

New Automobile Rates

	A+	A	B	C	Nat'l Avg.
Northeast	4.28	4.50	5.19	6.07	5.01
Southeast	4.33	4.61	5.64	6.39	5.24
Central Midwest	4.16	4.18	5.00	6.06	4.85
Texas & Southwest	4.66	4.77	6.24	7.52	5.80
Western	4.79	4.96	6.38	7.52	5.91
Northwest	4.90	5.15	6.57	8.01	6.16
Tier Avg. Rate	4.52	4.70	5.84	6.93	5.50

Rates based on 60-month term.

Used Automobile Rates

	A+	A	B	C	Nat'l Avg.
Northeast	4.36	4.61	5.26	6.30	5.13
Southeast	4.44	4.78	5.95	6.68	5.46
Central Midwest	4.37	4.40	5.18	6.22	5.04
Texas & Southwest	4.75	4.90	6.36	7.89	5.98
Western	4.87	5.04	6.35	7.62	5.97
Northwest	4.96	5.21	6.60	8.03	6.20
Tier Avg. Rate	4.63	4.82	5.95	7.13	5.63

Rates based on 60-month term for one-year-old models.

National rate tier averages of major indirect retail lenders

Rates are for 60-month loans on new autos and one-year-old used autos. For purposes of this survey, borrowers were considered to have "A+" credit if their scores on auto-specific models of combined credit reporting bureaus exceeded 720; "A" if their scores fell between 680 and 719; "B" between 650 and 679; and "C," 625 and 649.

Source: Informa Research Services Inc. Rates as of Nov. 8, 2004.

New Vehicles — By Credit Type (CNW M/R Criteria) Total Industry — Dollars in Billions

	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003*
A Paper	52.7% \$110.7	47.6% \$98.96	46.6% \$97.52	45.9% \$94.15	42.6% \$85.9	44.3% \$85.85	39.8% \$91.94	38.2% \$89.81	37.4% \$92.60	38.7% \$103.12
B Paper	28.8% \$60.50	29.3% \$60.91	30.3% \$63.41	30.2% \$61.95	32.2% \$64.93	31.9% \$61.82	31.4% \$72.53	31.7% \$74.53	31.1% \$77.00	31.5% \$83.94
C Paper	15.1% \$31.72	17.8% \$37.01	18.3% \$38.29	19.6% \$40.21	22.1% \$44.56	17.7% \$34.30	17.9% \$41.35	17.9% \$42.02	19.8% \$49.02	17.8% \$47.43
D Paper	3.4% \$7.14	5.3% \$11.02	4.8% \$10.04	4.3% \$8.82	3.1% \$6.25	6.1% \$11.82	10.9% \$25.18	12.2% \$28.68	11.7% \$28.97	12.0% \$31.98
Totals	100% \$210.06	100% \$207.9	100% \$209.26	100% \$205.13	100% \$201.64	100% \$193.80	100% \$231.00	100% \$235.10	100% \$247.60	100% \$266.47

*Projected

New vehicles by credit type

Total industry value of "A" through "D" paper on 2003's vehicle sales was a projected \$266.47 billion.

Source: CNW Marketing/Research

New-Car Loans at Finance Companies

Average Maturity (Months)

1997	1998	1999	2000	2001	2002	2003	2004
54.1	52.1	52.7	54.9	55.1	56.8	61.4	60.3

Average Loan-to-Value Ratio

1997	1998	1999	2000	2001	2002	2003	2004
92	92	92	92	91	94	95	90

Average Amount Financed (Dollars)

1997	1998	1999	2000	2001	2002	2003	2004
\$18,077	\$19,083	\$19,880	\$20,923	\$22,822	\$24,747	\$26,295	\$25,058

Terms of credit

Average maturity for new-car loans at finance companies slowly crept up from 1997 to 2002, but jumped to 61.4 months in 2003 and came down slightly to 60.3 months in 2004. Average loan-to-value ratio dropped this year to 90. Average amount financed came down slightly to \$25,058 in 2004.

Source: Federal Reserve System

Commercial Bank Interest Rates 48 Mo. New-Car

1997	1998	1999	2000	2001	2002	2003	2004
9.02	8.73	8.44	9.34	8.50	7.62	6.93	6.58

New-Car Loans at Auto Finance Companies

1997	1998	1999	2000	2001	2002	2003	2004
7.12	6.30	6.66	6.61	5.65	4.29	3.40	4.14

Interest rates — new-car loans

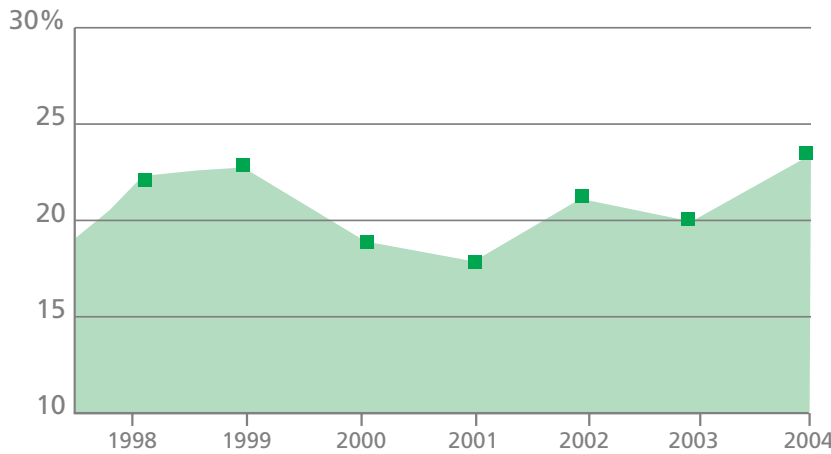
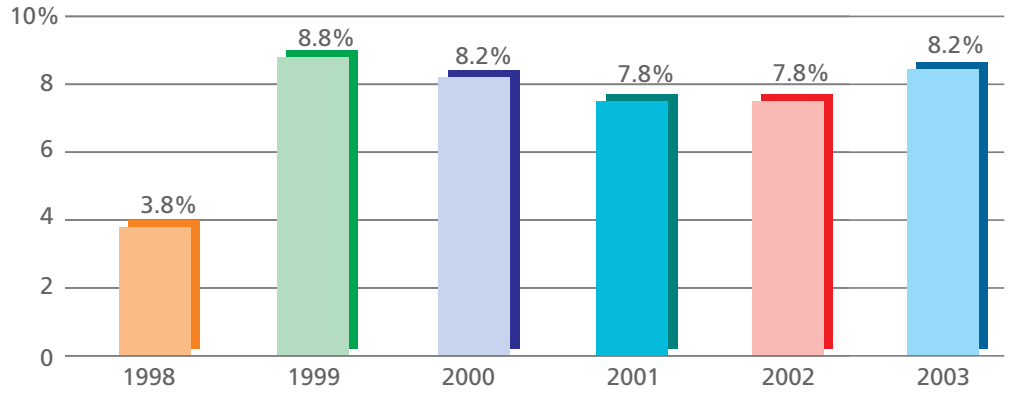
New-car loan interest rates were down in 2004 for commercial banks but up for finance companies.

Source: Federal Reserve System

Buyers paying cash

More people paid cash to buy new vehicles in 2003, reversing a trend that began in 2001.

Source: CNW Marketing/Research



Percentage of gross charge-offs attributable to bankruptcy

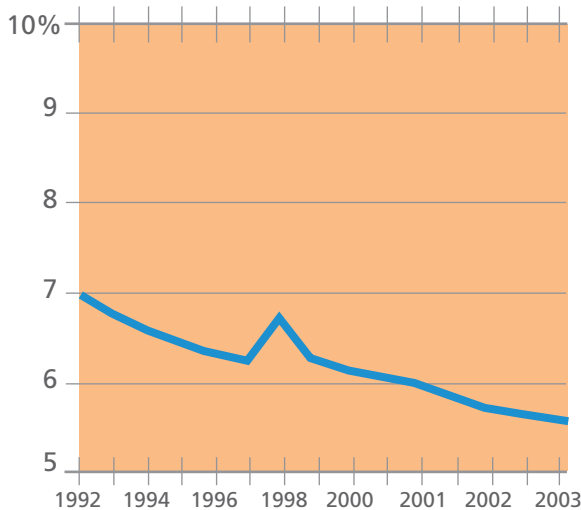
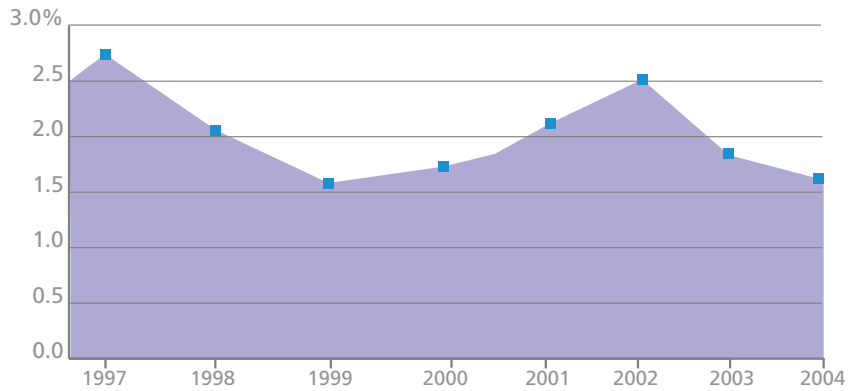
Gross charge-offs attributable to bankruptcy rose to 23 percent in 2004 from 20 percent in 2003.

Source: Consumer Bankers Association

Delinquencies on indirect new-vehicle loans

New-vehicle loan delinquencies (greater than 30 days past due) decreased for the second consecutive year, to 1.54 percent in 2004.

Source: Consumer Bankers Association



Gross as percentage of selling price

After falling from 1999 to 2002, gross margin on new vehicle sales fell again in 2003 to 5.52 percent. This trend is largely due to a very competitive marketplace, which makes the profits generated by F&I increasingly important.

Source: NADA Industry Analysis Division

Size of the U.S. Auto Finance Market

New Vehicles

16.7 million units
 x \$23,000 avg. sales price
 x 71% financed
 \$273 billion

Used Vehicles

43.0 million units
 x \$8,000 avg. sales price
 x 71% financed
 \$244 billion

Total size in 2003 = \$517 billion

Source: CNW Marketing/Research

The auto finance market in the United States

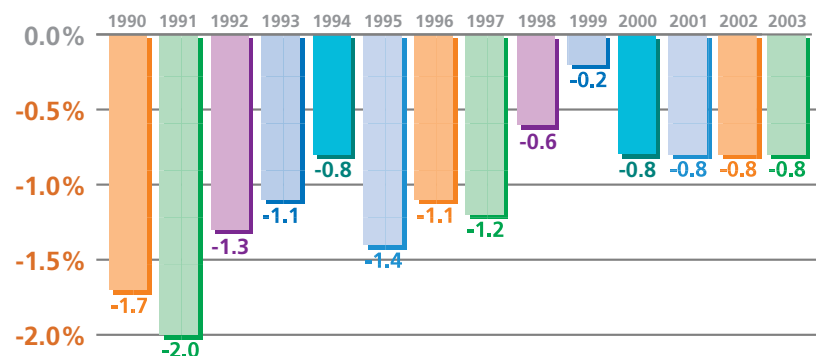
In 2003, auto lenders financed a whopping \$517 billion in vehicle loans. The Big Three's captive finance arms typically have the largest shares of the market. The largest non-captive finance source is Chase Auto Finance.

Top 20 U.S. Auto Lenders*

RANK	LENDER NAME	VEHICLES FINANCED	PERCENT
1	GMAC	168,512	10.68
2	Ford Motor Credit	121,299	7.68
3	DaimlerChrysler Financial Services	100,921	6.39
4	Toyota Financial Services	57,123	3.62
5	American Honda Finance	48,723	3.09
6	Chase Auto Finance	47,124	2.99
7	Nissan Infiniti Financial Services	33,811	2.14
8	Bank of America	25,927	1.64
9	WFS Financial	25,004	1.58
10	Wells Fargo Financial Acceptance	19,481	1.23
11	Caital One Auto Finance	19,153	1.21
12	HFC Auto Credit Corp.	18,688	1.18
13	US Bank	17,450	1.11
14	Well Fargo Financial Acceptance	16,123	1.02
15	AmeriCredit Financial Services Inc.	15,629	0.99
16	Volkswagen Credit Inc.	14,822	0.94
17	BMW Bank of North America	13,494	0.85
18	TranSouth Financial	10,817	0.69
19	Sun Trust Bank	10,527	0.67
20	5th 3rd Bank	9,330	0.59

*By vehicles financed, September 2004. Includes franchised and independent dealers. Excludes DE, HI, KS, MA, NH, NJ, NY, PA, RI.

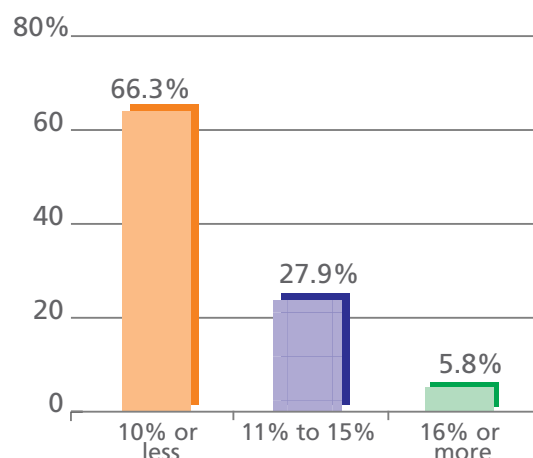
Source: AutoCount Inc., an Experian company



New-car department net profit (%) excluding F&I

This chart is an eloquent testimony to the vital importance of your F&I department. Excluding finance and insurance income, new-car departments have operated at a loss for every year this decade — even in 1999 and 2000 with all-time record new vehicle sales.

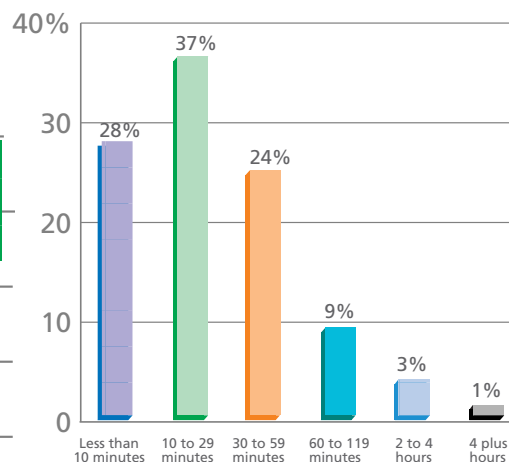
Source: Robertson Stephens and NADA Industry Analysis Department



New-vehicle interest rates

Of all finance contracts written in 2003, including leases, about 66.3 percent are for an interest rate of 10 percent or less, while about 5.8 percent are for 16 percent or higher.

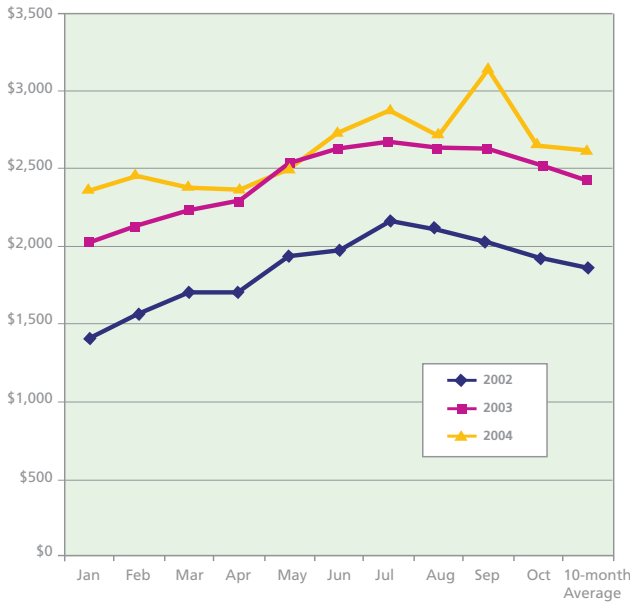
Source: CNW Marketing/Research



Average processing time for loans

The overall average processing time improved by 25 percent to 24 min. in 2004 from 32 min. last year.

Source: Consumer Bankers Association



Distribution of New Car Loan Maturities

	2001	2002	2003
36 months or less	0%	5%	0%
37-48 months	2%	6%	1%
49-60 months	60%	48%	36%
Over 60 months	38%	41%	63%

New-car maturity portfolio composition

Reflecting the trend toward longer loan terms, the majority of new-vehicle loans in nonprime lenders' portfolios in 2003 had maturities of more than 60 months. By comparison, in 2002, almost half of nonprime lenders' new-car loans had maturities of 49-60 months.

Source: NAF Association

Incentives reach record high in 2004

Incentives reached a record high in September 2004, averaging \$3,146 per vehicle, according to Edmunds.com's True Cost of Incentives report.

Source: Edmunds.com

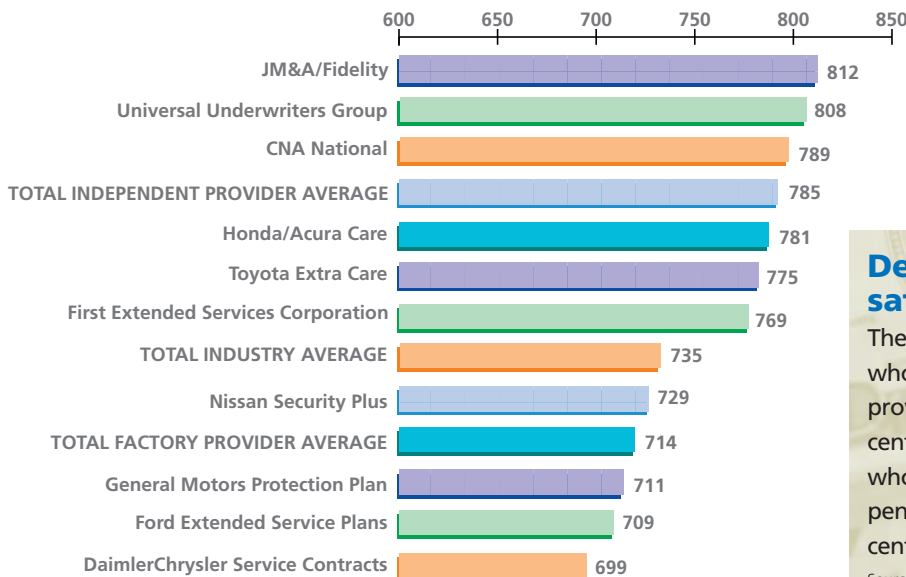
Zero-Percent Financing



Zero-percent financing

About 35 percent of those who go into a dealership seeking zero-percent financing are qualified. Of those who qualify, 57 percent (20 percent of the total) accept. The other 43 percent of those who qualify (16 percent of the total) either pay cash, lease, or when no long-term zero percent financing is available, take a longer term X percent finance contract.

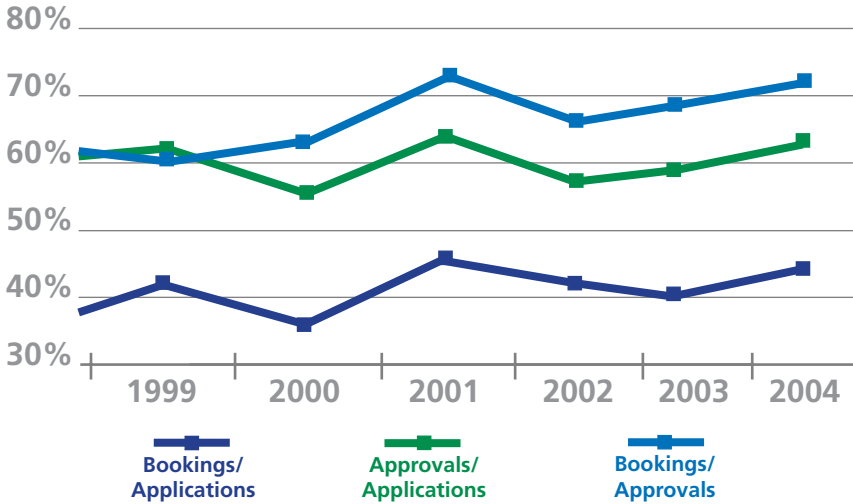
Source: CNW Marketing/Research



Dealer service contract satisfaction

The J.D. Power study found that dealers who favor independent service contract providers have penetration rates of 32 percent (new) and 40 percent (used). Dealers who favor factory providers average lower penetrations: 28 percent (new) and 33 percent (used).

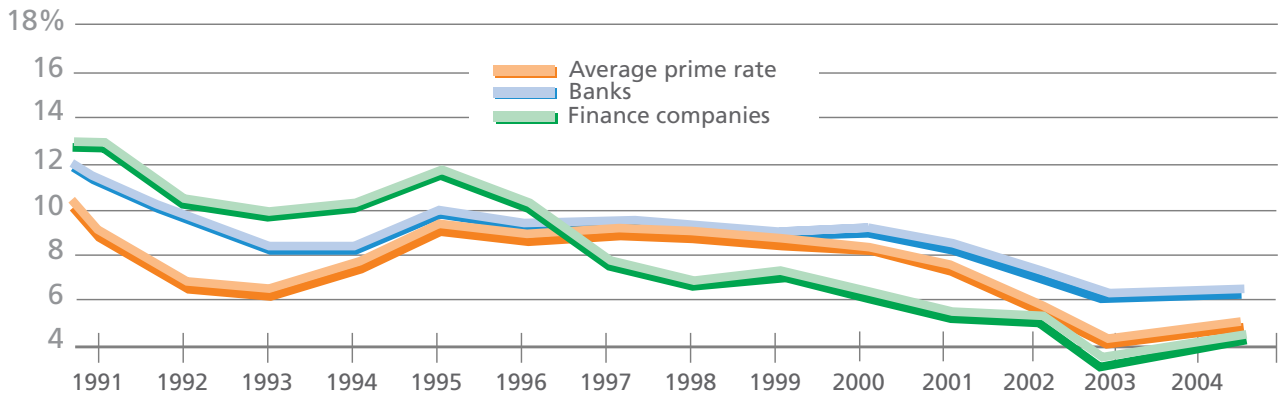
Source: J.D. Power and Associates 2004 Dealer Service Contract Satisfaction Study



New- and used-vehicle loans

Approvals/Applications measures the rate at which lenders approve applications received. Bookings/Approvals measures the rate at which lenders book the loans they have approved. Bookings/Applications ratio is an overall measure of the lenders' success in booking the loans they desire.

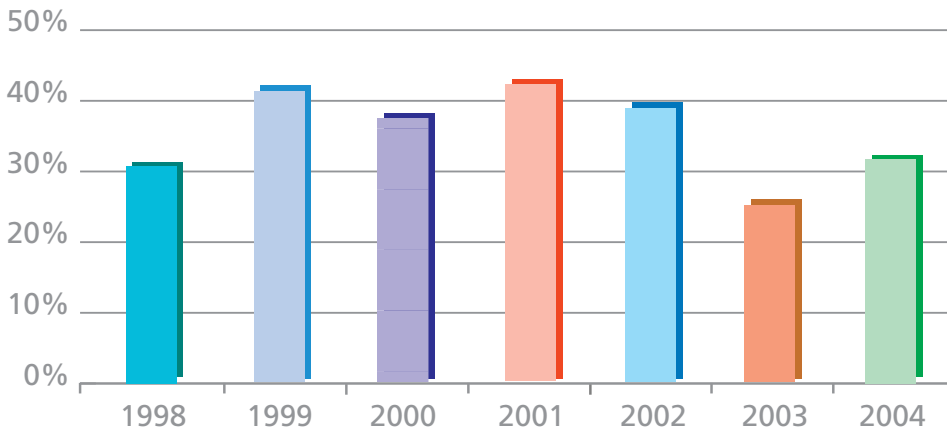
Source : Consumer Bankers Association



Average finance rate on 48-month new-car loans

In 2004, the average new-car 48-month loan rate were 6.58 percent at banks and 4.14 percent at finance companies. Note: the bank series represents the average of direct 48-month loans. The finance company series represents the average of all loans made.

Source: Federal Reserve



Percentage of lenders offering floorplan insurance

The percentage of lenders offering floorplan insurance to dealers was 32 percent in 2004, up from 26 percent in 2003.

Source: Consumer Bankers Association