

Q4 2019 Dealer Profitability

Deloitte Motor Industry Services • 15th March 2020

Key performance indicator	Q4 2018	Q4 2019
Total Dealership Sales (average month)	\$5,584,966	\$5,137,334
Total Dealership Gross as % of Total Dealership Sales	13%	13%
Full Dealership Overheads as % of Total Dealership Sales	7%	7%
Net Profit % Sales	0.3%	0.7%
Days To Breakeven	30	29
Total Other Income & Bonuses (average month)	\$89,702	\$79,809
New Vehicle Gross (incl Incentive, Aftermarket & Holdback) per New Vehicle Retailed	\$2,145	\$2,217
Transactional Gross Per Unit	-\$60	-\$80
New Vehicle Days Supply	80	70
Units Sold per Salesperson per month	11	11
New Vehicle Variable Expenses per vehicle sold	\$690	\$715
New Semi-Fixed Expenses per vehicle sold	\$1,490	\$1,435
New Vehicle Selling Gross per vehicle sold	-\$35	\$67
Used to new ratio	0.5	0.6
Total Gross Profit (incl Incentives & Aftermarket) per Used Vehicle Retailed	\$2,178	\$2,433
Days Supply (Used)	71	67
Total Variable Expenses per Used Vehicle Retailed	\$453	\$463
Total Semi-Fixed Expenses per Used Vehicle Retailed	\$1,232	\$1,102
Used Vehicle Selling Gross Per Vehicle Sold	\$493	\$868
Vehicles Retailed Per F & I Employee per month	41	42
Finance Penetration (%) - New	31%	32%
Finance Penetration (%) - Used	25%	24%
Insurance Penetration (%) - New	23%	22%
Insurance Penetration (%) - Used	21%	22%
Total F&I Income (average month)	\$111,132	\$97,225
Total Parts Sales (average month)	\$508,636	\$455,951
Gross Profit (incl Other Income) % Sales - Parts	21%	21%
Service Labour Sales (average month)	\$320,061	\$297,228
Labour Sales per Chargeable Employee	\$16,527	\$17,930
Labour Gross per Chargeable Employee	\$12,312	\$13,153
Total Gross Profit (incl Other Income) % Sales	65%	64%