 60 - TOTAL OTHER INCOME LESS TOTAL OTHER DEDUCTIONS)	N 1						86933		321946	
69 NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (LINE 67 PLUS OR MINUS LINE 60)	N 1						33360		501744	
70 OTHER INCOME	ACCOUNT NAME	ACCT	MTD DOLLARS	YTD DOLLARS	ACCOUNT NAME	ACCT	MTD DOLLARS	YTD DOLLARS		
72 CASH DISCOUNTS EARNED	601	Y	Y	Y	CASH DISCOUNTS ALLOWED	701	Z	Z		
73 INTEREST EARNED	603	Z	Z	Z	BONUSES	704	Z	Z		
74 GAIN ON DISPOSAL OF CAPITAL ASSET	608	Z	Z	Z	LOSS ON DISPOSAL OF CAPITAL ASSET	708	Z	Z		
75 CFAFE - CUSTOMER FIRST INCOME	620	Z	Z	Z						
76 DOC FEE (ADMIN FEE) INCOME - NEW	488	R	R	R	MISCELLANEOUS DEDUCTIONS	709	Z	Z		
77 DOC FEE (ADMIN FEE) INCOME - USED	488	R	R	R	LIFO ADJUSTMENT	710	Z	Z		
78 MISCELLANEOUS INCOME	609	Z	Z	Z						
79 LIFO ADJUSTMENT INCOME	610	Z	Z	Z						
80 VEHICLE F&R & RENTAL /C/P INCOME	615	Z	Z	Z						

LINE NO.	MTD DOLLARS			VOLUME INCENTIVES	PER UNIT	ACCOUNT		YTD DOLLARS			VOLUME INCENTIVES	PER UNIT
	SALES	GROSS	UNITS			NAME	NO	SALES	GROSS	UNITS		
1						ALFA ROMEO - 4C	411					
2						ALFA ROMEO GIULIA	417					
3						FIAT 500	404					
4						FIAT 500 CABRIO	406					
5						FIAT 124 SPIDER	402					
6						FIAT 500e	413					
7						300 SERIES	420					
8	92010	5433	2		2717	CHARGER	409	329030	12069	8		1509
9	53015	3089	1		3089	CHALLENGER	407	650599	40473	17		2381
10						OTHER NEW CARS - FIAT ALFA ROMEO	403					
11						OTHER NEW CARS CDJR	425					
12						OTHER NEW CARS - MASERATI	401					
13						OTHER NEW CARS - COMPETITIVE	426					
14						TOTAL CARS RETAIL		979629	52542	25		2102
15	145025	8522	3		2841	ALFA ROMEO TONALE	419					
16						ALFA ROMEO STELVIO	405					
17						FIAT 500L	461					
18						FIAT 500X	443					
19						PACIFICA	428	128660	9910	3	1212	3303
20						PACIFICA - PHEV	412					
21						VOYAGER	497					
22						JOURNEY	451					
23		289				DURANGO	435	331168	19830	7		2833
24						GRAND CARAVAN	427					
25						RENEGADE	442	210960	9209	7		1316
26						COMPASS	433	216003	24505	6		4084
27	1636					CHEROKEE	430	229921	7059	6	2452	1177
28						GRAND CHEROKEE	438	1142143	93453	20	13760	4673
29	1390		1040			GRAND CHEROKEE L	422					
30						GRAND CHEROKEE L - PHEV	423					
31						WAGONEER	434					
32						GRAND WAGONEER	447	324294	10119	4		2530
33						WRANGLER	432	242514	14941	4		3735
34	1208					WRANGLER (4 DOOR)	431	227064	3071	4		768
35	64439	262	1		262	GLADIATOR	495	415055	20567	7	4349	2938
36						RAM PROMASTER	462					
37						RAM PROMASTER CITY	436					
38						RAM 1500	437	3402522	284991	62	47187	4597
39	463895	32516	9	883	3613	RAM HD (2500 / 3500)	429	2366357	146331	37	23171	3955
40	206709	14051	3	839	4684	RAM CHASIS CAB 3500	448					
41						RAM CHASIS CAB 4500	452					
42						RAM CHASIS CAB 5500	453					
43						OTHER NEW TRUCKS - FIAT ALFA ROMEO	418					
44						OTHER NEW TRUCKS - CDJR	439					
45						RECREATIONAL VEHICLES	440					
46						OTHER NEW TRUCKS - MASERATI	410					
47						OTH NEW TRKS-COMPETITIVE	441	33985	1439	1		1439
48						TOTAL TRUCKS RETAIL		9270646	645425	168	92131	3842
49	735043	51352	13	2762	3950	TTL FIAT ALFA ROMEO CAR/TRK RTL						
50						TTL CJDR CAR & TRUCK RTL		10216290	696528	192	92131	3628
51	880068	59874	16	2762	3742	TTL CARS & TRUCKS RETAIL		10250275	697967	193	92131	3616
52	880068	59874	16			CARS - FLEET	445					
53						TRUCKS - FLEET	446					
54						TTL FLEET CARS & TRUCKS						
55	880068	59874	16		3742	TOTAL NEW CAR & TRUCK		10250275	697967	193		3616
56						REPO VEHICLE LOSSES	455E					
57						MEMO						
58	46985	59149	46			1286		456547	506433	461		1099
59						3697						2624
60						TTL F&I PNUR (F&I GROSS/RTL UNIT)						
61						MEMO-UNITS						
62						DEALER TRANSFERS	460					
63	927053	119023				TOTAL NEW VEHICLE DEPT.		10706822	1204400			
64												

## NEW VEHICLE INVENTORY ANALYSIS

PASSENGER CAR		TRUCK				OTHER			
VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS
ALFA ROMEO 4C	EE41	ALFA ROMEO TONALE	EE44	RENEGADE	FF45	RAM 1500	FF45	OTHER NEW CARS-CDJR	FF1
ALFA ROMEO GIULIA	EE45	ALFA ROMEO STELVIO	FF48	COMPASS	FF46	RAM HD (2500 / 3500)	FF47	OTHER NEW TRK-CDJR	FF01
FIAT 500	EE38	FIAT 500L	EE39	CHEROKEE	FF47	RAM CHASSIS CAB 3500	FF38	OTHER NEW CARS - AR/F	EE20
FIAT 500 CABRIO	EE45	FIAT 500X	EE46	GRAND CHEROKEE	FF48	RAM CHASSIS CAB 4500	FF38	OTHER NEW TRK - AR/F	EE27
FIAT 500e	EE40	PACIFICA	FF47	GRAND CHEROKEE L	FF48	RAM CHASSIS CAB 5500	FF40	RECREATIONAL VEH	FF15
FIAT 124 SPIDER	EE43	PACIFICA - PHEV	FF46	GRAND CHEROKEE L - PHEV	FF47	RAM - PROMASTER	FF42	OTHER NEW CAR - COMPETITOR	FF20
300 SERIES	EE38	VOYAGER	FF44	WAGONER	FF53	RAM-PROMASTER CITY	FF44	OTHER NEW TRUCK - COMPETITOR	FF21
CHARGER	FF36	JOURNEY	FF41	GRAND WAGONER	FF54			OTHER NEW CARS - Maserati	FF30
CHALLENGER	EE36	DURANGO	FF38	WRANGLER	FF44			OTHER NEW TRUCKS - Maserati	FF51
		GRAND CARAVAN	FF38	WRANGLER(4-DR)	FF44				

LINE NO.		MTD DOLLARS	GROSS	UNITS	PER UNIT	ACCOUNT NAME	ACCT	YTD DOLLARS	GROSS	UNITS	PER UNIT
1											
2		151171	27879	U	102788	USED CARS (NON CPOV)	470	3957772	260522	U	1741497
3		1247965	104216	U	571828	USED TRUCKS (NON CPOV)	471	15287602	727213	U	5471329
4						USED CARS (CPOV)	475				
5						USED TRUCKS (CPOV)	476				
6		1399136	132095	U	671972	TOTAL USED VEHICLES - RETAIL		19245374	987735	U	7211370
7		MEMO ONLY	53071			RECON. COST USED VEHICLES	470D 471D		453006		
8		210035	-36319	U	172136	USED CARS WHOLESALE	473	791585	S	-66748	U
9						USED TRUCKS WHOLESALE	474				
10						USED VEHICLE INV. WRITEDOWN	476G 477G				
11						CUSTOMER REPO. REFUND	478E				
12						REPOSED VEHICLE LOSSES	480E				
13		130130	57651	U	92	627	TOTAL F&I DEPARTMENT (LINE 6)	1796444	1062386	U	1385 767
14						860	TOTAL F&I PUUR (F&I Gross/RU Units)	MEMO			1473
15		1739301	153427				TOTAL USED VEHICLE DEPT.	21833403	1983373		

## USED VEHICLE INVENTORY ANALYSIS

	Total	1 - 30 days	31 - 60 days	61 - 90 days	91 - 120 days	121 days & OVER
CARS - UNITS	V3	15	V43	V44	V45	V46
CARS - DOLLARS	V4	340921	V43	V49	V50	V51
TRUCKS - UNITS	V11	32	V52	V53	V55	V56
TRUCKS - DOLLARS	V12	650797	V67	V68	V69	V70
CPOV CARS - UNITS	V26		V63	V64	V65	V66
CPOV CARS - DOLLARS	V27		V68	V69	V70	V71
CPOV TRUCKS - UNITS	V34		V72	V73	V74	V75
CPOV TRUCKS - DOLLARS	V35		V73	V74	V75	V76

## F&amp;I Analysis

## F&amp;I DEPARTMENT - NEW VEHICLES

	30164	U	261160	FINANCE CONTRACT RESERVES	457F		249861	U	2021237
				INSURANCE CONTRACTS	463				
	46985	U	28985	201449	SERVICE CONTRACTS	458	456547	R	256572 U 259 991
				MAINTENANCE - ONLY CONTRACTS	464				
				PROTECTION PRODUCTS & ACCESS.	465				
				OTHER F&I	467				
				NON-AUTOMOTIVE	450				
		( )		MEMO UNITS	468				MEMO UNITS
	46985	U	59149	461286	TOTAL F&I DEPARTMENT GROSS - NEW		456547	R	506433 U 4611099
			5000		TOTAL F&I MGR SAL & COMM NEW (P2 LN4+10)				100954
	46985	U	54149	461177	TOTAL NEW F&I NET		456547	R	405479 U 461 880

## TOTAL GROSS F&amp;I PUUR (L39 GROSS/P3L63 UNITS)

MEMO

## TOTAL NET F&amp;I PUUR (L41 GROSS/P3L53 UNITS)

MEMO

	5572	U	26 214	FINANCE CONTRACT RESERVES	481F		199666	U	375 532
				INSURANCE CONTRACTS	485				
	130130	U	52079	66 789	SERVICE CONTRACTS	482	1796444	R	862720 U 1010 854
				MAINTENANCE - ONLY CONTRACTS	486				
				PROTECTION PRODUCTS & ACCESS.	487				
				OTHER F&I	489				
				NON-AUTOMOTIVE	479				
		( )		MEMO UNITS	490				MEMO UNITS
				CPVO FINANCE CONTRACT RES.	483				
				CPVO INSURANCE CONTRACTS	492				
				CPVO SERVICE CONTRACTS	484				
				CPVO NON-AUTOMOTIVE & OTHER	491				
	130130	U	57651	92 627	TOTAL F&I DEPARTMENT GROSS - USED		1796444	R	1062386 U 1385 767
			5000		TOTAL F&I MGR SAL & COMM USED (P2 LN4+10)				86692
	130130	U	52651	92 572	TOTAL USED F&I NET		1796444	R	975694 U 1385 704

## TOTAL GROSS F&amp;I PUUR (L60 GROSS/L8 UNITS)

MEMO

## TOTAL NET F&amp;I PUUR (L62 GROSS/L8 UNITS)

MEMO

## TOTAL F&amp;I RESULTS

	177115	R	116800	U	138 846	TOTAL F&I GROSS - NEW AND USED		2252991	R	1568819 U 1846 850
		R	10000			TOTAL F&I MGR SAL & COMM - NEW & USED				187646
	177115	R	106800	U	138 774	TOTAL F&I NET - NEW AND USED		2252991	R	1381173 U 1846 748



## Departmental Profit / Loss with Fixed Expense Allocation

1	2	3	NEW VEHICLE DEPT.				USED VEHICLE DEPT.		10	
			MONTH	YTD	MONTH	YTD				
5	Total Department Sales	(pg. 3 ln. 63 & pg. 4 ln. 17)	P04	927053	10706822	P13	1739301	21833403		
6	Total Dept. - Gross Profit	(pg. 3 ln. 63 & pg. 4 ln. 17)	R19	119023	1204400	S09	153427	1983373		
7	Total Variable Sales Exp.	(page 2 line 7)	K04	10836	248020	K20	19835	351721		
8	Total Semi-Fixed Sales Exp.	(page 2 line 16)	K13	111894	706721	L04	108781	774403		
9	Net Department Profit	(page 2 line 20)	K14	-3707	249659	L05	24811	857249		
10	Fixed Expense Account Name	Acct. #	MONTH	YTD	MONTH	YTD				
11	Salaries & Wages - Admin. & General	362	E601	8520	94000	E602				
12	Employee Benefits	363	E613	366	5773	E612	680	7238		
13	Payroll Taxes	365	E621	4668	59517	E622	227	11817		
14	Advertising General & Institutional	367	E631			E632				
15	Stationery, Office Supplies & Postage	368	E641	269	6462	E642	269	6462		
16	Legal Audit., Collect. & Other Outside Serv.	370-371	E651	2518	40137	E652	2365	43464		
17	Company Car Expense	372	E661	192	2295	E662	107	5475		
18	Dues, Subscriptions, & Contributions	373	E671		533	E672		417		
19	Data Processing Services / E-Tools	374	E681	2401	12617	E682	1286	11156		
20	Travel & Entertainment	377	E691			E692				
21	Bad Debts	378	E701			E702				
22	Miscellaneous	380	E711	263	3042	E712	263	3042		
23	Rent & Equivalent	381-386	E721	3131	51366	E722	3131	49001		
24	Maintenance & Repairs - Real Estate	387	E731			E732				
25	Interest (Other Than Floor Plan & Mortgage)	388	E741			E742				
26	Ins. Taxes & Lio. (Other Than Payroll & Real Estate)	389-390	E751		46786	E752	2024	29910		
27	Dep. Maint. & Rental - Furniture, Sign, Equip.	391-393	E761	86	636	E762	86	636		
28	Heat, Light, Power & Water	395	E771	347	4456	E772	347	4456		
29	Telephone	396	E781	154	1905	E782	154	1905		
30	Total Department Fixed Expense	(lines 11 - 29)	E791	22915	329525	E792	10939	174979		
31										
32	Department Profit / Loss	(line 9 less line 30)	E821	-26622	-79866	E822	13872	682270		
33										
34	Departmental Subtotal									
35	36	37	38	39	MECHANICAL		PARTS		BODY & PAINT	
					MONTH	YTD	MONTH	YTD	MONTH	YTD
Total Department Sales	(page 5 lines 13, 21 & 39)	W04	40660	560643	W23	48358	670286	W11		
Total Dept. Gross Profit	(page 5 lines 13, 21 & 39)	X11	22105	364547	Y10	16086	222682	X19		
Total Sales Expense	(page 2 lines 31 & 42)	L14	17808	238877	Z24	10761	134398	Z21		
Net Department Profit	(page 2 lines 32 & 43)	L15	4297	125670	M01	5325	88284	J22		
Fixed Expense Account Name	Acct. #	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD	
Salaries & Wages - Admin. & General	362	E803			E804			E805		
Employee Benefits	363	E613	9677	E614		1969	E615			
Payroll Taxes	365	E623	3188	39716	E624	227	9741	E625		
Advertising, General & Institutional	367	E633			E634			E635		
Stationery, Office Supplies & Postage	368	E643	372	14383	E644	268	5884	E645		
Legal Audit., Collection / Other Outside Services	370-371	E653	3687	23087	E654	1049	14101	E655		
Company Car Expense	372	E663	107	3244	E664	107	2109	E665		
Dues, Subscriptions, & Contributions	373	E673		471	E674		417	E675		
Data Processing Services / E-Tools	374	E683	4829	24279	E684	1717	12745	E685		
Travel & Entertainment	377	E693			E694			E695		
Bad Debts	378	E703			E704			E705		
Miscellaneous	380	E713	250	2644	E714	250	2880	E715		
Rent & Equivalent	381-386	E723	3131	49426	E724	3131	49001	E725		
Maintenance & Repairs - Real Estate	387	E733			E734			E735		
Interest (Other Than Floor Plan & Mortgage)	388	E743			E744			E745		
Ins. Taxes & Lio. (Other Than Payroll & Real Estate)	389-390	E753		8904	E754		8904	E755		
Dep. Maint. & Rental - Furniture, Sign & Equip.	391-393	E763	86	173	E764	86	173	E765		
Heat, Light, Power & Water	395	E773	347	4456	E774	347	4456	E775		
Telephone	396	E783	154	1905	E784	154	1905	E785		
Total Department Fixed Expense	(lines 41 - 60)	E793	16151	182365	E794	7336	114285	E795		
Department Profit / Loss	(line 30 less line 60)	E823	-11854	-56695	E824	-2011	-26001	E825		
Shop Parts Gross Transfer		E827			E828			E829		
Adjusted Dept. Profit / Loss	(line 62 plus line 63)	E843	-11854	-56695	E844	-2011	-26001	E845		
RECEIVABLE ANALYSIS										
66	(Aging =>)		1 - 30 days	31 - 60 days	61 - 90 days	91 - 120 days	121 days & OVER	Allow for Doubtful		
67	SERVICE & PARTS ACCTS. (Pg 1, Ln 6)	2	248711	248711	A/A	A/A	A/A	B/B		
68	VEHICLE ACCOUNTS (Pg 1, Ln 6)	2	208675	208675	A/A	A/A	A/A	B/B		
69	CUSTOMER NOTES (Pg 1, Ln 10)	2			A/A	A/A	A/A	B/B		
70	OTHER RECEIVABLES (Pg 1, Ln 11)	2			A/A	A/A	A/A	B/B		
71	WARRANTY SERVICE ADJ./CLAIMS 116A (Pg 1, Ln 12)	2	17098	17098	A/A	A/A	A/A	B/B		
72	WARRANTY SUSPENSE (Memo)	2			A/A	A/A	A/A	B/B		
73	OFFICERS & EMP. ACCTS. (Pg 1, Ln 65)	2			A/A	A/A	A/A	B/B		

**FIAT CHRYSLER AUTOMOBILES**

**CHRYSLER USA  
DEALER ROY**

**DEALER ROYAL AUTOMOTIVE GROUP, LLC**

CITY PITTSBURG  
P.C.

STATE

TX 75686

FOR PERIOD OF JAN 2023

TO SEP 2023

ME \_\_\_\_\_

**GROUP  
NUMBER** \_\_\_\_\_

**DLR  
CODE 45807**

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## BALANCE SHEET

## 2023 STATEMENT OF INCOME AND EXPENSE

PAGE 2

CHRYSLER USA

NEW & USED VEHICLES										USED VEHICLES			
LINE	NAME OF ACCOUNT	ACCT	MTD	% GP	YTD	% GP	DEPT	MTD	% GP	YTD	% GP		
			J	J	J	J	DEPT	K	K	K	DEPT		
1	DEPT. GROSS PROFIT (PG 3-In 63 /PG-4 In 17)	J 23	207239	DEPT J 23	953465	DEPT	K 15	266907	K 15	1459454	K 15		
2	SALESPERSONS' COMMISSIONS	301/321 J 24	15700	7.5	108476	11.3	K 16	9300	K 16	96465	K 16		
3	SALES MANAGERS' COMMISSIONS	302/322 K 24	11884	5.7	33094	3.4	K 17	11884	K 17	34051	K 17		
4	F&I MANAGERS' COMMISSIONS	316/336 K 33	5537	2.6	26639	2.7	K 18	5536	K 18	25898	K 18		
5	VEH. INVENTORY MAINTENANCE	303/323 K 22	247	.1	1060	.1	K 19	415	K 19	2738	K 19		
6	POLICY EXPENSE	304/324 K 33	59	.3	899		K 20	10988	K 20	31748	K 20		
7	TOT. VARIABLE SALES EXP. (LINES 2-6)	K 4	33427	16.1	170168	17.8	K 21	38123	K 21	190900	K 21		
8	SALESPERSONS' SALARIES	308/326 K 6					K 22		K 22		K 22		
9	SALES MANAGERS' SALARIES	307/327 K 7	8500	4.1	69000	7.2	K 23	8500	K 23	69000	K 23		
10	F&I MANAGERS' SALARIES	317/337 K 28	4000	1.9	38000	3.9	K 24	4000	K 24	38000	K 24		
11	OTHER SALARIES	308/328 K 8					L 1	104213	L 1	382269	L 1		
12	ADVERTISING - PRINT, TV, OTHER	309/329 K 9	104213	50.2	386776	40.5	L 2	9311	L 2	83485	L 2		
13	ADVERTISING - INTERNET ONLY	318/338 K 29	9311	4.4	83485	8.7	L 3	10084	L 3	51144	L 3		
14	ADVERTISING CREDITS	309A K 26	-14250	6.8	-52241	5.4	L 4	136108	L 4	631539	L 4		
15	SALES PERSONNEL TRAINING	310/330 K 10					L 5	92676	L 5	637015	L 5		
16	DEMONSTRATION EXPENSE	312/332 K 11					L 6	99269	L 6	510185	L 6		
17	FLOORPLAN INTEREST	315/335 K 12	38941	18.7	260457	27.3	L 7	24267	L 7	204007	L 7		
18	FLOORPLAN INTEREST CREDITS	315A K 27	-28070	13.5	-102070	10.7	L 8	4750	L 8	61736	L 8		
19	TOT. SEMI-FIXED SLS. EXP. (LINES 8-18)	K 13	122645	59.1	695048	72.9	L 9	4745	L 9	7375	L 9		
20	DEPARTMENT NET (LINE 1 MINUS 7 & 19)	K 14	51167	24.6	88249	9.2	L 10	1757	L 10	7555	L 10		
21	MEMO: F&I DEPT. NET (P4 L3B/30 MINUS LNS. 4 & 10)	K 30	82707	39.9	367986	38.6	L 11	2949	L 11	119952	L 11		
22	ACCOUNT NAME	BODY AND PAINT										SERVICE MECHANICAL	
23	GROSS PROFIT	PSL21/PSL13 J 13					L 12	33110	L 12	275192	L 12		
24	SALARIES VACATION & TIME OFF	340B/341B J 14					L 13	17167	L 13	101723	L 13		
25	TRAINING	342B/342A J 16					L 14	15818	L 14	26633	L 14		
26	ADVERTISING	343B/343A J 25					L 15	119	L 15	3341	L 15		
27	SUPPLIES, TOOLS & LAUNDRY	344B/344A J 17					L 16	2955	L 16	23543	L 16		
28	SERVICE VEHICLE EXPENSE	345B/345A J 18					L 17	36059	L 17	155240	L 17		
29	POLICY EXPENSE	346B/346A J 19					L 18	108.9	L 18	56.4	L 18		
30	DEPR., MAINT., REPAIR AND RENTAL	348B/349B J 20					L 19	-2949	L 19	119952	L 19		
31	SALES EXPENSE (LINES 24 THRU 30)	J 21					L 20	24267	L 20	204007	L 20		
32	DEPARTMENT NET (LINE 23 MINUS 31)	J 22					L 21	4750	L 21	61736	L 21		
33	PARTS DEPARTMENT GROSS PROFIT	(PAGE 5 LINE 39)										SALES EXPENSE	
34	SALARIES, WAGES & INCENTIVES - PARTS	350					L 22	4745	L 22	7375	L 22		
35	PERSONNEL TRAINING - PARTS	352					L 23	1757	L 23	11	L 23		
36	ADVERTISING - PARTS	353					L 24	2955	L 24	7555	L 24		
37	SUPPLIES, TOOLS & LAUNDRY - PARTS	354					L 25	36059	L 25	37.5	L 25		
38	FREIGHT - PARTS	355					L 26	108.9	L 26	155240	L 26		
39	POLICY EXPENSE	356					L 27	-2949	L 27	56.4	L 27		
40	VEHICLE EXPENSE - PARTS	357					L 28	24267	L 28	119952	L 28		
41	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT - PARTS	358/359					L 29	4750	L 29	204007	L 29		
42	TOTAL PARTS DEPARTMENT SALES EXPENSE (LINES 34 THRU 41)	K 24					L 30	4745	L 30	7375	L 30		
43	PARTS NET (LINE 33 MINUS LINE 42)	M 1					L 31	1757	L 31	11	L 31		
44	FIXED EXPENSES										% Tot GP		
45	SALARIES & WAGES - ADMINISTRATIVE & GENERAL	362					M 12	9680	M 12	76220	M 12		
46	EMPLOYEE BENEFITS	363					M 13	2105	M 13	16505	M 13		
47	PAYROLL TAXES	365					M 14	10871	M 14	95901	M 14		
48	ADVERTISING GENERAL & INSTITUTIONAL	367					M 15	2554	M 15	25420	M 15		
49	STATIONERY, OFFICE SUPPLIES & POSTAGE	368					M 16	9617	M 16	109876	M 16		
50	LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICES	370/371					M 17	1949	M 17	8745	M 17		
51	COMPANY CAR EXPENSE	372					M 18	1256	M 18	7893	M 18		
52	DUES, SUBSCRIPTIONS & CONTRIBUTIONS	373					M 19	14312	M 19	132396	M 19		
53	DATA PROCESSING SERVICES / E - TOOLS	374					M 20	1176	M 20	6596	M 20		
54	TRAVEL & ENTERTAINMENT	377					M 21	18964	M 21	149540	M 21		
55	BAD DEBTS	378					M 22	348	M 22	3879	M 22		
56	MISCELLANEOUS	380					M 23	2064	M 23	14568	M 23		
57	RENT & EQUIVALENT	381 to 386					M 24	620	M 24	4568	M 24		
58	MAINTENANCE & REPAIRS - REAL ESTATE	387					M 25	88902	M 25	750153	M 25		
59	INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)	388					M 26	48668	M 26	219772	M 26		
60	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL / REAL ESTATE)	389/390					M 27	515188	M 27	2889501	M 27		
61	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - FURNITURE, SIGNS & EQUIPMENT	391 to 393					M 28	13386	M 28	98046	M 28		
62	HEAT, LIGHT, POWER & WATER	395					M 29	348	M 29	3879	M 29		
63	TELEPHONE	396					M 30	2064	M 30	14568	M 30		
64	TOTAL FIXED EXPENSES (LINES 45 THRU 63)	TOTAL					M 31	620	M 31	4568	M 31		
65	SALARIES - OWNERS & OFFICERS	399					M 32	88902	M 32	750153	M 32		
66	TOTAL EXPENSES (LINES 7 (NEW & USED), 19 (NEW & USED), 31 (BODY & MECH.), 42, 64 & 65)	M 22					M 33	48668	M 33	219772	M 33		
67	OPERATING PROFIT (LINES 20 (NEW & USED), 32 (BODY & MECH.), 43 MINUS LINES 64 & 65)	M 24					M 34	515188	M 34	2889501	M 34		
68	OTHER INCOME AND (DEDUCTIONS) - NET (LINE 60 - TOTAL OTHER INCOME LESS TOTAL OTHER DEDUCTIONS)	N 1					M 35	13386	M 35	98046	M 35		
69	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (LINE 67 PLUS OR MINUS LINE 68)	M 2					M 36	348	M 36	3879	M 36		
70	OTHER INCOME (CONTINUED)	OTHER INCOME										OTHER DEDUCTIONS	
71	ACCOUNT NAME	ACCT	MTD DOLLARS	YTD DOLLARS	ACCOUNT NAME	ACCT	MTD DOLLARS	YTD DOLLARS				OTHER DEDUCTIONS	
72	CASH DISCOUNTS EARNED	601	Y 22	Y 22	EV CHARGING INCOME	811	Y 44	Y 44				OTHER DEDUCTIONS	
73	INTEREST EARNED	603	Y 23	Y 23	TOTAL OTHER INCOME	Z 4	Z 4	Z 4				OTHER DEDUCTIONS	
74	GAIN ON DISPOSAL OF CAPITAL ASSET	608	Z 1	Z 1	CASH DISCOUNTS ALLOWED	701	Z 5	Z 5				OTHER DEDUCTIONS	
75	CFAFE - CUSTOMER FIRST INCOME	620	Z 26	Z 26	BONUSES	704	Z 6	Z 6				OTHER DEDUCTIONS	
76	DOC FEE (ADMIN FEE) INCOME - NEW	408	R 34	R 34	LOSS ON DISPOSAL OF CAPITAL ASSET	708	Z 7	Z 7				OTHER DEDUCTIONS	
77	DOC FEE (ADMIN FEE) INCOME - USED	488	R 41	R 41	MISCELLANEOUS DEDUCTIONS	709	Z 8	Z 8				OTHER DEDUCTIONS	
78	MISCELLANEOUS INCOME	609	Z 2	Z 2	LIFO ADJUSTMENT	710	FF 23	FF 23				OTHER DEDUCTIONS	
79	LIFO ADJUSTMENT INCOME	610	FF 22	FF 22	VEHICLE LEASE & RENTAL EXPENSES	715	Z 6	Z 6				OTHER DEDUCTIONS	
80	VEHICLE LEASE & RENTAL/CTP INCOME	615	Z 1	Z 1	TOTAL OTHER DEDUCTIONS	Z 2	Z 2	Z 2				OTHER DEDUCTIONS	
81	FACILITY AND CORPORATE IDENTITY PROGRAMS	810	43	43	EV FEE - CTP INCOME	811	Y 44	Y 44				OTHER DEDUCTIONS	

LINE NO.	MTD DOLLARS			VOLUME INCENTIVES	PER UNIT	ACCOUNT		YTD DOLLARS			VOLUME INCENTIVES	PER UNIT
	SALES	GROSS	UNITS			NAME	NO	SALES	GROSS	UNITS		
1						ALFA ROMEO GIULIA	417					
2						FIAT 500e	413					
3	250					300 SERIES	420	85229	8033	2		4017
4						CHARGER	409	219091	19595	5		3919
5						CHALLENGER	407	167129	7956	3		2652
6						OTHER NEW CARS - FIAT ALFA ROMEO	403					
7						OTHER NEW CARS CDJR	425					
8						OTHER NEW CARS - MASERATI	401					
9						OTHER NEW CARS - COMPETITIVE	426					
10	250					TOTAL CARS RETAIL		471449	35584	10		3558
11						ALFA ROMEO TONALE	419					
12						ALFA ROMEO TONALE PHEV	421					
13						ALFA ROMEO STELVIO	405					
14						FIAT 500X	443					
15						PACIFICA	428					
16						PACIFICA - PHEV	412					
17						VOYAGER	497					
18						HORNET	415					
19						HORNET PHEV	416					
20						DURANGO	435	126204	19265	3		6422
21						GRAND CARAVAN	427					
22						RENEGADE	442	216729	37400	6		6233
23	77088	10873	2	5437		COMPASS	433	258135	21423	6		3571
24	52185	1650	1	1650		CHEROKEE	430					
25						GRAND CHEROKEE	438	561429	43943	10	8903	4394
26	129715	35998	2	383	17999	GRAND CHEROKEE L	422					
27						GRAND CHEROKEE 4xe	423					
28						WAGONEER	434					
29						GRAND WAGONEER	447	465446	9457	6		1576
30	71147	736	1	736		WRANGLER	432	60954	3332	1		3332
31						WRANGLER (4 DOOR)	431	161755	11061	2		5531
32						WRANGLER (4 DOOR) 4xe	424					
33	1459					GLADIATOR	495	475909	7514	10	4324	751
34						RAM PROMASTER	462					
35	94978	12521	2	500	6261	RAM PROMASTER BEV	449					
36						RAM PROMASTER CITY	436					
37						RAM 1500	437	2221619	202139	39	38385	5183
38	340144	33191	6	1820	5532	RAM HD (2500 / 3500)	429	2128644	125749	28	22585	4491
39	347760	18317	4	1492	4579	RAM CHASIS CAB 3500	448					
40						RAM CHASIS CAB 4500	452					
41						RAM CHASIS CAB 5500	453					
42						OTHER NEW TRUCKS - FIAT ALFA ROMEO	418					
43						OTHER NEW TRUCKS - CDJR	439					
44						RECREATIONAL VEHICLES	440					
45						OTHER NEW TRUCKS - MASERATI	410					
46						OTH NEW TRKS-COMPETITIVE	441	39995	3973	1		3973
47						TOTAL TRUCKS RETAIL		6716819	485256	112	74197	4333
48						TTL FIAT ALFA ROMEO CAR/TRK RTL						
49	1113017	114745	18	4195	6375	TTL CJDR CAR & TRUCK RTL		7148273	516867	121	74197	4272
50						TTL CARS & TRUCKS RETAIL		7188268	520840	122	74197	4269
51						CARS - FLEET	445					
52	114995	18	4195	6389		TRUCKS - FLEET	446					
53	114995	18	4195	6389		TTL FLEET CARS & TRUCKS						
54						TOTAL NEW CAR & TRUCK		7188268	520840	122		4269
55						REPO VEHICLE LOSSES	455E					
56						1441 TOTAL F&I DEPT. (Pg4 L39)		327575	432625	351		1233
57						5125 TTL F&I PNUR (F&I GROSS/RTL UNIT)	MEMO					3546
58	58042	92244	64			MEMO-UNITS	460					MEMO-UNITS
59						TOTAL NEW VEHICLE DEPT.		7515843	953465			
60	1171059	207239										

## NEW VEHICLE INVENTORY ANALYSIS

67	PASSENGER CAR		TRUCK				OTHER			
	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS
68			ALFA ROMEO TONALE	EE 44	RENEGADE	FF 45	GLADIATOR	FF 52	OTHER NEW CARS-CDJR	EE 24
69	EE 45		ALFA ROMEO TONALE PHEV	FF 57	COMPASS	FF 35	RAM 1500	FF 17	OTHER NEW TRK-CDJR	FF 01
70	ALFA ROMEO Giulia		ALFA ROMEO STELVIO	FF 49	CHEROKEE	FF 12	RAM HD (2500 / 3500)	FF 47	OTHER NEW CARS - AR/F	EE 20
71			FIAT 500X	EE 42	GRAND CHEROKEE	FF 18	RAM CHASSIS CAB 3500	FF 38	OTHER NEW TRK - AR/F	EE 27
72					GRAND CHEROKEE L	FF 55	RAM CHASSIS CAB 4500	FF 39	RECREATIONAL VEH	FF 19
73	FIAT 500e	EE 40	PACIFICA	FF 07	GRAND CHEROKEE - 4xe	FF 56	RAM CHASSIS CAB 5500	FF 40	OTHER NEW CAR - COMPETITOR	FF 20
74			PACIFICA - PHEV	FF 49	WAGONEER	FF 53	RAM - PROMASTER	FF 44	OTHER NEW TRUCK -COMPETITOR	FF 21
75	300 SERIES	EE 32	VOYAGER	FF 24			RAM - PROMASTER BEV	FF 61	OTHER NEW CARS -MASERATI	FF 50
76	CHARGER	FF 30	HORNET	FF 58	GRAND WAGONEER	FF 54	RAM-PROMASTER CITY	FF 46	OTHER NEW TRUCKS -MASERATI	FF 51
77	CHALLENGER	EE 33	HORNET PHEV	FF 59	WRANGLER	FF 11				
78			DURANGO	FF 15	WRANGLER(4-DR)	FF 34				
79			GRAND CARAVAN	FF 06	WRANGLER(4-DR)4xe	FF 60				

LINE NO.	USED VEHICLE DEPARTMENT	MTD DOLLARS						YTD DOLLARS							
		SALES	GROSS	UNITS	PER UNIT	ACCOUNT NAME	ACCT	SALES	GROSS	UNITS	PER UNIT				
1															
2	P 5	152387	R 20	7146	U 15	71021	USED CARS (NON CPOV)	470	P 5	2424651	R 20	202460	U 15	1111824	
3	P 6	1584794	R 21	152883	U 16	503058	USED TRUCKS (NON CPOV)	471	P 6	9518009	R 21	721847	U 16	3522051	
4	M 25		N 25	O 25			USED CARS (CPOV)	475	M 25		N 25	O 25			
5	P 25		Q 25	R 25			USED TRUCKS (CPOV)	476	P 25		Q 25	R 25			
6	P 8	1737181	R 23	160029	U 18	572808	TOTAL USED VEHICLES - RETAIL		P 8	11942660	R 23	924307	U 18	4631996	
7		MEMO ONLY	R 24	26520			RECON. COST USED VEHICLES	470D /471D		R 24		289542			
8			R 30				CPOV RECON. COST USED VEH.	475D /476D		R 30					
9	P 9	17674	S 1	-1927	U 19	5-385	USED CARS WHOLESALE	473	P 9	492905	S 1	-38936	U 19	62-628	
10	P 10		S 2	U 20			USED TRUCKS WHOLESALE	474	P 10		S 2	U 20			
11			S 3				USED VEHICLE INV. WRITEDOWN	476G /477G		S 3					
12			S 4				CUSTOMER REPO. REFUND	478E		S 4					
13							REPOSED VEHICLE LOSSES	480E		S 6	U 22				
14	M 34	203897	R 45	108805	U 45	134	812	TOTAL F&I DEPARTMENT (LINE 60)		M 34	1188894	R 45	574083	U 45	915 627
15							1909	TOTAL F&I PUUR (F&I Gross/RtI Units)	MEMO					1240	
16	P 13	1958752	S 9	266907				TOTAL USED VEHICLE DEPT.		P 13	13624459	S 9	1459454		
17															
18															
19															
20															
21															
22															
23															
24															
25															
26															
27															
28															
29															
30															
31															
32	P 3	58042	R 18	62674	U 13	292161	FINANCE CONTRACT RESERVES	457F		R 17	235826	U 13	1601474		
33							INSURANCE CONTRACTS	463		R 17		U 13			
34							SERVICE CONTRACTS	458	P 3	327575	R 18	196799	U 14	1911030	
35							MAINTENANCE - ONLY CONTRACTS	464	M 26		R 18	U 14			
36	M 28		R 35				PROTECTION PRODUCTS & ACCESS.	465	M 27		R 18	U 14			
37	P 2		R 32				OTHER F&I	467	M 28		R 18	U 14			
38			R 33				NON-AUTOMOTIVE	450	P 2		R 18	U 14			
39	M 29	58042	R 37	( )	U 38	MEMO UNITS	LESS: F&I CHARGEBACKS	468		R 18	( )	U 38		MEMO: UNITS	
40							TOTAL F&I DEPARTMENT GROSS - NEW		M 29	327575	R 37	432625	U 37	3511233	
41	M 29	58042	R 54	92244	U 37	641441	TOTAL F&I MGR SAL & COMM NEW (P2 LN4+10)			R 37	64639				
42							TOTAL NEW F&I NET		M 29	327575	R 54	367986	U 37	3511048	
43															
44															
45															
46															
47															
48															
49	P 12	203897	S 6	14851	U 23	29	512	FINANCE CONTRACT RESERVES	481F		S 7	6237	U 23	225 28	
50							INSURANCE CONTRACTS	485		R 38		U 23			
51	M 30		R 39	93954	U 24	105	895	SERVICE CONTRACTS	482	P 12	1188894	S 6	567846	U 24	690 823
52	M 31		R 40				MAINTENANCE - ONLY CONTRACTS	486	M 30		R 38	U 39			
53	M 32		R 42				PROTECTION PRODUCTS & ACCESS.	487	M 31		R 38	U 40			
54	P 11		R 21				OTHER F&I	489	M 32		R 38	U 42			
55			R 43	( )	U 43	MEMO UNITS	NON-AUTOMOTIVE	479	P 11		R 38	U 42		MEMO: UNITS	
56			S 25	T 25			LESS: F&I CHARGEBACKS	490		R 38	( )	U 43			
57			R 50	U 50			CPOV FINANCE CONTRACT RES.	483		S 25	T 25				
58	U 25		V 25	W 25			CPOV INSURANCE CONTRACTS	492		R 50	U 50				
59	M 33		R 44	U 44			CPOV SERVICE CONTRACTS	484	U 25	V 25	W 25				
60	M 34	203897	R 45	108805	U 45	134	812	CPOV NON-AUTOMOTIVE & OTHER	491	M 33	R 44	U 44			
61							TOTAL F&I DEPARTMENT GROSS - USED		M 34	1188894	R 45	574083	U 45	915 627	
62							TOTAL F&I MGR SAL & COMM USED (P2 LN4+10)			R 45	63898				
63	M 34	203897	R 55	99269	U 45	134	741	TOTAL USED F&I NET		M 34	1188894	R 55	510185	U 45	915 558
64															
65															
66															
67															
68	M 35	261939	R 46	201049	U 46	198	1015	TOTAL F&I GROSS - NEW AND USED		M 35	1516469	R 46	1006708	U 46	1266 795
69			R 53	19073			TOTAL F&I MGR SAL & COMM - NEW & USED			R 53	128537				
70	M 36	261939	R 47	181976	U 47	198	919	TOTAL F&I NET - NEW AND USED		M 36	1516469	R 47	878171	U 47	1266 694
71															

## TOTAL F&amp;I RESULTS

M 35	261939	R 46	201049	U 46	198	1015	TOTAL F&I GROSS - NEW AND USED		M 35	1516469	R 46	1006708	U 46	1266 795
M 36	261939	R 47	181976	U 47	198	919	TOTAL F&I NET - NEW AND USED		M 36	1516469	R 47	878171	U 47	1266 694

MOPAR EXPRESS LANE LABOR AND PARTS

MOPAR EXPRESS LANE LABOR AND PARTS									
W 29	X 29		Y 33		MOPAR EXPRESS LANE CP LABOR	596	W 29	X 29	Y 33
W 30	X 30		Y 34		MOPAR EXPR. LN. SERV. CONT. LABOR	597	W 30	X 30	Y 34
W 31	X 31		Y 35		MOPAR EXPRESS LANE WARR. LABOR	598	W 31	X 31	Y 35
W 32	X 32		Y 36		MOPAR EXPRESS LN. INTERNAL LABOR	599	W 32	X 32	Y 36
W 37	X 37		Y 41		MOPAR EXPRESS LANE TOTAL LABOR	599	W 37	X 37	Y 41
W 33	X 33		Y 37		MOPAR EXPRESS LANE CP PARTS	591	W 33	X 33	Y 37
W 34	X 34		Y 38		MOPAR EXPR. LN. SERV. CONT. PARTS	592	W 34	X 34	Y 38
W 35	X 35		Y 39		MOPAR EXPRESS LANE WARR. PARTS	593	W 35	X 35	Y 39
W 36	X 36		Y 40		MOPAR EXPRESS LN. INTERNAL PARTS	594	W 36	X 36	Y 40
W 38	X 38		Y 42		MOPAR EXPRESS LANE TOTAL PARTS	598	W 38	X 38	Y 42

#### **PERSONNEL SUMMARY**

PERSONNEL SUMMARY										SERVICE										
	General Manager	Manager	F&I Manager New / Used	Salesperson	Technician CDJR/AR/F	Technician Competitive	Clerical	Other	Total	Stalls CDJR/AR/F	Stalls Competitive									
New	BB10	1	BB11	1	BB22	1	BB12	2		BB13	1	BB14		BB15	6					
Used	BB16		BB17	1	BB23	1	BB18	2		BB19		BB20		BB21	4					
Service	CC08		CC09	1			CC10	1	CC13	2	CC14	2	CC11	CC12	1	CC15	7	CC16	4	CC17
Parts	DD04		DD05	1			DD06	1		DD07		DD08		DD09	2					
Body	CC18		CC19				CC20		CC23	1	CC24		CC21	CC22		DD01	1	DD02		DD03
Admin. / Office	DD10		DD11	1						DD12	1	DD13		DD14	2					
Total	BB10	1	BB11	1	BB22	1	BB12	2	BB13	1	BB14		BB20	BB21	4	CC15	7	CC16	4	CC17

#### LABOR RATES AND EFFICIENCY

LABOR RATES AND EFFICIENCY								
POSTED LABOR RATES	EE02	RETAIL CUST. PAY	\$	130	DD27	RETAIL CUST. PAY	\$	119
	EE03	WARR./ROAD READY	\$	91	DD28	WARR./ROAD READY	\$	101
	DD25	QUICK SERVICE	\$		DD29	QUICK SERVICE	\$	
	EE04	INTERNAL	\$	130	DD30	INTERNAL	\$	99
	EE05	B & P CUST. PAY	\$		DD31	B & P CUST. PAY	\$	
	DD26	B & P WARRANTY	\$		DD32	B & P WARRANTY	\$	
EFFECTIVE LABOR RATES								
SERVICE LABOR HOURS BILLED		MTD	XTD					DD42 MOBAP EXPRESS LANE

CHRYSLER USA

## 2023 STATEMENT OF INCOME AND EXPENSE

Departmental Profit / Loss with Fixed Expense Allocation									
	Departmental Subtotals	NEW VEHICLE DEPT.		USED VEHICLE DEPT.					
		MONTH	YTD	MONTH	YTD				
5	Total Department Sales (pg. 3 ln. 63 & pg. 4 ln. 17)	P04	1171059	7515843	P13	1958752	13624459		
6	Total Dept. - Gross Profit (pg. 3 ln. 63 & pg. 4 ln. 17)	R19	207239	953465	S09	266907	1459454		
7	Total Variable Sales Exp. (page 2 line 7)	K04	33427	170168	K20	38123	190900		
8	Total Semi-Fixed Sales Exp. (page 2 line 10)	K13	122645	695048	L04	136108	631539		
9	Net Department Profit (page 2 line 20)	K14	51167	88249	L05	92676	637015		
10	Fixed Expense Account Name	Acct. #	MONTH	YTD	MONTH	YTD			
11	Salaries & Wages - Admin. & General	362	E601	9680	76870	E602			
12	Employee Benefits	363	E611	752	7211	E612	795	5229	
13	Payroll Taxes	365	E621	6668	57816	E622	761	6442	
14	Advertising General & Institutional	367	E631			E632			
15	Stationery, Office Supplies & Postage	368	E641	532	3733	E642	532	3625	
16	Legal Audit., Collect. & Other Outside Serv.	370-371	E651	3623	32835	E652	3803	33305	
17	Company Car Expense	372	E661	493	2130	E662	524	2414	
18	Dues, Subscriptions, & Contributions	373	E671	103	841	E672	103	841	
19	Data Processing Services / E-Tools	374	E681	1935	28721	E682	1935	29598	
20	Travel & Entertainment	377	E691			E692			
21	Bad Debts	378	E701			E702			
22	Miscellaneous	380	E711	319	1674	E712	319	1674	
23	Rent & Equivalent	381-386	E721	4741	37385	E722	4741	37385	
24	Maintenance & Repairs - Real Estate	387	E731			E732			
25	Interest (Other Than Floor Plan & Mortgage)	388	E741			E742			
26	Ins. Taxes & Lic. (Other Than Payroll & Real Estate)	389-390	E751	9054	65013	E752	2994	22495	
27	Dep. Maint. & Rental - Furniture, Sign, Equip.	391-393	E761	87	781	E762	87	781	
28	Heat, Light, Power & Water	395	E771	516	3642	E772	516	3642	
29	Telephone	396	E781	155	1142	E782	155	1142	
30	Total Department Fixed Expense (lines 11 - 29)		E791	38658	319794	E792	17265	148573	
31									
32	Department Profit / Loss (line 9 less line 30)		E821	12509	-231545	E822	75411	488442	
33									
34	Departmental Subtotal			MECHANICAL		PARTS		BODY & PAINT	
35				MONTH	YTD	MONTH	YTD	MONTH	YTD
36	Total Department Sales (page 5 lines 13, 21 & 39)		W04	50969	445035	W23	73604	612192	W11
37	Total Dept. Gross Profit (page 5 lines 13, 21 & 39)		X11	33110	275192	X10	24267	204007	X19
38	Total Sales Expense (page 2 lines 31 & 42)		L14	36059	155240	L24	11256	76681	J21
39	Net Department Profit (page 2 lines 32 & 43)		L15	-2949	119952	L01	13011	127326	J22
40	Fixed Expense Account Name	Acct. #	MONTH	YTD	MONTH	YTD	MONTH	YTD	
41	Salaries & Wages - Admin. & General	362	E603		-650	E604		E605	
42	Employee Benefits	363	E613	74	2645	E614	484	1420	E615
43	Payroll Taxes	365	E623	2962	26255	E624	480	5388	E625
44	Advertising, General & Institutional	367	E633			E634		E635	
45	Stationery, Office Supplies & Postage	368	E643	1234	15154	E644	256	2908	E645
46	Legal Audit., Collection / Other Outside Services	370-371	E653	1316	27377	E654	875	16359	E655
47	Company Car Expense	372	E663	466	2179	E664	466	2022	E665
48	Dues, Subscriptions, & Contributions	373	E673	947	5370	E674	103	841	E675
49	Data Processing Services / E-Tools	374	E683	8486	54684	E684	1956	19393	E685
50	Travel & Entertainment	377	E693			E694		E695	
51	Bad Debts	378	E703			E704		E705	
52	Miscellaneous	380	E713	269	1624	E714	269	1624	E715
53	Rent & Equivalent	381-386	E723	4741	37385	E724	4741	37385	E725
54	Maintenance & Repairs - Real Estate	387	E733			E734		E735	
55	Interest (Other Than Floor Plan & Mortgage)	388	E743			E744		E745	
56	Ins. Taxes & Lic. (Other Than Payroll & Real Estate)	389-390	E753	669	5269	E754	669	5269	E755
57	Dep. Maint. & Rental - Furniture, Sign & Equip.	391-393	E763	87	1536	E764	87	781	E765
58	Heat, Light, Power & Water	395	E773	516	3642	E774	516	3642	E775
59	Telephone	396	E783	155	1142	E784	155	1142	E785
60	Total Department Fixed Expense (lines 41 - 59)		E793	21922	183612	E794	11057	98174	E795
61									
62	Department Profit / Loss (line 39 less line 60)		E823	-24871	-63660	E824	1954	29152	E825
63	Shop Parts Gross Transfer		E827			E828		E829	
64	Adjusted Dept. Profit / Loss (line 62 plus line 63)		E843	-24871	-63660	E844	1954	29152	E845
65				RECEIVABLE ANALYSIS					
66	(Aging =>)			1 - 30 days	31 - 60 days	61 - 90 days	91 - 120 days	121 days & OVER	Allow for Doubtful
67	SERVICE & PARTS ACCTS. (Pg 1, Ln 8)	Z11	93100	Z18	93100	AA8	AA15	AA22	BB5
68	VEHICLE ACCOUNTS (Pg 1, Ln 9)	Z12	187165	Z19	167082	AA9	AA16	AA23	BB6
69	CUSTOMER NOTES (Pg 1, Ln 10)	Z13		Z20	20083	AA10	AA17	AA24	BB7
70	OTHER RECEIVABLES (Pg 1, Ln 11)	Z14		Z21	AA4	AA11	AA18	BB1	BB6
71	WARRANTY SERVICE ADJ./CLAIMS 116A (Pg 1, Ln 12)	Z15	20370	Z22	20370	AA5	AA12	AA19	BB2
72	WARRANTY SUSPENSE (Momo)	Z16		Z23	AA6	AA13	AA20	BB3	BB4
73	OFFICERS & EMP. ACCTS. (Pg 1, Ln 55)	Z17		Z24	AA7	AA14	AA21	BB4	BB9