

## F&I Performance Summary - May 2011

dealer: XXXXXXXXXXX, based on accounting date

period						sales analysis	year to date						targets	
new		used		total			new		used		total		new	used
23	(33)	43	(45)	66	(78)	total sales	99	(149)	215	(230)	314	(379)		
18		39		57		retail sales	83		199		282			
23	100%	43	100%	66	100%	referrals	99	100%	214	100%	313	100%		
8	44%	6	15%	14	25%	<b>pcp cases</b>	38	46%	53	27%	91	32%	45%	35%
						<b>finance cases</b>								
13	72%	19	49%	32	56%	Company: XXXXXXX1	51	61%	89	45%	140	50%		
0	0%	0	0%	0	0%	Company: XXXXXXX2	0	0%	0	0%	0	0%		
0	0%	3	8%	3	5%	Other	3	4%	12	6%	15	5%		
13	72%	22	56%	35	61%	<b>total finance cases</b>	54	65%	101	51%	155	55%	60%	60%
						<b>finance income analysis</b>								
4246		9441		13687		Company: XXXXXXX1	22249		41146		63396			
0		0		0		Company: XXXXXXX2	0		0		0			
0		846		846		Other	2576		4184		6760			
3500		0		3500		document fee	9500		0		9500			
7746	430	10287	264	18032	316	<b>total finance income</b>	34325	414	45331	228	79656	282		
						<b>volume bonus</b>								
2237		5591		7828		Company: XXXXXXX1	23525		43308		66833			
0		0		0		Company: XXXXXXX2	0		0		0			
0		466		466		Other	3114		4249		7363			
2237	124	6057	155	8294	146	<b>total volume bonus</b>	26639	321	47557	239	74196	263		
						<b>balances</b>								
339065		314689		653754		Company: XXXXXXX1	1481659		1662141		3143800			
0		0		0		Company: XXXXXXX2	0		0		0			
0		72277		72277		Other	69196		201895		271091			
339065		386966		726031		<b>total balances</b>	1550855		1864036		3414891			
						<b>other income cases</b>								
0	0%	0	0%	0	0%	credit insurance	0	0%	0	0%	0	0%		
0	0%	0	0%	0	0%	warranty	0	0%	0	0%	0	0%		
11	61%	16	41%	27	47%	gap	49	59%	84	42%	133	47%	60%	50%
9	50%	15	38%	24	42%	tyre	41	49%	77	39%	118	42%	55%	50%
12	67%	19	49%	31	54%	glasscoat	61	73%	106	53%	167	59%	65%	50%
0	0%	0	0%	0	0%	sc	0	0%	0	0%	0	0%		
10	56%	17	44%	27	47%	smart protect	48	58%	82	41%	130	46%	55%	50%
0	0%	0	0%	0	0%	other	0	0%	0	0%	0	0%		
42	233%	67	172%	109	191%	<b>total other income cases</b>	199	240%	349	175%	548	194%	235%	200%
						<b>other income analysis</b>								
0		0		0		credit insurance	0		0		0			
0		0		0		warranty	0		0		0			
2643		3839		6481		gap	12308		19654		31961			
1389		2702		4092		tyre	7229		12303		19532			
2313		4486		6799		glasscoat	14980		22945		37925			
0		0		0		sc	0		0		0			
1457		2811		4267		smart protect	9226		14351		23577			
0		0		0		other	0		0		0			
7801	433	13838	355	21639	380	<b>total other income</b>	43743	527	69252	348	112995	401		
17784	988	30181	774	47966	842	<b>total f&amp;i income</b>	104707	1262	162141	815	266848	946		
934		2263		3197		<b>db reserve</b>	5462		9973		15434			
16850	936	27918	716	44769	785	<b>net total f&amp;i income</b>	99245	1196	152168	765	251413	892		
733	(24750)	649	(35550)	678	(60300)	<b>total ppu</b>	1002	(111750)	708	(177830)	801	(289580)	750	750