



Mercedes-Benz

MBUSA National
Performance Reports & Graphs
March 2007

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EXECUTIVE SUMMARY
OPERATING PERFORMANCE COMPARISON
AVERAGE TOP 55 EXCLUSIVE DEALER
March 2007

Month-to-Date	2007		2006				'07 vs. '06	'07 vs. '06
	March	%	%	March	%	%	\$	%
	MTD	TOTAL	GP	MTD	TOTAL	GP	+/-	+/-
TOTAL SALES	\$8,829,198			\$8,929,137			(\$99,939)	(1.1%)
TOTAL GROSS PROFIT (Incl. Reserve/Bonus)	\$1,258,061			\$1,313,294			(\$55,233)	(4.2%)
Total GP % Total Sales	14.25%			14.71%			-0.46%	
New Vehicle Dept. GP	\$475,567	37.8%		\$531,700	40.5%		(\$56,133)	(10.6%)
Pre-Owned Dept. GP	\$152,444	12.1%		\$129,144	9.8%		\$23,301	18.0%
Service Dept. GP	\$386,256	30.7%		\$397,163	30.2%		(\$10,907)	(2.7%)
Parts Dept. GP	\$219,436	17.4%		\$229,200	17.5%		(\$9,765)	(4.3%)
Body GP	\$24,358	1.9%		\$26,088	2.0%		(\$1,729)	(6.6%)
TOTAL OPERATING EXPENSE	\$1,017,189			\$1,030,121			(\$12,932)	(1.3%)
Variable Expense	\$132,271	13.0%	10.5%	\$140,157	13.6%	10.7%	(\$7,886)	(5.6%)
Personnel Expense	\$398,503	39.2%	31.7%	\$412,463	40.0%	31.4%	(\$13,959)	(3.4%)
Semi-Fixed Expense	\$310,994	30.6%	24.7%	\$308,084	29.9%	23.5%	\$2,910	0.9%
Fixed Expense	\$175,421	17.2%	13.9%	\$169,418	16.4%	12.9%	\$6,002	3.5%
Customer Loyalty Bonus	\$30,852			\$33,760			(\$2,909)	(8.6%)
Reserve Income	\$162,204			\$164,854			(\$2,650)	(1.6%)
Retail Compliance Bonus	\$104,981			\$105,478			(\$497)	(0.5%)
Loyalty (CRI) Bonus	\$16,277			\$15,890			\$388	2.4%
Remarketing Bonus	\$3,223			\$2,073			\$1,149	55.4%
OPERATING PROFIT after RESERVE & BONUSES	\$240,872			\$283,173			(\$42,301)	(14.9%)
Operating Profit % Sales	2.73%			3.17%			-0.44%	
NET PROFIT OR LOSS BEFORE TAX	\$249,046			\$279,592			(\$30,546)	(10.9%)
Net Profit % Sales	2.82%			3.13%			-0.31%	
OPERATING PROFIT % GROSS PROFIT	19.15%			21.56%			-2.42%	

Year-to-Date	2007		2006				'07 vs. '06	'07 vs. '06
	March	%	%	March	%	%	\$	%
	YTD	TOTAL	GP	YTD	TOTAL	GP	+/-	+/-
TOTAL SALES	\$23,519,996			\$22,693,157			\$826,839	3.6%
TOTAL GROSS PROFIT (Incl. Reserve/Bonus)	\$3,421,271			\$3,425,188			(\$3,917)	(0.1%)
Total GP % Total Sales	14.55%			15.09%			-0.55%	
New Vehicle Dept. GP	\$1,236,428	36.1%		\$1,285,502	37.5%		(\$49,074)	(3.8%)
Pre-Owned Dept. GP	\$395,952	11.6%		\$346,241	10.1%		\$49,711	14.4%
Service Dept. GP	\$1,089,987	31.9%		\$1,091,969	31.9%		(\$1,982)	(0.2%)
Parts Dept. GP	\$630,440	18.4%		\$629,870	18.4%		\$570	0.1%
Body GP	\$68,464	2.0%		\$71,605	2.1%		(\$3,142)	(4.4%)
TOTAL OPERATING EXPENSE	\$2,933,884			\$2,893,242			\$40,641	1.4%
Variable Expense	\$352,401	12.0%	10.3%	\$354,464	12.3%	10.3%	(\$2,063)	(0.6%)
Personnel Expense	\$1,168,831	39.8%	34.2%	\$1,172,207	40.5%	34.2%	(\$3,376)	(0.3%)
Semi-Fixed Expense	\$890,654	30.4%	26.0%	\$869,971	30.1%	25.4%	\$20,683	2.4%
Fixed Expense	\$521,997	17.8%	15.3%	\$496,600	17.2%	14.5%	\$25,397	5.1%
Customer Loyalty Bonus	\$80,844			\$80,412			\$432	0.5%
Reserve Income	\$423,305			\$403,322			\$19,983	5.0%
Retail Compliance Bonus	\$277,220			\$261,518			\$15,702	6.0%
Loyalty (CRI) Bonus	\$40,921			\$37,578			\$3,343	8.9%
Remarketing Bonus	\$6,347			\$5,679			\$667	11.7%
OPERATING PROFIT after RESERVE/INCENTIVES	\$487,387			\$531,946			(\$44,558)	(8.4%)
Operating Profit % Sales	2.07%			2.34%			-0.27%	
NET PROFIT OR LOSS BEFORE TAX	\$486,542			\$512,419			(\$25,877)	(5.1%)
Net Profit % Sales	2.07%			2.26%			-0.19%	
OPERATING PROFIT % GROSS PROFIT	14.25%			15.53%			-1.28%	

EXECUTIVE SUMMARY
DEPARTMENTAL PROFIT SUMMARY
AVERAGE TOP 55 EXCLUSIVE DEALER
March 2007

	2007		2006		'07 vs. '06		2007		2006		'07 vs. '06	
	March	%	March	%	'07 vs. '06	'07 vs. '06	March	%	March	%	'07 vs. '06	'07 vs. '06
	MTD	TOTAL	MTD	TOTAL	+/-	+/- %	YTD	TOTAL	YTD	TOTAL	+/-	+/- %
OPERATING PROFIT after RESERVE & BONUSES	\$240,872		\$283,173		-\$42,301	(14.94%)	\$487,387		\$531,946		-\$44,558	(8.38%)
Operating Profit % Sales	2.73%		3.17%		-0.44%	(13.98%)	2.07%		2.34%		-0.27%	(11.60%)
DEPARTMENTAL OPERATING PROFIT SUMMARY	\$240,872		\$283,173		(\$42,301)	(14.9%)	\$487,387		\$531,946		(\$44,558)	(8.4%)
New Vehicle	\$79,505	33.0%	\$134,254	47.4%	(\$54,749)	(40.8%)	\$116,012	23.8%	\$197,208	37.1%	(\$81,195)	(41.2%)
Pre-Owned	\$15,449	6.4%	(\$4,569)	(1.6%)	\$20,018	438.2%	\$6,286	1.3%	(\$25,225)	(4.7%)	\$31,511	124.9%
Service	\$68,681	28.5%	\$69,789	24.6%	(\$1,107)	(1.6%)	\$155,052	31.8%	\$147,808	27.8%	\$7,244	4.9%
Parts	\$73,245	30.4%	\$80,133	28.3%	(\$6,887)	(8.6%)	\$201,256	41.3%	\$205,471	38.6%	(\$4,215)	(2.1%)
Body Shop	\$3,991	1.7%	\$3,566	1.3%	\$425	11.9%	\$8,781	1.8%	\$6,684	1.3%	\$2,097	31.4%
KEY DEPARTMENTAL EXPENSES												
New Vehicle Expense												
Representative Compensation per Unit	\$724	--	\$807	--	(\$82)	(10.2%)	\$731	--	\$779	--	(\$48)	(6.2%)
Advertising per Unit	\$436	--	\$451	--	(\$16)	(3.5%)	\$421	--	\$434	--	(\$13)	(3.1%)
Floor Plan per Unit	\$665	--	\$593	--	\$71	12.0%	\$759	--	\$683	--	\$76	11.1%
TOTAL DEPARTMENT EXPENSES	\$1,017,189		\$1,030,121		(\$12,932)	(1.3%)	\$2,933,884		\$2,893,242		\$40,641	1.4%
New Vehicle Department Expenses	\$396,062	38.9%	\$397,446	38.6%	(\$1,384)	(0.3%)	\$1,120,416	38.2%	\$1,088,294	37.6%	\$32,122	3.0%
PreOwned Department Expenses	\$136,995	13.5%	\$133,712	13.0%	\$3,282	2.5%	\$389,666	13.3%	\$371,466	12.8%	\$18,200	4.9%
Service Department Expenses	\$317,575	31.2%	\$327,374	31.8%	(\$9,799)	(3.0%)	\$934,935	31.9%	\$944,161	32.6%	(\$9,226)	(1.0%)
Parts Department Expenses	\$146,190	14.4%	\$149,068	14.5%	(\$2,877)	(1.9%)	\$429,184	14.6%	\$424,399	14.7%	\$4,785	1.1%
Body Shop Department Expenses	\$20,367	2.0%	\$22,522	2.2%	(\$2,155)	(9.6%)	\$59,683	2.0%	\$64,922	2.2%	(\$5,239)	(8.1%)
NEW MB												
GP per Unit inc. Reserve & Bonus												
C-Class	\$2,011	--	\$1,887	--	\$124	6.6%	\$1,821	--	\$1,822	--	(\$0)	(0.0%)
CLS-Class	\$5,053	--	\$6,135	--	(\$1,081)	(17.6%)	\$4,867	--	\$6,373	--	(\$1,506)	(23.6%)
E-Class	\$3,465	--	\$3,640	--	(\$175)	(4.8%)	\$3,218	--	\$3,505	--	(\$287)	(8.2%)
S-Class	\$9,023	--	\$9,343	--	(\$320)	(3.4%)	\$8,436	--	\$8,613	--	(\$177)	(2.1%)
CL-Class	\$12,301	--	\$8,227	--	\$4,074	49.5%	\$11,867	--	\$7,046	--	\$4,821	68.4%
SL-Class	\$8,216	--	\$7,590	--	\$626	8.3%	\$8,045	--	\$7,903	--	\$142	1.8%
SLK-Class	\$3,452	--	\$3,441	--	\$11	0.3%	\$3,252	--	\$3,497	--	(\$246)	(7.0%)
CLK-Class	\$4,217	--	\$3,396	--	\$822	24.2%	\$3,778	--	\$3,492	--	\$286	8.2%
M-Class	\$3,489	--	\$2,682	--	\$807	30.1%	\$3,278	--	\$2,830	--	\$448	15.8%
G-Class	\$8,925	--	\$6,592	--	\$2,333	35.4%	\$9,172	--	\$7,682	--	\$1,490	19.4%
GL-Class	\$4,966	--	N/A	--	N/A	N/A	\$4,765	--	N/A	--	N/A	N/A
R-Class	\$3,521	--	\$3,147	--	\$374	11.9%	\$3,358	--	\$4,147	--	(\$789)	(19.0%)
New MB Passenger Cars - GP/Unit	\$4,714	--	\$4,787	--	(\$73)	(1.5%)	\$4,478	--	\$4,587	--	(\$108)	(2.4%)
- % Sales	7.5%	--	7.8%	--	(0.3%)	(4.4%)	7.1%	--	7.6%	--	(0.6%)	(7.7%)
New MB Light Truck - GP/Unit	\$4,375	--	\$3,147	--	\$1,227	39.0%	\$4,161	--	\$3,382	--	\$779	23.0%
- % Sales	7.5%	--	6.4%	--	1.1%	17.3%	7.1%	--	6.8%	--	0.4%	5.4%
New MB PC and LT - GP/Unit	\$4,617	--	\$4,431	--	\$186	4.2%	\$4,384	--	\$4,318	--	\$66	1.5%
- % Sales	7.5%	--	7.6%	--	(0.1%)	(1.1%)	7.1%	--	7.5%	--	(0.4%)	(5.3%)
PRE-OWNED MB												
Pre-Owned MB Units: P/C, L/T, CPO Retail	31	--	28	--	3	9.5%	81	--	77	--	4	5.6%
GP/Unit (Net of Reconditioning)	\$2,784	--	\$2,688	--	\$96	3.6%	\$2,684	--	\$2,598	--	\$85	3.3%
% Sales	7.4%	--	7.2%	--	0.3%	3.8%	7.2%	--	7.1%	--	0.1%	0.7%
M-B Certified Pre-Owned Units	20	--	16	--	3	21.5%	50	--	43	--	7	15.7%
GP/Unit (Net of Reconditioning)	\$2,850	--	\$2,733	--	\$117	4.3%	\$2,746	--	\$2,677	--	\$68	2.5%
Reconditioning Cost Per Unit	\$1,663	--	\$1,587	--	\$76	4.8%	\$1,664	--	\$1,548	--	\$117	7.5%
MB INVENTORY DAYS SUPPLY												
New P/C (Units) **	62	--	51	--	10	20.0%	73	--	63	--	10	15.4%
New L/T (Units) **	41	--	51	--	(10)	(19.2%)	46	--	61	--	(15)	(24.9%)
Pre-Owned MB (Units) **	51	--	57	--	(6)	(10.5%)	58	--	63	--	(5)	(7.2%)
MB Parts (\$ EOM)	49	--	45	--	3	6.9%	51	--	51	--	0	0.1%
** Uses current month sales for MTD; average sales for YTD												
SERVICE AND PARTS												
Gross Profit Margins = GP / Sales												
MB Customer Labor	76.19%	--	76.02%	--	0.18%	0.2%	76.29%	--	75.88%	--	0.41%	0.5%
MB Warranty Labor	76.03%	--	75.30%	--	0.73%	1.0%	75.82%	--	75.32%	--	0.49%	0.7%
MB Total Labor	74.63%	--	74.14%	--	0.49%	0.7%	74.64%	--	74.14%	--	0.51%	0.7%
MB Customer Parts	43.29%	--	41.25%	--	2.04%	5.0%	43.28%	--	42.32%	--	0.96%	2.3%
MB Warranty Parts	27.06%	--	26.63%	--	0.42%	1.6%	27.09%	--	26.56%	--	0.53%	2.0%
MB Wholesale Parts	23.35%	--	23.25%	--	0.10%	0.4%	23.08%	--	23.16%	--	(0.08%)	(0.3%)
MB Total Parts	32.02%	--	30.57%	--	1.44%	4.7%	32.07%	--	31.12%	--	0.95%	3.1%
Fixed Coverage	71.20%	--	73.31%	--	(2.11%)	--	69.30%	--	70.64%	--	(1.34%)	--

EXECUTIVE SUMMARY
KEY INDICATOR COMPARISON
AVERAGE TOP 55 EXCLUSIVE DEALER
March 2007

KEY INDICATORS

	2007 February MTD	2007 March MTD	2006 March MTD	'07 vs. '06 +/-	2007 March YTD	2006 March YTD	'07 vs. '06 +/-
BALANCE SHEET							
CURRENT RATIO (2.0 or higher)	3.93	3.93	3.97	(0.04)			
LIQUIDITY RATIO (1.0 or higher)	3.33	3.35	3.36	(0.00)			
NET DEBT TO WORTH (1.0 or lower)	0.63	0.62	0.63	(0.00)			
RETURN ON ASSETS ANNUALIZED	4.2%	9.6%	-	-	6.2%	6.7%	(0.5%)
RETURN ON INVESTMENT ANNUALIZED (20% or higher)	10.7%	24.9%	-	-	16.2%	17.7%	(1.48%)
WORKING CAPITAL ACTUAL AS % OF R.O.R.A.	231%	236%	-	-	236%	236%	0.36%
VARIABLE OPERATIONS							
M-B CERTIFIED PRE-OWNED : TOTAL M-B PRE-OWNED	61.2%	64.0%	57.7%	6.3%	61.8%	56.4%	5.4%
SELLING RATIO M-B PRE-OWNED:M-B NEW VEHICLES (35%)	38.7%	36.0%	31.1%	4.9%	36.8%	34.7%	2.1%
FIXED OPERATIONS							
FIXED COVERAGE (greater than 72%)	66.6%	71.2%	73.3%	(2.1%)	69.3%	70.6%	(1.3%)
M-B EFFICIENCY (125%)	110.7%	119.8%	110.0%	9.8%	114.2%	114.6%	(0.5%)
M-B SERVICE MARKET SHARE	42.4%	48.1%			45.3%	51.2%	(5.9%)
DAYS SUPPLY - PARTS (< 60 days)	55	49	45	4	51	51	0
M-B LABOR SALES MIX							
RETAIL (60%)	55.9%	56.7%	49.5%	7.3%	55.6%	48.9%	6.7%
WARRANTY (30%)	35.2%	34.0%	41.7%	(7.7%)	35.1%	42.7%	(7.7%)
INTERNAL (10%)	8.9%	9.2%	8.8%	0.4%	9.3%	8.3%	1.0%
M-B TOTAL PARTS SALES : M-B TOTAL LABOR SALES	1.40	1.37	1.44	(0.06)	1.39	1.41	(0.02)
AVERAGE LABOR RATE - M-B CUSTOMER (A)	\$110.14	\$110.25	\$105.34	\$4.91			
- M-B WARRANTY (A)	\$102.68	\$102.97	\$98.36	\$4.61			
AVERAGE CUSTOMER SALES PER TRANSACTION	\$310	\$310	\$267	\$43	\$307	\$266	\$42
HOURS PER M-B CUSTOMER TRANS	3.13	3.07	2.78	0.29	3.04	2.77	0.27
AVERAGE WARRANTY SALES PER TRANSACTION	\$218	\$218	\$243	(\$25)	\$217	\$239	(\$22)
HOURS PER M-B WARRANTY TRANS	2.11	2.09	2.49	(0.40)	2.08	2.43	(0.35)
A/R DAYS OUTSTANDING - CUSTOMER	12.2	11.4			12.1	11.8	0.3
A/R DAYS OUTSTANDING - WARRANTY (< 20 days)	7.0	6.0			6.2	8.6	(2.4)

**MARKETING INCENTIVES
BY MODEL CLASS
March 2007**

C-CLASS

- MBC Bonus Cash - 4/06 - MY06 C350/W/W4/WZ - \$3,000
- Retail Cash- 5/05- MY06 C350W/W4/WZ- \$3, 500
- Retail Cash - 7/05- MY06 C350W/W4/WZ- \$5,000
- Retail Cash- 08/06- MY06 (C230WZ- \$2,500) (C280W/W4- \$3,000)
- MBF Lease Cash- 11/06- MY07 C230WZ, C280W4- \$1,000
- Inventory Cash- 2/07- MY06 (C230WZ- \$2,500) (C280W/W4- \$3,000) (C350W/W4/WZ,C55 \$5,000)

E-CLASS

- Retail Cash - 03/06 - MY06 (E350S/S4, E500W/W4/S4) -\$3,000
- Retail Cash- 08/06- MY06 (E320CDI- \$3,500) (E350W/W4- \$5,000)
- MBC Bonus Cash- 10/06- MY07 E320 Bluetec, E350W, E550W- \$1,000
- MBF Lease Cash- 11/06- MY07 E350W, E550W- \$2,000
- Retail Cash - 12/06- (MY06 E320CDI- \$6,000) (MY06 E350W- \$8,000) (MY06 E500W/W4/S4- \$10,000)
- Inventory Cash- 2/07 MY06 (E320CDI \$3,500) (E350W/W4/S/S4 \$5,000) (E550W/W4/S4 \$7,000)

CLS- CLASS

- Retail Cash- 08/06- MY06 CLS500 - \$2,000
- Retail Cash- 11/06- MY06 CLS500 - \$4,000
- Retail Cash- 1/07- MY06 CLS500- \$2,000
- Inventory Cash- 2/07- MY06 CLS500- \$2,000

S-CLASS

- Retail Cash - 03/06 - MY06 S55 -\$7,000
- Retail Cash- 5/05- MY06 S350W, S430V/V4, S500V4, S55- \$7,000; MY06 S500V -\$10,000; MY06 S600V, S65- \$12,000

CL-CLASS

- Retail Cash - 04/06 - Retail Cash - CL500: \$5,000, CL600: \$10,000, CL55: \$7,500, CL65: \$10,000
- Retail Cash- 07/06 - MY06 - CL500-\$7,500; CL600-\$15,000; CL55-\$10,000; CL65-\$15,000
- Retail Cash- 10/06- MY 06 - CL500 \$12,500; CL55 \$15,000; CL600/CL65 \$20,000
- Retail Cash- 1/07- MY06 - CL500- \$7,500; CL55- \$10,000 CL600, CL65- \$15,000
- Inventory Cash- 2/07- MY06 (CL500 \$7,500) (CL55 \$10,000) (CL660, CL65 \$15,000)

CLK-CLASS

- Retail Cash - 06/06 - MY06 CLK350A/C, CLK500A/C - \$1,500
- Retail Cash - 08/06- MY06 (CLK350C- \$2,500) (CLK500C, CLK500A - \$4,000)
- MBF Bonus Cash -10/06- MY07 CLK350C,CLK550C -\$1,000
- MBF Lease Cash -11/06- MY07 CLK350C,CLK550C -\$2000
- Retail Cash- 12/06- MY06 (CLK350C- \$4,500) (CLK350A- \$3,500) (CLK500C/A- \$5,000)
- Inventory Cash- 2/07- MY06 (CLK350C \$2,500) (CLK350A \$1,500) (CLK 500C, CLK500A \$4,000)
- MBF Lease Cash- 03/07- MY07 CLK350A, CLK550A -\$2,000

SL-CLASS

- Retail Cash - 03/06 - MY06 SL500 - \$7,000 & MY06 SL600 - \$10,000
- Inventory Cash - 06/06 - MY 05 (SL500 - \$8,000 & SL600 - \$15,000) MY06 (SL500 - \$7,000 & SL600 - \$10,000)
- MBF Lease Cash- 03/07- MY07 SL550 \$2,000

SLK-CLASS

- Retail Cash- 08/06- MY06 SLK280, SLK350 - \$2,000
- Retail Cash- 11/06- MY06 SLK280, SLK350 - \$4000
- Retail Cash- 1/07- MY06 SLK280, SLK350- \$2,000
- Inventory Cash- 2/07- MY06 SLK280,SLK350 \$2,000

M-CLASS

- Retail Cash- 08/06- MY06 ML350, ML500- \$3,000
- MBF Bonus Cash- 10/06- MY07 ML320CDI, ML350, ML500- \$1,000
- MBF Lease Cash- 10/06- MY07 ML350, ML500- \$2000
- Inventory Cash- 2/07 MY06 ML350, ML500 \$2,000

R-CLASS

- Retail Cash- 08/06- MY06 R350, R500- \$7,000
- Retail Cash- 10/06- MY06 R500- \$10,000
- Retail Cash- 1/07- MY06 5R00- \$7,000
- Inventory Cash- 2/07- MY06 R350, R500 \$7,000

Maybach

- Retail Allowance - MY '05 - 02/06 - (Maybach 57 - \$50,000) & (Maybach 62 - \$85,000)

Lease Pull Forward

- Loyalty Accelerator - 5/05- MY06 ML350 \$519/ mo lease for 27 mos; MY07 GL450 \$689/mo lease for 39 mos
- Loyalty Accelerator - 06/06 - MY06 C230WZ \$329/mo for 27 mos; MY06 C280W4 \$379/mo for 27 mo; MY06 E320CDI, E350W \$529/mo for 27 mos; MY06 E350W4 - \$569/mo for 27 mos



GROSS PROFIT and MARGIN ANALYSIS - REGION COMPARISON
AVERAGE TOP 55 DEALER PERFORMANCE
 March 2007

MODEL or VARIABLE	NORTHEAST		SOUTHEAST		WESTERN		CENTRAL		NATIONAL		
	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD	
C230WZ	GP-PNVS	\$2,141	\$1,958	\$1,850	\$1,935	\$1,416	\$1,103	\$2,295	\$2,146	\$1,727	\$1,515
	GP % Sales	6.49%	5.96%	5.74%	5.96%	4.43%	3.48%	6.96%	6.50%	5.35%	4.70%
C280W	GP-PNVS	\$1,781	\$1,460	\$2,402	\$2,146	\$2,070	\$1,720	\$2,544	\$2,418	\$2,158	\$1,867
	GP % Sales	4.91%	4.00%	6.68%	5.96%	5.76%	4.81%	7.00%	6.61%	5.98%	5.17%
C280W-4	GP-PNVS	\$2,546	\$2,419	\$3,737	\$3,077	\$3,031	\$2,897	\$2,446	\$2,247	\$2,540	\$2,407
	GP % Sales	6.90%	6.55%	10.40%	8.52%	7.94%	7.44%	6.71%	6.15%	6.90%	6.53%
C320W-WZ / C350W-WZ	GP-PNVS	\$2,444	\$2,221	\$2,701	\$2,794	\$1,944	\$2,019	\$3,539	\$2,844	\$2,277	\$2,254
	GP % Sales	5.85%	5.72%	6.70%	6.93%	5.31%	5.45%	8.25%	6.79%	5.95%	5.91%
C320W-4 / C350W-4	GP-PNVS	\$3,322	\$3,198			(\$407)	\$2,175			\$3,035	\$3,098
	GP % Sales	6.76%	6.81%			(0.98%)	4.85%			6.25%	6.63%
C55 AMG	GP-PNVS	\$3,499	\$2,797		\$1,926	\$682	\$1,494	\$4,255	\$4,696	\$2,523	\$2,690
	GP % Sales	6.65%	5.64%		3.78%	1.41%	3.37%	9.20%	9.74%	5.29%	5.76%
E320 CDI	GP-PNVS	\$4,182	\$4,014	\$4,012	\$4,074	\$4,057	\$4,219	\$4,312	\$4,061	\$4,147	\$4,103
	GP % Sales	7.80%	7.50%	7.55%	7.62%	7.24%	7.61%	7.86%	7.45%	7.67%	7.59%
E320S / E350S	GP-PNVS	\$2,948	\$2,459	\$6,464	\$4,335	\$3,137	\$2,844	\$3,984	\$3,984	\$3,358	\$3,071
	GP % Sales	6.27%	5.05%	11.80%	7.61%	6.49%	5.80%	7.52%	7.52%	6.86%	6.09%
E320S-4 / E350S-4	GP-PNVS	\$4,265	\$4,026	\$4,991	\$4,839	\$4,180	\$3,802	\$5,902	\$5,141	\$4,484	\$4,156
	GP % Sales	7.37%	6.98%	8.43%	8.22%	7.22%	6.62%	10.03%	8.80%	7.71%	7.18%
E320W / E350W	GP-PNVS	\$3,786	\$3,494	\$3,478	\$3,263	\$2,143	\$1,942	\$3,813	\$3,650	\$2,853	\$2,599
	GP % Sales	7.28%	6.77%	6.64%	6.24%	4.26%	3.85%	7.33%	7.01%	5.58%	5.08%
E320W-4 / E350W-4	GP-PNVS	\$4,055	\$3,798	\$2,684	\$2,647	\$4,871	\$4,274	\$3,936	\$3,707	\$4,014	\$3,782
	GP % Sales	7.41%	6.94%	5.06%	5.04%	8.42%	7.67%	7.17%	6.79%	7.33%	6.92%
E500S-4 / E550S-4	GP-PNVS		\$8,316	\$4,791	\$5,268	\$1,965	\$4,665			\$4,085	\$5,362
	GP % Sales		14.59%	7.95%	8.85%	3.40%	7.68%			6.85%	8.99%
E500W / E550W	GP-PNVS	\$4,104	\$3,913	\$4,568	\$4,482	\$3,509	\$3,527	\$5,026	\$4,850	\$3,966	\$3,927
	GP % Sales	6.60%	6.33%	7.14%	7.02%	5.68%	5.67%	8.04%	7.75%	6.37%	6.28%
E500W-4 / E550W4	GP-PNVS	\$5,386	\$5,108	\$2,150	\$3,005	\$2,891	\$3,826	\$4,628	\$4,368	\$4,934	\$4,716
	GP % Sales	8.29%	7.90%	3.42%	4.80%	4.66%	6.05%	7.41%	6.90%	7.72%	7.36%
E55 AMG / E63 AMG	GP-PNVS	\$6,063	\$5,809	\$6,269	\$6,167	\$5,940	\$6,562	\$9,094	\$7,611	\$6,492	\$6,578
	GP % Sales	7.11%	6.67%	6.97%	6.89%	6.64%	7.27%	9.85%	8.26%	7.27%	7.32%
E55S AMG / E63S AMG	GP-PNVS	\$7,838	\$7,838		\$5,105	\$7,155	\$6,518	\$8,409	\$6,811	\$7,987	\$6,583
	GP % Sales	8.75%	8.75%		5.62%	7.90%	7.35%	9.66%	7.72%	9.02%	7.40%
S350W	GP-PNVS	\$2,808	\$2,475	\$6,660	\$5,438		\$1,273			\$6,320	\$3,873
	GP % Sales	5.39%	4.81%	10.16%	8.28%		3.34%			5.38%	2.86%
S430V / S450V	GP-PNVS										
	GP % Sales										
S430V-4 / S450V-4	GP-PNVS										
	GP % Sales										
S500V / S550V	GP-PNVS	\$7,342	\$7,147	\$7,699	\$7,193	\$8,049	\$7,242	\$7,944	\$7,656	\$7,856	\$7,294
	GP % Sales	8.05%	7.86%	8.33%	7.74%	8.64%	7.80%	8.48%	8.17%	8.46%	7.87%
S500V-4 / S550V-4	GP-PNVS	\$9,257	\$9,019	\$7,294	\$7,557	\$10,792	\$10,722	\$8,253	\$7,648	\$9,080	\$8,721
	GP % Sales	9.69%	9.43%	7.99%	7.93%	10.41%	10.21%	8.50%	7.93%	9.46%	9.09%
S600V	GP-PNVS	\$14,222	\$13,740	\$13,557	\$13,376	\$14,145	\$13,582	\$12,012	\$12,029	\$13,618	\$13,314
	GP % Sales	9.83%	9.43%	9.33%	9.26%	9.64%	9.23%	8.41%	8.41%	9.38%	9.15%
S55 AMG	GP-PNVS		\$8,757	\$15,906	\$12,549	\$3,655	\$9,437			\$9,780	\$10,643
	GP % Sales		9.31%	11.12%	10.67%	2.53%	6.47%			6.81%	8.22%
S65 AMG	GP-PNVS	\$16,430	\$16,911	\$18,915	\$17,928	\$20,699	\$20,742	\$23,531	\$21,384	\$19,810	\$19,519
	GP % Sales	8.89%	9.13%	9.90%	10.31%	10.94%	11.23%	12.21%	11.21%	10.48%	10.62%



GROSS PROFIT and MARGIN ANALYSIS - REGION COMPARISON
AVERAGE TOP 55 DEALER PERFORMANCE
 March 2007

MODEL or VARIABLE		NORTHEAST		SOUTHEAST		WESTERN		CENTRAL		NATIONAL	
		Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD
CL500 / CL550	GP-PNVS	\$12,189	\$11,439	\$12,112	\$11,519	\$11,490	\$11,124	\$11,152	\$10,693	\$11,773	\$11,208
	GP % Sales	11.27%	10.61%	11.12%	10.56%	10.78%	10.25%	10.29%	9.82%	10.92%	10.33%
CL600	GP-PNVS	\$14,811	\$15,062	\$15,057	\$13,696	\$16,761	\$18,050	\$15,176	\$13,993	\$15,403	\$15,236
	GP % Sales	10.16%	10.27%	10.11%	9.25%	11.06%	11.80%	10.37%	9.50%	10.39%	10.22%
CL55 AMG / CL63 AMG	GP-PNVS			\$10,201	\$9,557	\$9,516	\$9,516			\$9,858	\$9,536
	GP % Sales			9.42%	8.68%	8.45%	8.45%			8.93%	8.58%
CL65 AMG	GP-PNVS				\$18,739						\$19,981
	GP % Sales				10.88%						11.60%
SL500R / SL550R	GP-PNVS	\$7,939	\$7,790	\$7,354	\$7,130	\$6,399	\$6,522	\$8,535	\$8,205	\$7,447	\$7,252
	GP % Sales	7.89%	7.74%	7.42%	7.15%	6.49%	6.52%	8.43%	8.08%	7.46%	7.22%
SL600R	GP-PNVS	\$11,503	\$11,652	\$11,911	\$11,856	\$11,675	\$11,866	\$10,822	\$9,774	\$11,608	\$11,600
	GP % Sales	8.34%	8.52%	8.42%	8.90%	8.45%	8.46%	7.80%	7.09%	8.36%	8.42%
SL55K AMG	GP-PNVS	\$9,844	\$10,216	\$11,781	\$11,152	\$13,075	\$12,320	\$12,553	\$12,903	\$11,767	\$11,584
	GP % Sales	7.33%	7.53%	8.75%	8.29%	9.37%	8.89%	10.50%	10.49%	8.85%	8.65%
SL65 AMG	GP-PNVS	\$19,600	\$16,113	\$17,941	\$14,353	\$14,719	\$16,569	\$22,536	\$14,755	\$16,709	\$15,773
	GP % Sales	10.14%	8.86%	9.72%	8.23%	7.71%	8.72%	11.71%	7.99%	8.77%	8.50%
SLR	GP-PNVS	\$11,671	\$22,796			\$18,898	\$22,657	\$74,279	\$74,279	\$29,130	\$26,504
	GP % Sales	3.25%	6.60%			4.45%	5.67%	19.86%	19.86%	7.68%	7.22%
SLK230 / SLK280	GP-PNVS	\$3,380	\$3,319	\$3,232	\$3,130	\$2,436	\$2,388	\$3,352	\$3,144	\$3,020	\$2,891
	GP % Sales	7.12%	6.99%	6.76%	6.54%	5.15%	5.14%	7.01%	6.61%	6.35%	6.12%
SLK350	GP-PNVS	\$4,194	\$4,114	\$3,688	\$3,526	\$3,247	\$2,670	\$4,242	\$3,960	\$3,763	\$3,396
	GP % Sales	7.93%	7.81%	7.04%	6.74%	6.27%	5.22%	8.14%	7.59%	7.20%	6.54%
SLK55 AMG	GP-PNVS	\$4,326	\$4,159	\$5,647	\$4,902	\$5,561	\$5,340	\$5,591	\$5,349	\$5,258	\$5,003
	GP % Sales	6.50%	6.33%	8.28%	7.16%	8.05%	7.75%	8.19%	7.90%	7.72%	7.37%
CLK320C / CLK350C	GP-PNVS	\$3,927	\$3,428	\$3,926	\$3,461	\$2,363	\$2,197	\$3,474	\$3,506	\$3,292	\$2,951
	GP % Sales	7.91%	6.99%	7.89%	7.04%	4.95%	4.64%	6.99%	7.01%	6.72%	6.08%
CLK320A / CLK350A	GP-PNVS	\$5,180	\$4,730	\$4,739	\$4,325	\$3,007	\$2,848	\$5,278	\$4,905	\$4,324	\$3,986
	GP % Sales	9.19%	8.42%	8.42%	7.71%	5.56%	5.24%	9.31%	8.71%	7.78%	7.17%
CLK500C / CLK550C	GP-PNVS	\$4,068	\$4,184	\$4,421	\$4,222	\$2,898	\$2,383	\$6,234	\$5,622	\$3,852	\$3,439
	GP % Sales	6.87%	7.04%	6.90%	6.62%	4.88%	4.02%	9.97%	9.12%	6.29%	5.66%
CLK500A / CLK550C	GP-PNVS	\$5,851	\$5,632	\$5,655	\$5,128	\$4,516	\$4,132	\$6,145	\$5,708	\$5,418	\$5,016
	GP % Sales	8.76%	8.39%	8.32%	7.64%	6.94%	6.37%	8.92%	8.36%	8.12%	7.55%
CLK55 AMG / CLK63 AMG	GP-PNVS	\$7,180	\$7,191	\$6,602	\$5,687	\$6,658	\$6,129	\$6,340	\$5,173	\$6,752	\$5,978
	GP % Sales	7.77%	7.90%	7.14%	7.57%	7.21%	6.61%	7.03%	5.54%	7.33%	6.76%
CLS500 / CLS550	GP-PNVS	\$4,320	\$4,247	\$5,262	\$5,111	\$4,061	\$3,731	\$5,035	\$4,812	\$4,522	\$4,314
	GP % Sales	6.05%	5.97%	7.17%	6.98%	5.65%	5.22%	6.93%	6.62%	6.26%	6.00%
CLS55 AMG / CLS63 AMG	GP-PNVS	\$8,669	\$8,413	\$9,255	\$8,133	\$8,978	\$9,263	\$7,565	\$8,052	\$8,654	\$8,628
	GP % Sales	8.82%	8.62%	9.38%	8.97%	9.02%	9.20%	7.56%	8.04%	8.72%	8.81%



GROSS PROFIT and MARGIN ANALYSIS - REGION COMPARISON
AVERAGE TOP 55 DEALER PERFORMANCE
 March 2007

MODEL or VARIABLE		NORTHEAST		SOUTHEAST		WESTERN		CENTRAL		NATIONAL	
		Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD
ML350	GP-PNVS	\$3,506	\$3,124	\$3,214	\$2,914	\$2,529	\$2,481	\$3,621	\$3,295	\$3,162	\$2,934
	GP % Sales	7.38%	6.61%	6.72%	6.13%	5.39%	5.26%	7.46%	6.81%	6.65%	6.18%
ML500	GP-PNVS	\$4,545	\$4,193	\$4,400	\$3,908	\$4,643	\$4,156	\$5,007	\$4,564	\$4,614	\$4,191
	GP % Sales	7.96%	7.35%	7.45%	6.61%	7.67%	6.99%	8.59%	7.79%	7.89%	7.18%
ML63 AMG	GP-PNVS	\$8,659	\$7,911	\$8,952	\$7,760	\$8,618	\$8,665	\$7,385	\$6,665	\$8,248	\$7,735
	GP % Sales	9.52%	9.33%	10.02%	8.66%	9.51%	9.57%	8.98%	7.91%	9.41%	8.92%
ML320 CDI	GP-PNVS	\$3,929	\$3,726	\$4,106	\$3,860	\$4,561	\$4,368	\$3,834	\$3,629	\$3,998	\$3,783
	GP % Sales	8.00%	7.45%	8.18%	7.73%	8.99%	8.63%	7.47%	7.13%	7.94%	7.50%
G500	GP-PNVS	\$7,856	\$7,281	\$7,592	\$7,689	\$8,024	\$8,382	\$8,065	\$7,973	\$7,927	\$7,903
	GP % Sales	9.99%	9.31%	9.73%	9.81%	9.39%	9.86%	9.72%	9.59%	9.73%	9.72%
G55 AMG	GP-PNVS	\$10,580	\$10,369	\$10,116	\$11,262	\$11,354	\$11,954	\$11,041	\$10,456	\$10,937	\$11,232
	GP % Sales	10.03%	9.83%	9.54%	10.45%	10.45%	10.98%	10.35%	9.83%	10.22%	10.46%
GL320 CDI	GP-PNVS	\$5,889	\$5,604	\$5,933	\$5,938	\$6,739	\$6,587	\$6,523	\$6,052	\$6,238	\$6,012
	GP % Sales	9.34%	8.95%	9.34%	9.24%	10.71%	10.38%	10.21%	9.56%	9.84%	9.50%
GL450	GP-PNVS	\$4,873	\$4,365	\$5,407	\$5,132	\$4,483	\$4,348	\$5,273	\$5,195	\$4,884	\$4,697
	GP % Sales	7.61%	6.84%	8.32%	7.92%	7.00%	6.81%	8.18%	8.03%	7.60%	7.32%
R350	GP-PNVS	\$3,782	\$3,630	\$4,035	\$3,609	\$2,167	\$2,067	\$3,387	\$3,257	\$3,376	\$3,181
	GP % Sales	7.97%	7.56%	8.02%	7.30%	4.56%	4.33%	7.04%	6.71%	7.04%	6.59%
R500	GP-PNVS	\$4,454	\$4,417	\$4,216	\$4,035	\$2,952	\$3,161	\$3,678	\$3,850	\$3,705	\$3,765
	GP % Sales	7.62%	7.71%	7.69%	7.69%	5.01%	5.46%	6.49%	6.83%	6.45%	6.64%
R320 CDI	GP-PNVS	\$3,822	\$3,580	\$3,755	\$4,035	\$3,665	\$4,056	\$3,969	\$3,797	\$3,867	\$3,783
	GP % Sales	7.51%	7.02%	7.14%	7.67%	6.83%	7.35%	7.25%	6.83%	7.29%	7.05%
R63 AMG	GP-PNVS					\$9,020	\$9,824	\$10,122	\$8,377	\$9,158	\$9,534
	GP % Sales					9.76%	10.58%	10.48%	8.61%	9.85%	10.17%
Total New M-B P/C Only	GP-PNVS	\$5,325	\$5,163	\$4,890	\$4,710	\$3,823	\$3,614	\$5,219	\$5,008	\$4,714	\$4,478
	GP % Sales	8.20%	7.89%	7.69%	7.32%	6.37%	5.96%	8.11%	7.70%	7.49%	7.05%
Total New M-B PC & LT	GP-PNVS	\$5,051	\$4,795	\$4,799	\$4,582	\$3,838	\$3,673	\$5,119	\$4,845	\$4,617	\$4,384
	GP % Sales	8.09%	7.66%	7.73%	7.33%	6.42%	6.08%	8.09%	7.67%	7.48%	7.07%

Note: Gross Profit includes Dealer Reserve and Bonuses (except Remarketing)

M-B Pre-Owned Retail	GP per Unit	\$2,741	\$2,657	\$2,990	\$2,788	\$2,699	\$2,662	\$2,786	\$2,654	\$2,784	\$2,684
	GP % Sales	7.36%	7.19%	7.75%	7.30%	7.20%	7.04%	7.66%	7.28%	7.44%	7.18%
M-B Service	Gross Profit	\$316,611	\$889,381	\$411,526	\$1,151,822	\$545,752	\$1,575,879	\$252,541	\$698,013	\$369,516	\$1,044,494
	GP % Sales	74.32%	74.29%	74.48%	74.33%	74.92%	74.86%	74.74%	75.10%	74.63%	74.64%
M-B Parts	Gross Profit	\$190,809	\$542,783	\$259,448	\$742,182	\$309,173	\$896,867	\$144,897	\$412,828	\$217,941	\$624,930
	GP % Sales	31.77%	32.09%	32.23%	32.31%	31.85%	31.61%	32.55%	32.73%	32.02%	32.07%
TOTAL DEALERSHIP	Sales	\$8,037,292	\$20,737,329	\$9,636,981	\$26,198,159	\$12,166,015	\$33,916,184	\$6,336,472	\$16,060,702	\$8,829,198	\$23,519,996
	Gross Profit	\$812,473	\$2,225,629	\$1,099,793	\$2,996,634	\$1,287,122	\$3,669,150	\$694,232	\$1,843,888	\$940,525	\$2,592,634
	GP % Sales	10.11%	10.73%	11.41%	11.44%	10.58%	10.82%	10.96%	11.48%	10.65%	11.02%
OPERATING PROFIT		\$183,928	\$308,359	\$360,541	\$820,094	\$288,224	\$671,827	\$197,802	\$346,611	\$240,872	\$487,387
	% Sales	2.29%	1.49%	3.74%	3.13%	2.37%	1.98%	3.12%	2.16%	2.73%	2.07%
FIXED COVERAGE		66.27%	64.37%	77.27%	75.71%	73.23%	71.65%	70.31%	67.51%	71.20%	69.30%
Annualized R.O.I.			17.56%		16.00%		15.74%		16.00%		16.21%

R.O.I. = $\frac{\text{Annualized Net Profit before Tax}}{\text{Net Worth - Current Year Net Profit + 67\% LIFO Reserve}}$

Mercedes-Benz USA, LLC
GROSS PROFIT TREND by MODEL for EXCLUSIVE TOP 55 DEALERS

MODEL		2006 through December // 2007 starting January											March	December	December	
		For the month of :											2007	2006	2005	
		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	YTD	YTD	YTD
C230WZ	GP-PNVS	\$1,505	\$1,330	\$1,400	\$1,364	\$1,594	\$1,346	\$1,294	\$1,360	\$1,456	\$1,147	\$1,212	\$1,727	\$1,515	\$1,432	\$1,529
	GP % Sales	4.6%	4.1%	4.3%	4.2%	5.0%	4.1%	4.0%	4.2%	4.5%	3.6%	3.8%	5.3%	4.7%	4.4%	4.7%
C280W	GP-PNVS	\$1,796	\$1,855	\$1,742	\$1,566	\$2,033	\$1,869	\$1,619	\$1,828	\$1,612	\$1,705	\$1,587	\$2,158	\$1,867	\$1,759	\$1,654
	GP % Sales	5.1%	5.2%	4.9%	4.4%	5.7%	5.3%	4.6%	5.1%	4.6%	4.8%	4.4%	6.0%	5.2%	5.0%	4.8%
C280W-4	GP-PNVS	\$2,134	\$2,122	\$2,042	\$2,190	\$2,371	\$2,362	\$2,130	\$2,367	\$2,281	\$2,206	\$2,203	\$2,540	\$2,407	\$2,264	\$2,370
	GP % Sales	5.8%	5.8%	5.6%	5.9%	6.4%	6.4%	5.8%	6.5%	6.3%	6.0%	6.0%	6.9%	6.5%	6.2%	6.7%
C320W-WZ / C350W-WZ	GP-PNVS	\$2,371	\$2,859	\$2,107	\$2,560	\$2,408	\$2,158	\$2,392	\$2,223	\$2,203	\$2,360	\$2,227	\$2,277	\$2,254	\$2,276	\$2,184
	GP % Sales	6.2%	7.6%	5.7%	6.8%	6.4%	5.7%	6.1%	5.8%	6.0%	6.2%	5.9%	6.0%	5.9%	6.0%	5.7%
C320W-4 / C350W-4	GP-PNVS	\$3,160	\$3,032	\$3,048	\$3,004	\$2,455	\$2,900	\$2,500	\$2,597	\$2,525	\$3,357	\$3,180	\$3,035	\$3,098	\$2,878	\$2,757
	GP % Sales	8.0%	7.7%	7.8%	7.9%	6.4%	7.3%	6.2%	6.1%	6.3%	7.9%	7.2%	6.3%	6.6%	7.3%	7.0%
C55 AMG	GP-PNVS	\$3,335	\$3,313	\$3,921	\$3,126	\$3,701	\$1,247	\$970	\$475	(\$917)	\$536	\$2,834	\$2,523	\$2,690	\$2,858	\$4,032
	GP % Sales	7.1%	6.2%	6.9%	5.7%	6.8%	2.4%	1.9%	0.9%	(1.9%)	1.1%	6.2%	5.3%	5.8%	5.3%	7.1%
E320 CDI	GP-PNVS	\$3,712	\$4,554	\$4,042	\$3,547	\$3,819	\$3,330	\$4,063	\$4,143	\$3,552	\$3,746	\$4,048	\$4,147	\$4,103	\$3,736	\$3,840
	GP % Sales	7.1%	7.6%	6.9%	6.9%	7.6%	6.7%	7.6%	7.7%	6.8%	7.1%	7.5%	7.7%	7.6%	7.2%	7.3%
E320S / E350S	GP-PNVS	\$4,163	\$3,447	\$3,366	\$3,263	\$2,808	\$2,666	\$2,929	\$3,217	\$2,752	\$2,488	\$2,753	\$3,358	\$3,071	\$3,271	\$3,214
	GP % Sales	7.8%	6.6%	6.5%	6.4%	5.5%	5.3%	5.6%	6.4%	5.4%	4.8%	5.3%	6.9%	6.1%	6.3%	6.1%
E320S-4 / E350S-4	GP-PNVS	\$4,819	\$5,321	\$5,582	\$4,031	\$4,258	\$3,983	\$4,060	\$4,025	\$3,621	\$4,182	\$3,575	\$4,484	\$4,156	\$4,238	\$4,021
	GP % Sales	8.5%	8.5%	9.2%	7.3%	7.5%	7.0%	7.2%	7.1%	6.9%	6.2%	7.7%	7.2%	7.5%	7.2%	7.5%
E320W / E350W	GP-PNVS	\$2,699	\$3,742	\$3,563	\$2,564	\$2,817	\$2,534	\$2,676	\$2,631	\$2,605	\$2,531	\$2,298	\$2,853	\$2,599	\$2,658	\$2,834
	GP % Sales	5.4%	7.2%	5.7%	5.1%	5.5%	4.9%	5.3%	5.3%	5.2%	5.0%	4.5%	5.6%	5.1%	5.3%	5.6%
E320W-4 / E350W-4	GP-PNVS	\$3,363	\$3,712	\$3,369	\$3,476	\$3,671	\$3,760	\$3,722	\$3,420	\$3,517	\$3,483	\$3,358	\$4,014	\$3,782	\$3,547	\$3,606
	GP % Sales	6.4%	7.2%	6.8%	6.5%	6.8%	6.9%	6.8%	6.3%	6.4%	6.4%	6.2%	7.3%	6.9%	6.7%	6.8%
E500S-4 / E550S-4	GP-PNVS	\$4,347	\$4,645	\$4,044	\$4,737	\$4,518	\$3,525	\$4,754	\$3,190	\$5,800	\$4,474	\$6,213	\$4,085	\$5,362	\$4,842	\$4,383
	GP % Sales	7.1%	8.0%	6.9%	8.4%	7.2%	6.0%	8.2%	9.0%	10.3%	8.1%	10.4%	6.9%	9.0%	8.0%	7.1%
E500W / E550W	GP-PNVS	\$4,237	\$5,252	\$3,878	\$4,345	\$3,844	\$4,036	\$3,715	\$3,787	\$3,823	\$3,137	\$3,876	\$3,966	\$3,927	\$3,975	\$3,699
	GP % Sales	7.2%	9.7%	6.8%	7.7%	6.7%	6.3%	6.1%	6.2%	6.4%	5.2%	6.2%	6.4%	6.3%	6.7%	6.4%
E500W-4 / E550W-4	GP-PNVS	\$4,394	\$2,446	\$2,395	\$3,979	\$4,228	\$4,481	\$4,272	\$3,880	\$4,084	\$3,765	\$4,403	\$4,934	\$4,716	\$4,209	\$3,699
	GP % Sales	7.2%	4.9%	4.8%	6.9%	7.0%	7.1%	6.7%	6.1%	6.5%	6.1%	6.8%	7.7%	7.4%	6.9%	6.4%
E55 AMG / E63 AMG	GP-PNVS	\$5,767	\$6,001	\$6,445	\$7,286	\$8,525	\$7,769	\$7,671	\$6,960	\$6,717	\$6,320	\$6,692	\$6,492	\$6,578	\$6,865	\$7,898
	GP % Sales	6.7%	7.0%	7.4%	8.1%	9.5%	8.7%	8.5%	7.7%	7.4%	7.0%	7.4%	7.3%	7.3%	7.8%	9.0%
E55S AMG / E63S AMG	GP-PNVS	\$5,479	\$5,441	\$7,957	\$8,170	\$7,502	\$6,162	\$8,051	\$6,348	\$9,775	\$5,503	\$7,987	\$6,583	\$6,907	\$6,907	\$8,228
	GP % Sales	6.8%	6.3%	8.9%	9.0%	8.4%	6.9%	8.7%	7.2%	10.6%	6.2%	9.0%	7.4%	7.4%	8.2%	9.0%
S350W	GP-PNVS	\$3,605	\$4,045	\$4,228	\$4,371	\$4,204	\$3,722	\$3,419	\$3,434	\$3,967	\$5,663	\$1,251	\$6,320	\$3,873	\$3,711	\$3,250
	GP % Sales	6.4%	6.7%	5.0%	7.3%	7.4%	6.3%	5.9%	5.5%	7.1%	3.5%	0.8%	5.4%	2.9%	6.5%	5.4%
S430V / S450V	GP-PNVS	\$3,532	\$3,397	\$3,352	\$2,540	\$1,353	\$5,044	\$2,829	\$3,383	\$3,295				\$3,761	\$4,305	
	GP % Sales	5.2%	5.1%	5.5%	3.9%	2.1%	7.7%	4.5%	4.7%	4.8%				5.6%	6.1%	
S430V-4 / S450V-4	GP-PNVS	\$2,956	\$4,226	\$3,640	\$3,155	\$3,735	\$7,701	\$1,698	\$10,606					\$4,141	\$4,438	
	GP % Sales	4.3%	6.2%	9.5%	4.7%	5.6%	9.7%	2.5%	10.6%					6.0%	6.1%	
S500V / S550V	GP-PNVS	\$9,660	\$9,102	\$8,690	\$8,476	\$7,820	\$7,684	\$7,693	\$7,885	\$7,674	\$7,090	\$6,759	\$7,856	\$7,294	\$8,730	\$6,100
	GP % Sales	10.5%	9.9%	8.7%	9.3%	8.6%	8.3%	8.3%	8.4%	8.2%	7.6%	7.3%	8.5%	7.9%	9.5%	7.4%
S500V-4 / S550V-4	GP-PNVS	\$8,077	\$6,449	\$7,707	\$6,898	\$10,981	\$7,736	\$9,687	\$9,729	\$9,224	\$8,595	\$8,187	\$9,080	\$8,721	\$8,956	\$5,741
	GP % Sales	9.1%	7.5%	7.8%	7.9%	11.0%	8.4%	10.1%	10.1%	9.5%	9.0%	8.5%	9.5%	9.1%	9.5%	6.8%
S600V	GP-PNVS	\$16,209	\$6,702	\$9,554	\$15,512	\$15,119	\$15,126	\$14,691	\$13,880	\$13,392	\$12,775	\$12,923	\$13,618	\$13,314	\$14,812	\$10,274
	GP % Sales	11.2%	6.3%	10.2%	10.5%	10.5%	10.4%	10.2%	9.6%	9.3%	8.9%	8.9%	9.4%	9.2%	10.3%	7.8%
S55 AMG	GP-PNVS	\$7,465	\$16,037	\$14,699	\$14,954	\$13,175	\$9,095	\$8,434	\$11,273	\$11,690	\$16,458	\$11,218	\$9,780	\$10,643	\$10,310	\$9,989
	GP % Sales	6.5%	11.1%	10.2%	11.3%	8.5%	7.0%	6.1%	8.0%	7.0%	9.4%	9.4%	6.8%	8.2%	7.8%	8.0%
S65 AMG	GP-PNVS	\$3,176	\$13,406	\$18,322	\$19,991	\$20,863	\$19,534	\$19,918	\$20,212	\$19,913	\$19,389	\$19,071	\$19,810	\$19,519	\$18,466	\$13,735
	GP % Sales	2.2%	8.4%	10.0%	10.6%	11.1%	10.6%	10.9%	10.5%	10.5%	10.3%	10.9%	10.5%	10.6%	10.1%	9.0%
CL500	GP-PNVS	\$6,585	\$5,692	\$6,202	\$4,692	\$6,866	\$4,478	\$2,496	\$12,136	\$10,705	\$10,193	\$10,571	\$11,773	\$11,208	\$8,948	\$7,427
	GP % Sales	7.5%	6.5%	7.2%	5.4%	7.9%	5.0%	3.2%	10.9%	9.9%	9.5%	9.7%	10.9%	10.3%	8.9%	8.5%
CL600	GP-PNVS	\$1,717	\$7,765	\$8,250	\$4,985	\$4,771	\$3,215	\$10,233	\$11,100	\$9,376	\$12,672	\$7,602	\$9,858	\$9,536	\$8,206	\$8,741
	GP % Sales	1.6%	6.8%	7.2%	4.6%	4.6%	3.2%	9.5%	10.0%	8.6%	11.3%	6.6%	8.9%	8.6%	7.3%	7.0%
CL55 AMG	GP-PNVS	\$9,211	\$2,783	\$12,541	\$8,566	\$1,066	\$9,289	\$478	\$15,824	\$14,829	\$14,563	\$15,058	\$15,403	\$15,236	\$9,457	\$9,406
	GP % Sales	7.8%	2.3%	10.5%	7.2%	1.0%	8.5%	0.5%	12.2%	9.7%	9.9%	10.1%	10.4%	10.2%	7.4%	8.2%
CL65 AMG	GP-PNVS	(\$1,291)	\$34,965	\$7,682	\$9,902	\$9,200	\$12,461		\$10,363	\$33,918	\$19,981			\$19,981	\$7,523	\$13,550
	GP % Sales	(0.9%)	18.6%	4.7%	5.9%		5.3%	8.8%	6.5%	14.8%	11.6%			11.6%	4.8%	7.8%

Note: Gross Profit includes Dealer Reserve and Bonuses (except Remarketing)

Mercedes-Benz USA, LLC
GROSS PROFIT TREND by MODEL for EXCLUSIVE TOP 55 DEALERS

MODEL		2006 through December // 2007 starting January											
		For the month of :											
		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
SL500R / SL550R	GP-PNVS	\$7,577	\$7,489	\$7,672	\$7,608	\$7,424	\$7,543	\$6,860	\$7,066	\$6,868	\$6,896	\$6,914	\$7,447
	GP % Sales	8.1%	7.8%	7.8%	7.7%	7.4%	7.5%	6.8%	7.0%	6.8%	6.8%	6.8%	7.5%
SL600R	GP-PNVS	\$10,979	\$11,551	\$11,866	\$10,196	\$9,952	\$11,150	\$12,869	\$12,023	\$11,066	\$11,779	\$11,589	\$11,608
	GP % Sales	8.4%	8.9%	9.2%	7.4%	7.6%	8.3%	9.3%	8.6%	8.2%	8.5%	8.5%	8.4%
SL55K AMG	GP-PNVS	\$12,143	\$11,811	\$10,628	\$11,495	\$11,007	\$10,925	\$12,641	\$11,380	\$11,037	\$11,145	\$11,055	\$11,767
	GP % Sales	9.3%	8.9%	8.1%	8.8%	8.6%	8.5%	9.3%	8.4%	8.3%	8.0%	8.1%	8.9%
SL65 AMG	GP-PNVS	\$9,895	\$10,234	\$15,145	\$10,007	\$14,712	\$16,025	\$12,773	\$16,018	\$19,635	\$17,932	\$15,198	\$16,709
	GP % Sales	5.5%	6.0%	8.4%	5.5%	8.0%	9.1%	6.9%	8.3%	10.3%	9.5%	8.3%	8.8%
SLR	GP-PNVS	\$19,854	\$12,809	\$14,589	\$24,358	\$26,639	\$24,435	\$12,283	(\$13,144)	\$16,899	\$17,316	\$25,454	\$29,130
	GP % Sales	4.7%	3.1%	3.5%	5.7%	6.2%	5.7%	3.1%	(3.6%)	4.5%	4.7%	7.0%	7.7%
SLK230 / SLK280	GP-PNVS	\$2,789	\$2,807	\$2,817	\$2,583	\$2,817	\$2,664	\$2,650	\$2,738	\$2,687	\$2,608	\$2,514	\$3,020
	GP % Sales	6.0%	6.0%	6.1%	5.6%	6.2%	5.8%	5.9%	5.9%	5.6%	5.5%	5.4%	6.4%
SLK350	GP-PNVS	\$3,577	\$3,278	\$3,271	\$3,057	\$3,341	\$3,189	\$2,878	\$3,151	\$3,147	\$3,138	\$2,623	\$3,763
	GP % Sales	6.8%	6.4%	6.3%	6.0%	6.6%	6.4%	5.6%	6.3%	6.2%	6.1%	5.1%	7.2%
SLK55 AMG	GP-PNVS	\$5,737	\$5,381	\$5,537	\$5,446	\$5,977	\$5,617	\$5,246	\$5,132	\$5,266	\$5,212	\$4,493	\$5,258
	GP % Sales	8.4%	7.9%	8.2%	8.1%	8.7%	8.3%	7.7%	7.4%	7.7%	7.5%	6.7%	7.7%
CLK320C / CLK350C	GP-PNVS	\$2,771	\$3,964	\$4,264	\$3,229	\$3,255	\$2,960	\$3,074	\$2,454	\$2,659	\$2,610	\$2,672	\$3,292
	GP % Sales	5.9%	7.1%	7.7%	6.5%	6.5%	5.9%	6.3%	5.1%	5.6%	5.5%	5.6%	6.7%
CLK320A / CLK350A	GP-PNVS	\$3,902	\$2,995	\$3,151	\$4,283	\$4,057	\$3,746	\$3,800	\$3,666	\$3,793	\$3,552	\$3,305	\$4,324
	GP % Sales	7.1%	6.1%	6.4%	7.6%	7.2%	6.7%	6.7%	6.4%	6.7%	6.3%	6.0%	7.8%
CLK500C / CLK550C	GP-PNVS	\$4,039	\$4,784	\$5,135	\$3,914	\$4,297	\$3,823	\$3,061	\$3,234	\$3,278	\$3,356	\$2,979	\$3,852
	GP % Sales	7.0%	7.4%	8.0%	6.3%	7.2%	6.2%	5.1%	5.2%	5.4%	5.6%	4.9%	6.3%
CLK500A / CLK550A	GP-PNVS	\$5,146	\$4,244	\$4,512	\$5,316	\$4,777	\$4,525	\$4,334	\$4,406	\$4,300	\$4,801	\$4,397	\$5,418
	GP % Sales	7.9%	6.8%	7.4%	8.1%	7.6%	7.1%	6.8%	6.7%	6.6%	7.4%	6.7%	8.1%
CLK55AMG / CLK63AMG	GP-PNVS	\$4,489	\$4,236	\$5,901	\$6,417	\$6,600	\$7,319	\$6,146	\$5,777	\$4,885	\$6,250	\$4,894	\$6,752
	GP % Sales	5.4%	5.1%	7.2%	7.7%	7.7%	7.9%	7.0%	6.8%	5.8%	6.8%	5.9%	7.3%
CLS500 / CLS550	GP-PNVS	\$4,882	\$4,568	\$4,288	\$4,322	\$4,504	\$4,551	\$4,194	\$4,374	\$4,176	\$4,232	\$4,054	\$4,522
	GP % Sales	6.9%	6.4%	6.1%	6.1%	6.4%	6.4%	5.9%	6.1%	5.8%	5.9%	5.7%	6.3%
CLS55 AMG / CLS63 AMG	GP-PNVS	\$9,261	\$9,212	\$4,288	\$8,747	\$9,482	\$8,862	\$9,033	\$8,747	\$8,253	\$8,229	\$8,595	\$8,654
	GP % Sales	9.5%	9.6%	9.5%	9.0%	10.0%	9.2%	8.9%	8.5%	8.2%	8.9%	8.7%	8.7%
ML320 CDI	GP-PNVS							\$1,767	\$4,302	\$3,673	\$3,693	\$3,527	\$3,998
	GP % Sales							3.2%	8.2%	7.3%	7.3%	7.0%	7.9%
ML350	GP-PNVS	\$2,538	\$2,388	\$2,506	\$2,241	\$2,703	\$2,369	\$2,654	\$2,662	\$2,630	\$2,480	\$2,676	\$3,162
	GP % Sales	5.5%	5.2%	5.3%	4.9%	6.0%	5.2%	5.7%	5.7%	5.6%	5.3%	5.6%	6.7%
ML500	GP-PNVS	\$3,292	\$3,739	\$2,351	\$3,030	\$3,825	\$3,383	\$3,406	\$3,534	\$3,623	\$3,345	\$3,745	\$4,614
	GP % Sales	6.0%	6.5%	5.1%	5.4%	6.8%	6.1%	6.0%	6.3%	6.4%	5.9%	6.4%	7.9%
ML63 AMG	GP-PNVS					\$3,415	\$4,196	\$4,392	\$8,671	\$8,354	\$8,152	\$7,385	\$8,248
	GP % Sales					4.6%	4.7%	5.0%	9.9%	9.3%	9.0%	8.6%	9.4%
G500	GP-PNVS	\$6,386	\$7,082	\$6,764	\$6,773	\$5,839	\$5,600	\$5,101	\$5,148	\$5,505	\$3,282	\$7,861	\$7,927
	GP % Sales	8.8%	10.5%	10.2%	9.7%	8.5%	8.2%	7.6%	7.4%	8.4%	5.0%	9.7%	9.7%
G55 AMG	GP-PNVS	\$8,211	\$9,359	\$10,398	\$10,048	\$8,256	\$10,290	\$8,647	\$6,463	\$5,392	\$6,994	\$11,538	\$10,937
	GP % Sales	7.9%	9.0%	10.0%	9.6%	8.1%	10.0%	8.6%	6.4%	5.2%	6.7%	10.7%	10.2%
GL320 CDI	GP-PNVS									\$1,911	\$4,284	\$5,648	\$6,238
	GP % Sales									3.2%	7.1%	8.9%	9.8%
GL450	GP-PNVS	\$6,794	\$6,480	\$6,134	\$5,283	\$5,115	\$4,740	\$4,575	\$4,372	\$4,258	\$3,296	\$4,487	\$4,884
	GP % Sales	10.5%	9.9%	9.3%	8.2%	7.9%	7.4%	7.2%	6.9%	6.8%	5.2%	7.0%	7.6%
R320 CDI	GP-PNVS							\$1,553	\$3,816	\$3,663	\$3,427	\$3,671	\$3,867
	GP % Sales							2.7%	7.0%	6.7%	6.5%	6.7%	7.3%
R350	GP-PNVS	\$3,522	\$3,344	\$3,172	\$3,079	\$2,784	\$2,541	\$2,859	\$2,780	\$2,867	\$2,959	\$2,910	\$3,376
	GP % Sales	7.2%	6.8%	6.6%	6.4%	6.0%	5.4%	5.8%	5.7%	5.9%	6.1%	6.0%	7.0%
R500	GP-PNVS	\$5,323	\$5,075	\$4,580	\$3,910	\$3,715	\$3,180	\$3,481	\$3,694	\$3,425	\$3,631	\$3,847	\$3,705
	GP % Sales	8.8%	8.5%	7.9%	6.9%	6.9%	5.9%	6.7%	6.8%	6.2%	6.5%	6.9%	6.4%
R63 AMG	GP-PNVS					\$1,084		\$3,689	\$9,253	\$10,375	\$7,576	\$11,042	\$9,158
	GP % Sales					1.7%		3.8%	10.0%	10.9%	8.3%	11.4%	9.9%
Total New M-B	GP-PNVS	\$4,413	\$4,368	\$4,182	\$3,817	\$4,121	\$4,004	\$4,051	\$4,217	\$3,957	\$3,954	\$4,082	\$4,617
	GP % Sales	7.4%	7.4%	7.2%	6.8%	6.7%	6.7%	6.7%	7.0%	6.7%	6.4%	6.5%	7.5%

March 2007	December 2006	December 2005
YTD	YTD	YTD
\$7,252	\$7,358	\$6,502
7.2%	7.6%	6.9%
\$11,600	\$11,344	\$10,723
8.4%	8.5%	8.0%
\$11,584	\$11,391	\$11,758
8.7%	8.8%	9.1%
\$15,773	\$14,102	\$17,409
8.5%	7.8%	9.4%
\$26,504	\$19,832	\$64,887
7.2%	4.8%	13.6%
\$2,891	\$2,803	\$3,695
6.1%	6.0%	7.7%
\$3,396	\$3,306	\$4,263
6.5%	6.4%	8.1%
\$5,003	\$5,534	\$6,975
7.4%	8.1%	10.2%
\$2,951	\$2,821	\$2,975
6.1%	6.0%	6.2%
\$3,986	\$3,922	\$4,458
7.2%	7.0%	8.0%
\$3,439	\$3,707	\$3,956
7.4%	7.0%	8.0%
\$5,016	\$4,786	\$5,338
7.5%	7.4%	8.3%
\$5,978	\$5,928	\$5,964
6.8%	7.0%	7.5%
\$4,314	\$4,710	\$7,002
6.0%	6.6%	9.5%
\$8,628	\$9,506	\$10,536
8.8%	9.7%	10.8%
\$3,783	\$4,059	
7.5%	7.7%	
\$2,934	\$2,544	\$3,105
6.2%	5.5%	6.8%
\$4,191	\$3,466	\$4,154
7.2%	6.2%	7.6%
\$7,735	\$8,336	
8.9%	9.5%	
\$7,903	\$6,166	\$6,684
9.7%	8.9%	8.5%
\$11,232	\$9,082	\$9,824
10.5%	8.8%	9.6%
\$6,012	\$1,911	
9.5%	3.2%	
\$4,697	\$5,091	
7.3%	7.9%	
\$3,783	\$3,834	
7.1%	6.9%	
\$3,181	\$3,200	\$6,143
6.6%	6.6%	9.2%
\$3,765	\$4,501	\$4,347
6.6%	7.9%	7.8%
\$9,534	\$8,716	
10.2%	9.5%	
\$4,384	\$4,172	\$3,911
7.1%	7.1%	7.1%

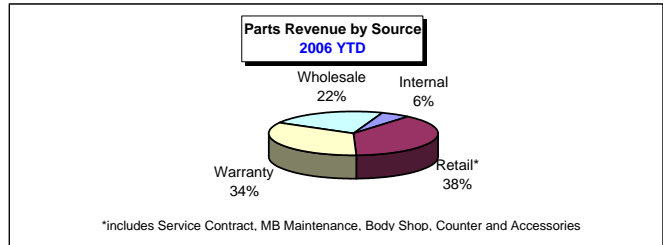
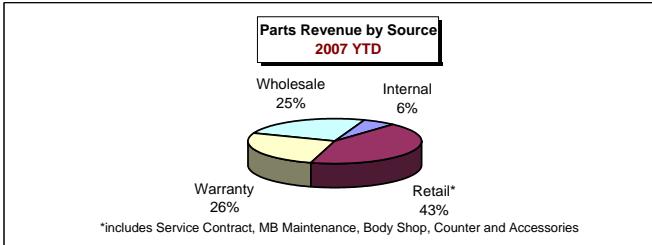
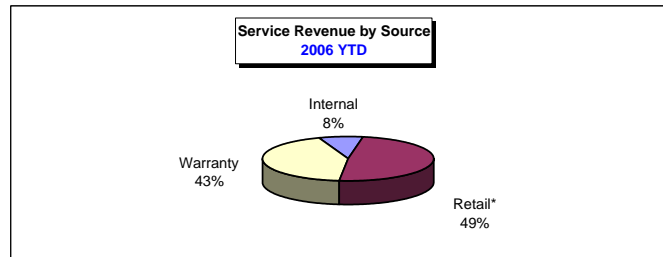
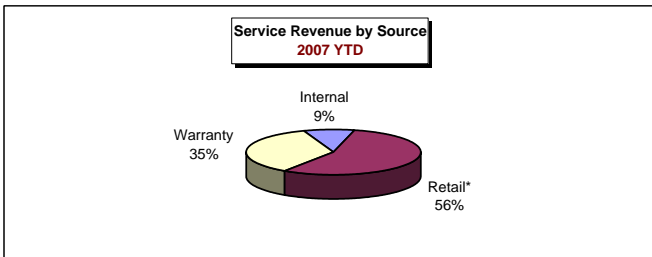
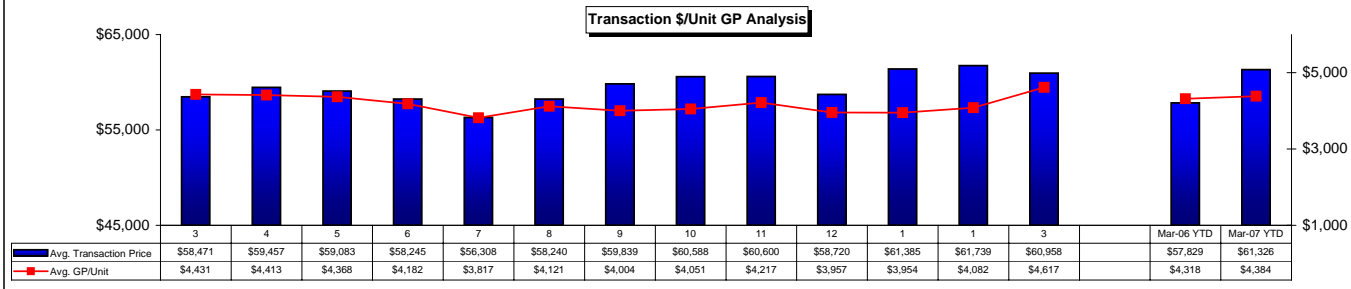
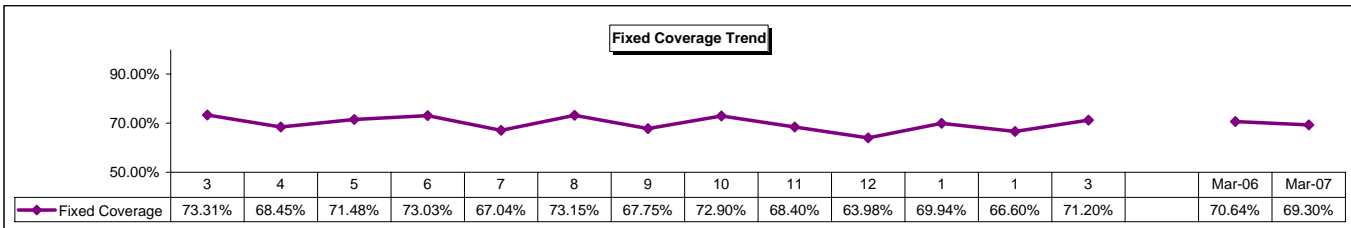
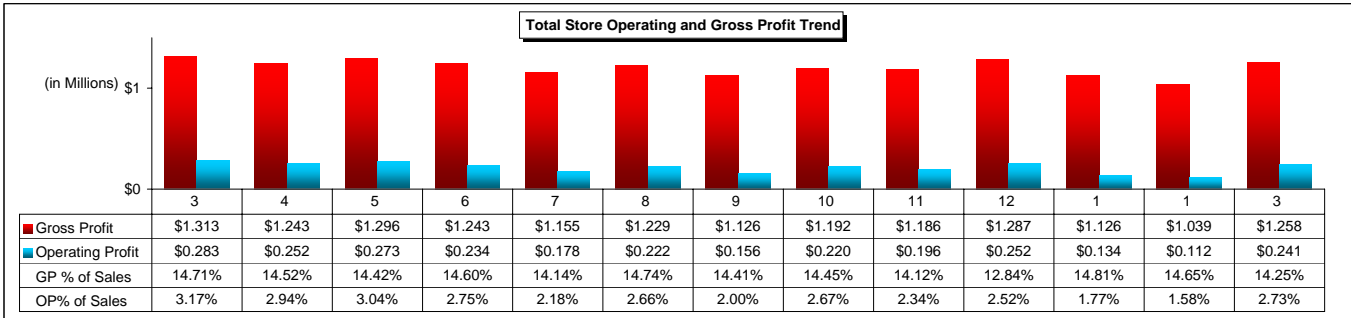
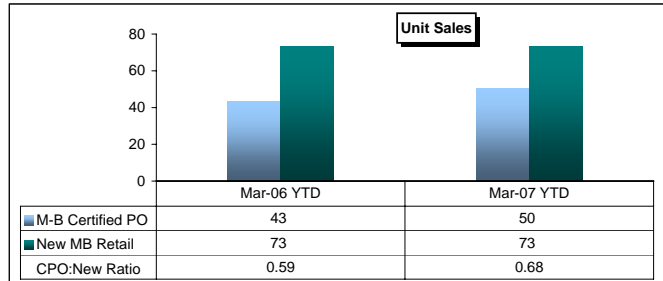
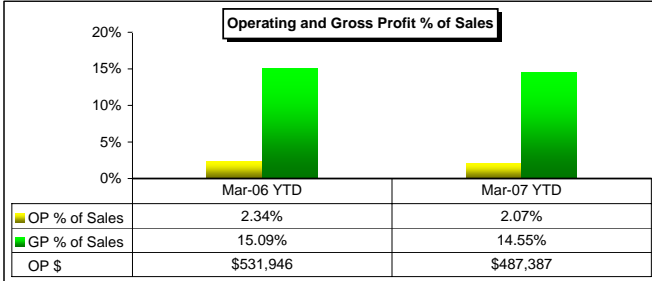
Note: Gross Profit includes Dealer Reserve and Bonuses (except Remarketing).

EXECUTIVE SUMMARY
OPERATING PERFORMANCE COMPARISON BY REGION
AVERAGE TOP 55 EXCLUSIVE DEALER
March 2007

Month-to-Date	Northeast Region	% GP TOTAL	Southern Region	% GP TOTAL	Western Region	% GP TOTAL	Central Region	% GP TOTAL
TOTAL SALES	\$8,037,292		\$9,636,981		\$12,166,015		\$6,336,472	
TOTAL GROSS PROFIT (Incl. Reserve/Bonus)	\$1,120,179		\$1,432,285		\$1,728,864		\$902,969	
Total GP % Total Sales	13.94%		14.86%		14.21%		14.25%	
New Vehicle Dept. GP	\$467,974	41.8%	\$523,249	36.5%	\$596,888	34.5%	\$346,351	38.4%
Pre-Owned Dept. GP	\$107,291	9.6%	\$186,628	13.0%	\$223,494	12.9%	\$125,368	13.9%
Service Dept. GP	\$330,470	29.5%	\$432,744	30.2%	\$568,662	32.9%	\$264,660	29.3%
Parts Dept. GP	\$191,520	17.1%	\$261,522	18.3%	\$310,125	17.9%	\$147,536	16.3%
Body GP	\$22,923	2.0%	\$28,143	2.0%	\$29,695	1.7%	\$19,055	2.1%
TOTAL OPERATING EXPENSE	\$936,251		\$1,071,744		\$1,440,641		\$705,167	
Variable Expense	\$113,970	10.2%	\$136,833	9.6%	\$200,055	11.6%	\$91,777	10.2%
Personnel Expense	\$363,717	32.5%	\$431,679	30.1%	\$580,809	33.6%	\$258,132	28.6%
Semi-Fixed Expense	\$285,536	25.5%	\$339,949	23.7%	\$428,537	24.8%	\$219,738	24.3%
Fixed Expense	\$173,028	15.4%	\$163,283	11.4%	\$231,240	13.4%	\$135,520	15.0%
Customer Loyalty Bonus	\$30,029		\$32,931		\$42,326		\$20,261	
Reserve Income	\$159,092		\$169,614		\$223,884		\$105,904	
Retail Compliance Bonus	\$97,383		\$112,635		\$149,161		\$70,129	
Loyalty (CRI) Bonus	\$19,419		\$15,011		\$19,128		\$10,432	
Remarketing Bonus	\$1,783		\$2,302		\$7,244		\$2,010	
OPERATING PROFIT after RESERVE & BONUSES	\$183,928		\$360,541		\$288,224		\$197,802	
Operating Profit % Sales	2.29%		3.74%		2.37%		3.12%	
Operating Profit % Gross Profit	16.42%		25.17%		16.67%		21.91%	
NET PROFIT OR LOSS BEFORE TAX	\$187,770		\$382,734		\$286,732		\$211,667	
Net Profit % Sales	2.34%		3.97%		2.36%		3.34%	
Fixed Coverage	66.27%		77.27%		73.23%		70.31%	
Days Supply								
New M-B	54		48		58		62	
Pre-Owned M-B	63		45		49		45	
M-B Parts	47		44		51		53	

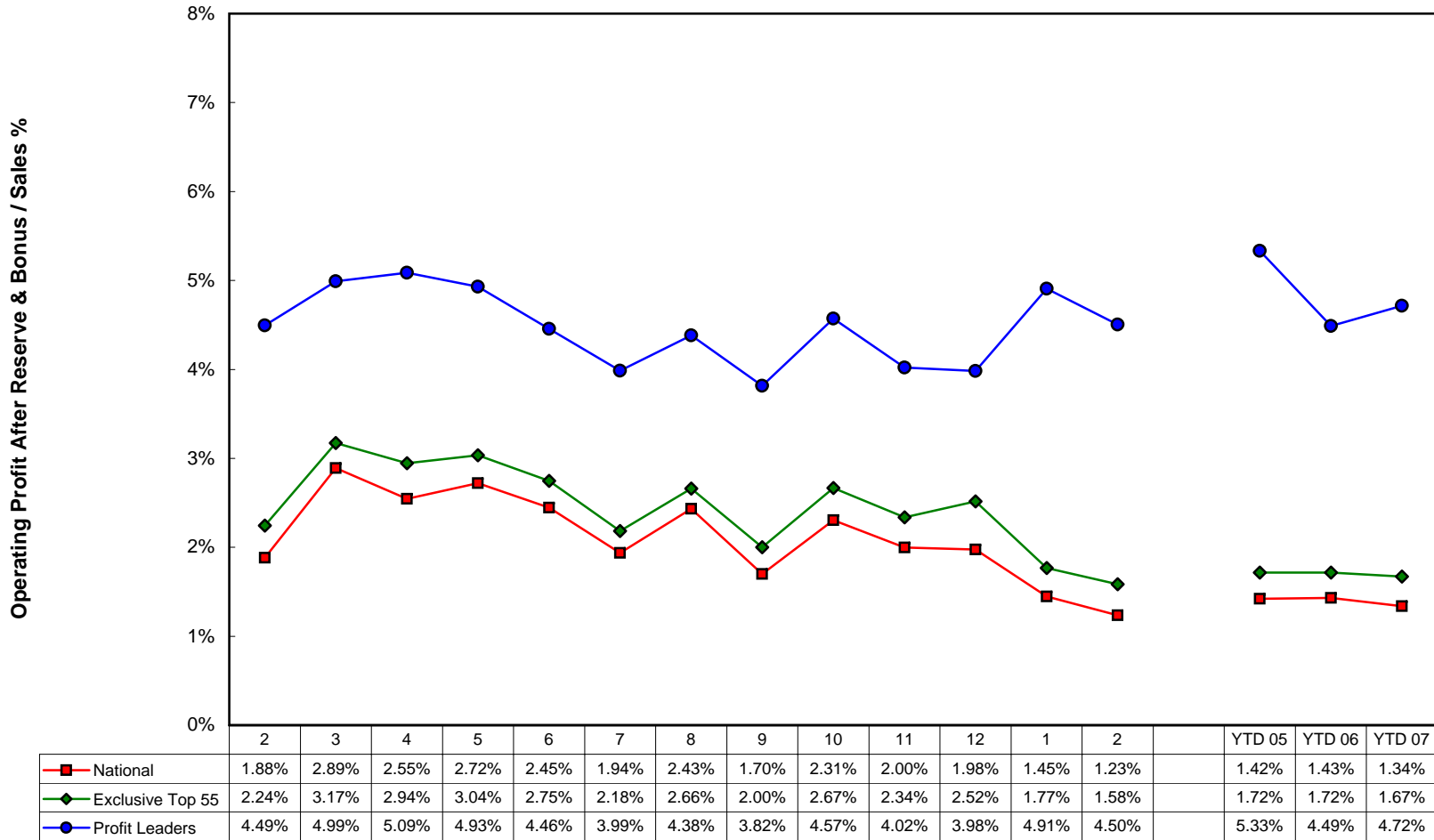
Year-to-Date	Northeast Region	% GP TOTAL	Southern Region	% GP TOTAL	Western Region	% GP TOTAL	Central Region	% GP TOTAL
TOTAL SALES	\$20,737,329		\$26,198,159		\$33,916,184		\$16,060,702	
TOTAL GROSS PROFIT (Incl. Reserve/Bonus)	\$3,001,179		\$3,874,988		\$4,882,280		\$2,362,804	
Total GP % Total Revenue	14.47%		14.79%		14.40%		14.71%	
New Vehicle Dept. GP	\$1,168,354	38.9%	\$1,369,374	35.3%	\$1,666,462	34.1%	\$853,643	36.1%
Pre-Owned Dept. GP	\$293,103	9.8%	\$469,409	12.1%	\$593,431	12.2%	\$304,774	12.9%
Service Dept. GP	\$926,273	30.9%	\$1,211,439	31.3%	\$1,638,938	33.6%	\$730,018	30.9%
Parts Dept. GP	\$548,059	18.3%	\$747,761	19.3%	\$900,593	18.4%	\$420,210	17.8%
Body GP	\$65,390	2.2%	\$77,004	2.0%	\$82,857	1.7%	\$54,159	2.3%
TOTAL OPERATING EXPENSE	\$2,692,821		\$3,054,894		\$4,210,453		\$2,016,193	
Variable Expense	\$300,904	10.0%	\$364,306	9.4%	\$550,623	11.3%	\$232,265	9.8%
Personnel Expense	\$1,073,933	35.8%	\$1,233,708	31.8%	\$1,713,328	35.1%	\$759,038	32.1%
Semi-Fixed Expense	\$801,727	26.7%	\$970,808	25.1%	\$1,262,213	25.9%	\$620,076	26.2%
Fixed Expense	\$516,257	17.2%	\$486,072	12.5%	\$684,289	14.0%	\$404,814	17.1%
Customer Loyalty Bonus	\$75,466		\$85,894		\$118,179		\$50,920	
Reserve Income	\$401,152		\$450,579		\$615,193		\$261,627	
Retail Compliance Bonus	\$251,908		\$296,626		\$413,593		\$174,629	
Loyalty (CRI) Bonus	\$42,987		\$40,819		\$52,375		\$27,970	
Remarketing Bonus	\$4,037		\$4,436		\$13,791		\$3,770	
OPERATING PROFIT after RESERVE/INCENTIVES	\$308,359		\$820,094		\$671,827		\$346,611	
Operating Profit % Sales	1.49%		3.13%		1.98%		2.16%	
Operating Profit % Gross Profit	10.27%		21.16%		13.76%		14.67%	
NET PROFIT OR LOSS BEFORE TAX	\$294,273		\$872,095		\$648,950		\$350,218	
Net Profit % Sales	1.42%		3.33%		1.91%		2.18%	
Fixed Coverage	64.37%		75.71%		71.65%		67.51%	
Days Supply								
New M-B	65		55		64		77	
Pre-Owned M-B	63		45		49		45	
M-B Parts	47		44		51		53	

Top 55 at a Glance
Average Top 55 Exclusive Dealer
March 2007



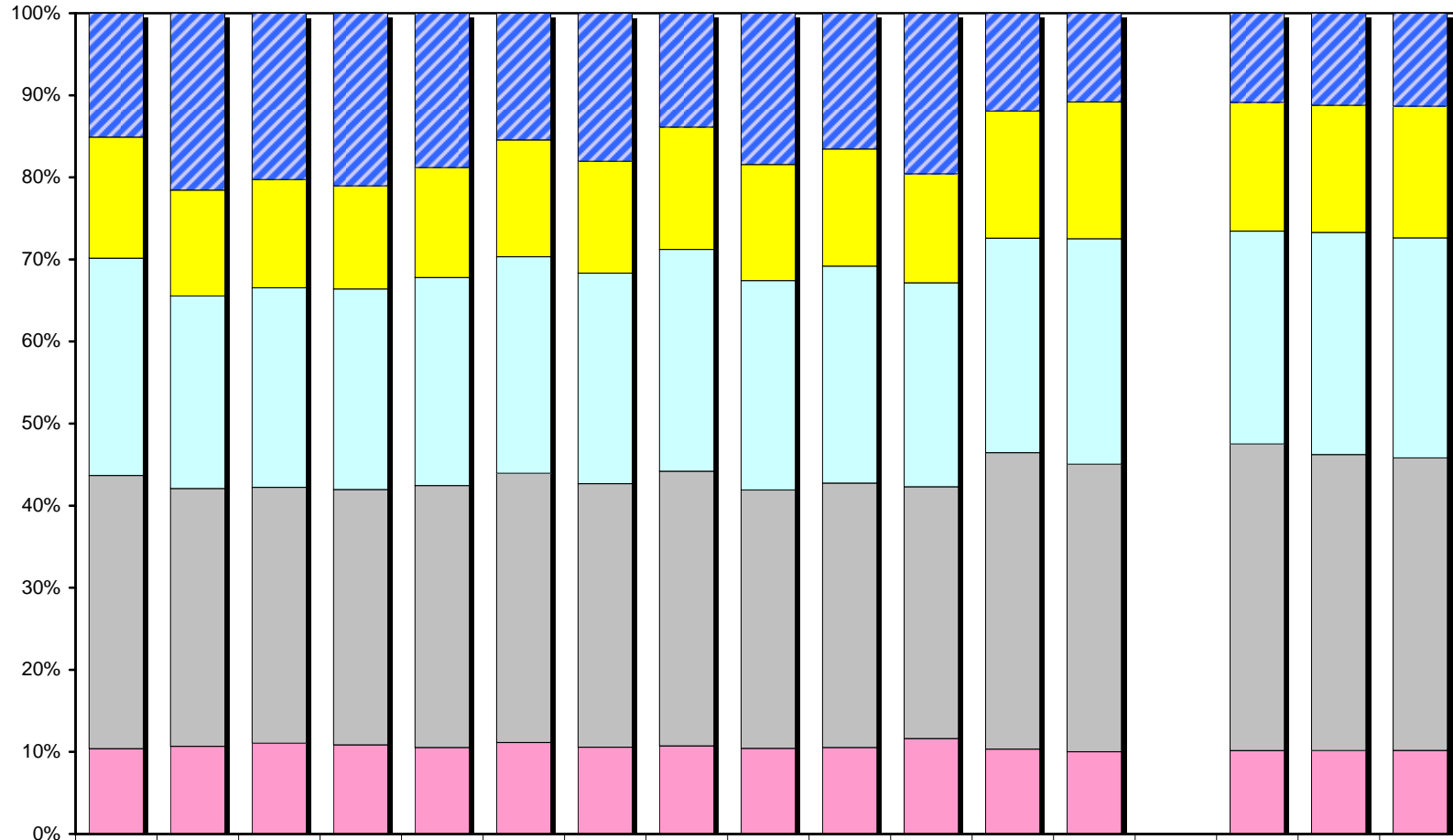
Operating Profit - % of Sales

Monthly & YTD Average



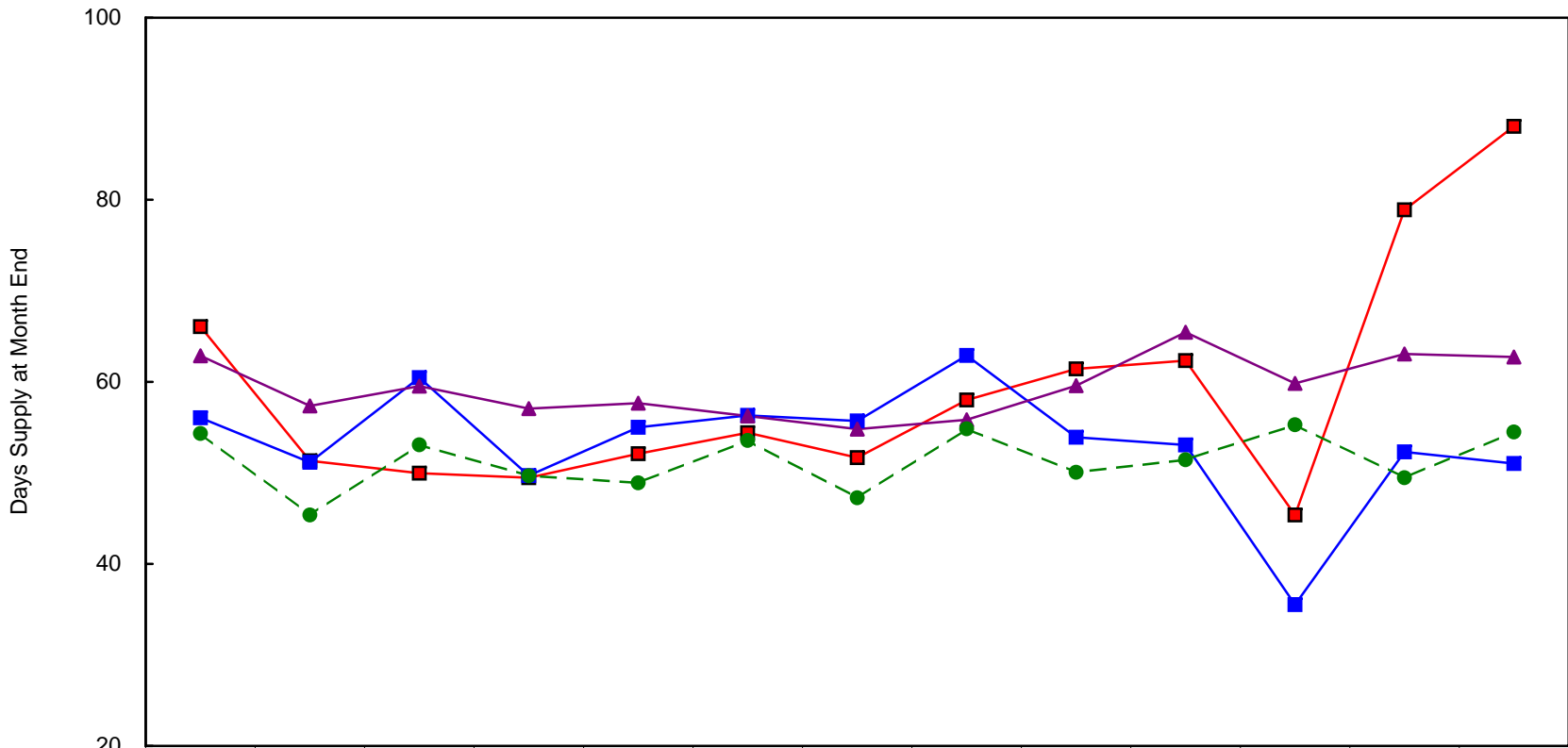
Profit Leaders: ETP Dealers with valid operating margin > 4.50% for 2004; > 4.00% for YTD 12/05; 4.25% for YTD 12/06.

**Expenses as % of Operational Gross Profit
Exclusive Top 55 Markets Average**



	2	3	4	5	6	7	8	9	10	11	12	1	2		YTD 05	YTD 06	YTD 07
Operating Profit	15.1%	21.6%	20.3%	21.1%	18.8%	15.4%	18.1%	13.9%	18.4%	16.6%	19.6%	11.9%	10.8%		10.9%	11.2%	11.3%
Fixed	14.7%	12.9%	13.2%	12.5%	13.4%	14.2%	13.6%	14.9%	14.1%	14.3%	13.3%	15.5%	16.7%		15.7%	15.5%	16.0%
Semi-Fixed	26.5%	23.5%	24.3%	24.5%	25.3%	26.4%	25.7%	27.0%	25.5%	26.4%	24.9%	26.1%	27.5%		25.9%	27.1%	26.8%
Personnel	33.3%	31.4%	31.2%	31.1%	31.9%	32.8%	32.1%	33.5%	31.5%	32.2%	30.7%	36.1%	35.0%		37.4%	36.1%	35.6%
Variable	10.4%	10.7%	11.0%	10.8%	10.5%	11.1%	10.6%	10.7%	10.4%	10.5%	11.6%	10.3%	10.0%		10.1%	10.2%	10.2%

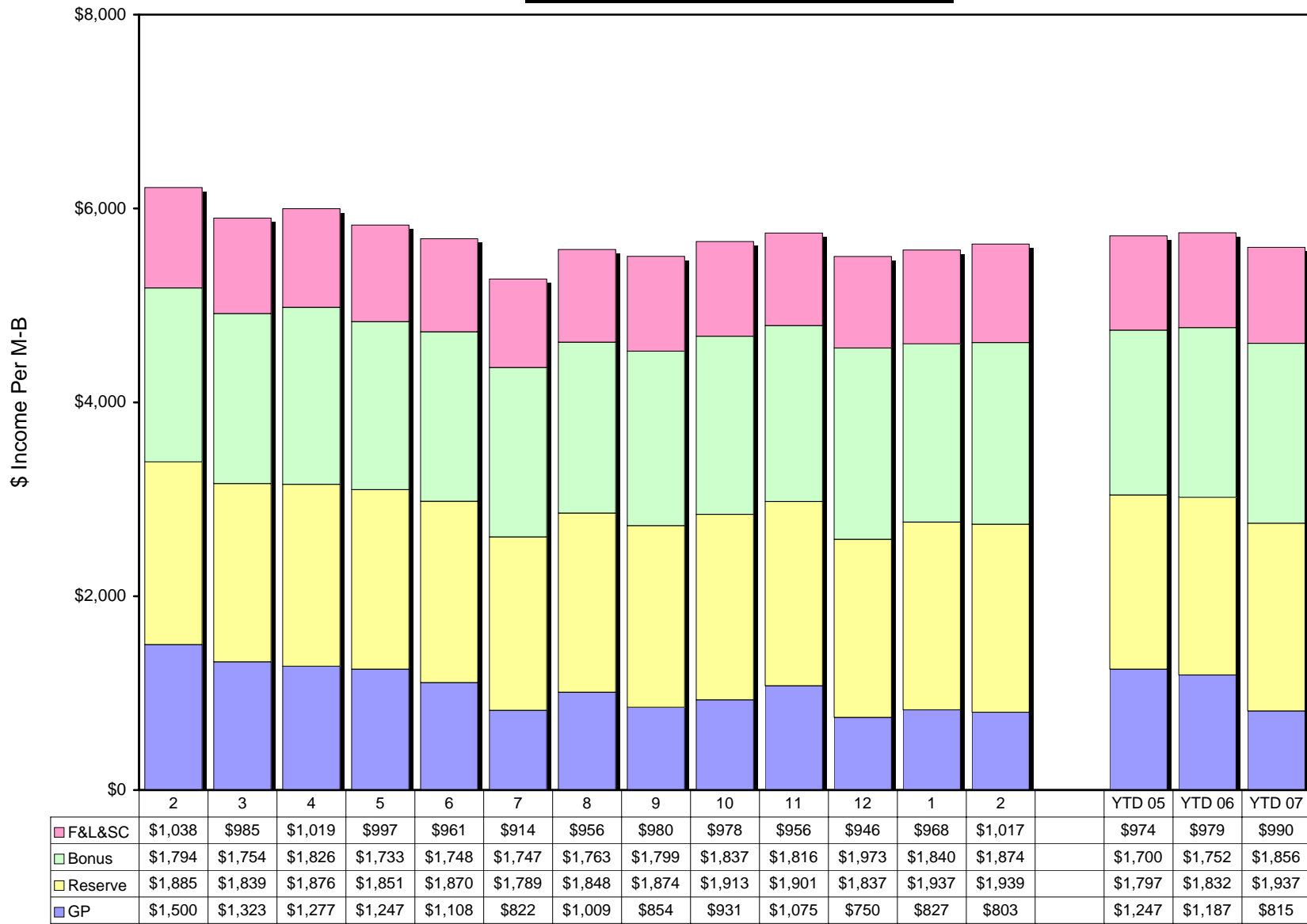
M-B Days Supply New - Pre-Owned - Parts



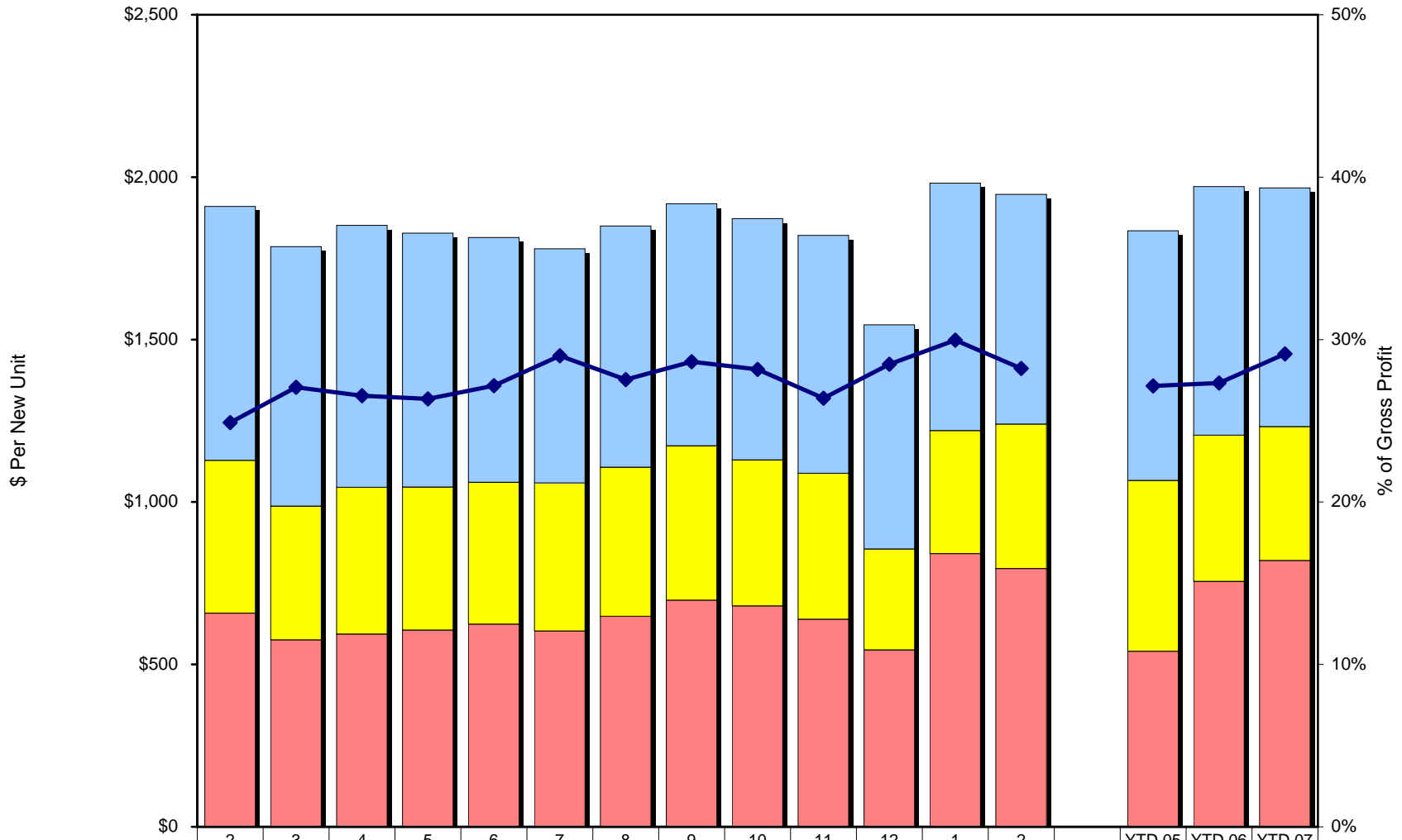
	2	3	4	5	6	7	8	9	10	11	12	1	2
■ New PC	66	51	50	49	52	54	52	58	61	62	45	79	88
■ New LT	56	51	60	50	55	56	56	63	54	53	36	52	51
▲ P/O	63	57	60	57	58	56	55	56	60	65	60	63	63
● Parts	54	45	53	50	49	54	47	55	50	51	55	49	54

Days Supply = 30 * (Inventory at Month End) / (Unit Sales for Month) {COS for Parts}

**New M-B Income per Unit
Exclusive Top 55 Markets Average**

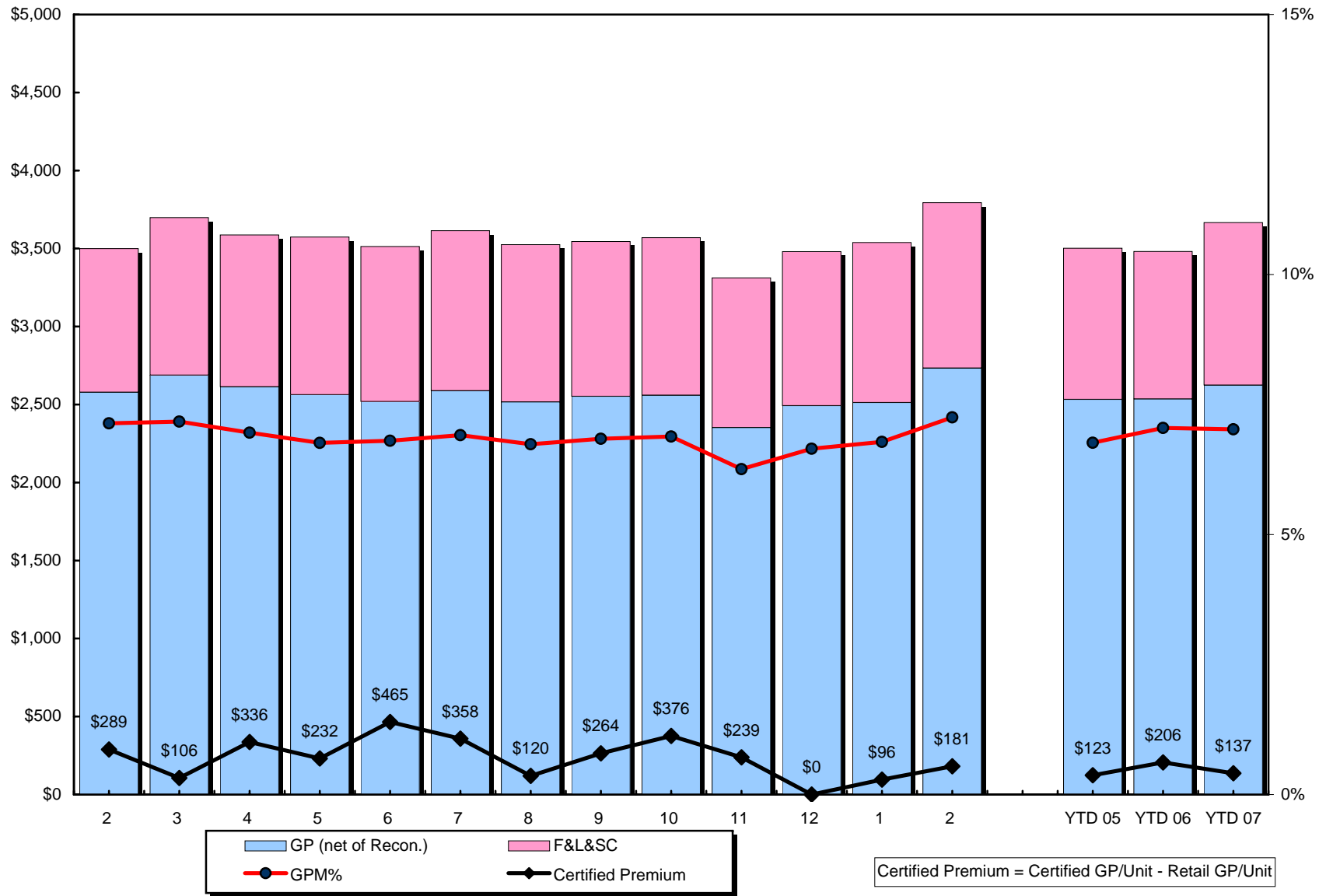


New Vehicle Department Expense Exclusive Top 55 Markets Average

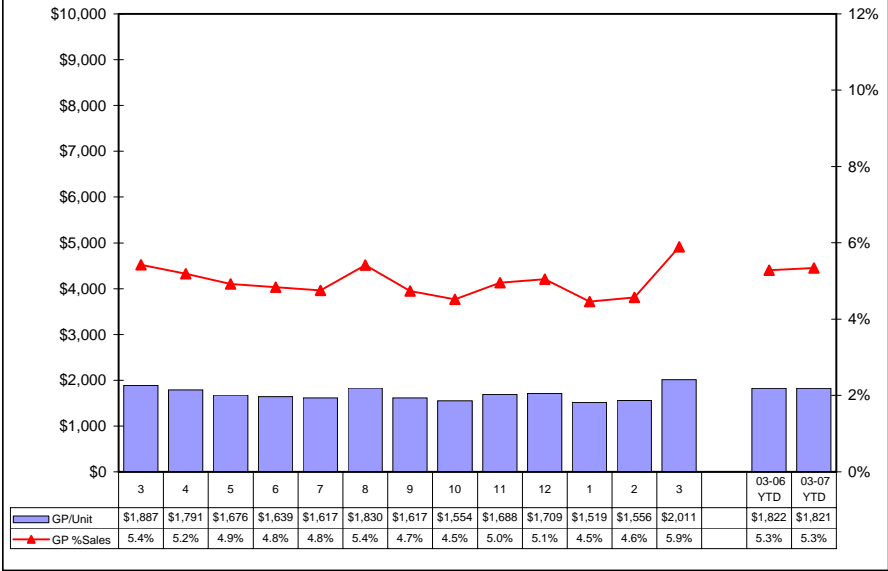


Rep. Comm.	\$782	\$799	\$807	\$782	\$754	\$721	\$743	\$745	\$743	\$733	\$690	\$762	\$707		\$769	\$765	\$735
Advertising	\$470	\$412	\$451	\$440	\$437	\$456	\$459	\$475	\$449	\$449	\$311	\$379	\$445		\$526	\$450	\$412
Floor Plan	\$658	\$576	\$593	\$606	\$624	\$603	\$648	\$698	\$680	\$639	\$544	\$841	\$795		\$541	\$755	\$820
Comm/GP&Res %	24.89%	27.06%	26.55%	26.34%	27.16%	29.00%	27.54%	28.64%	28.17%	26.39%	28.48%	29.97%	28.22%		27.14%	27.33%	29.12%

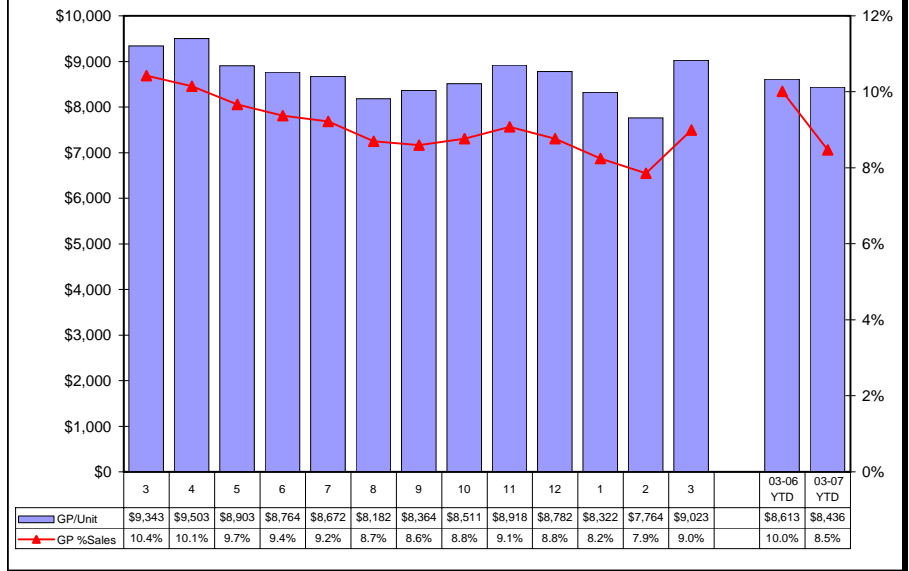
M-B Pre-Owned Retail GP per Unit Exclusive Top 55 Markets Average



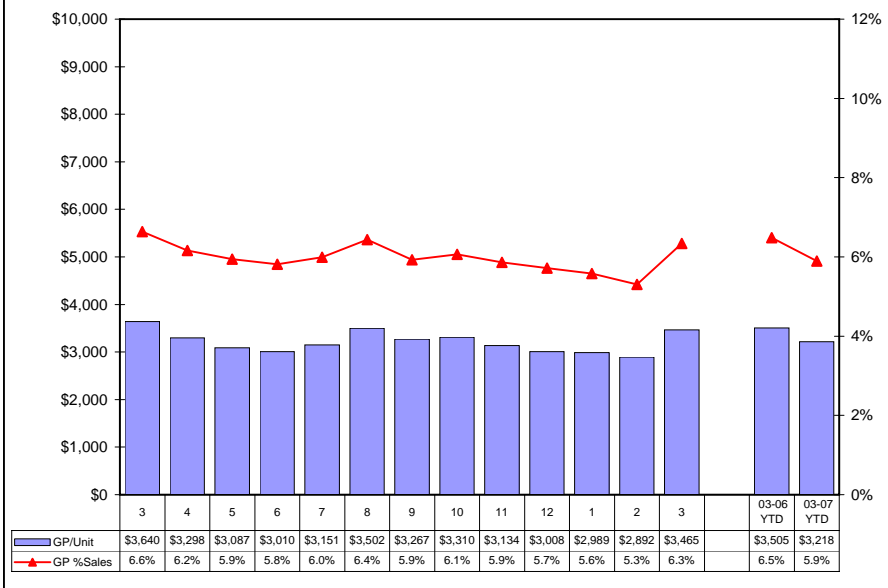
C-Class Gross Profit
Exclusive Top 55 w/ Reserve & Bonus



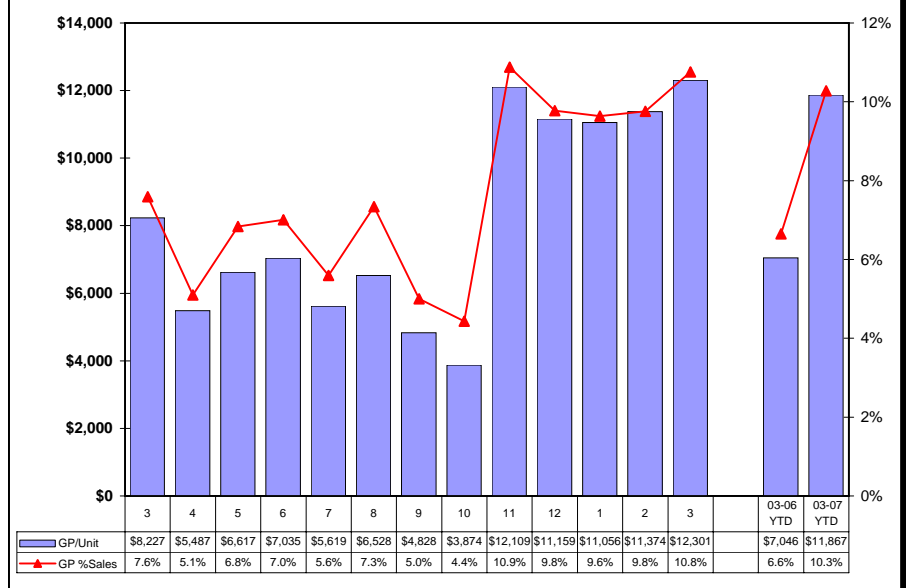
S-Class Gross Profit
Exclusive Top 55 w/ Reserve & Bonus



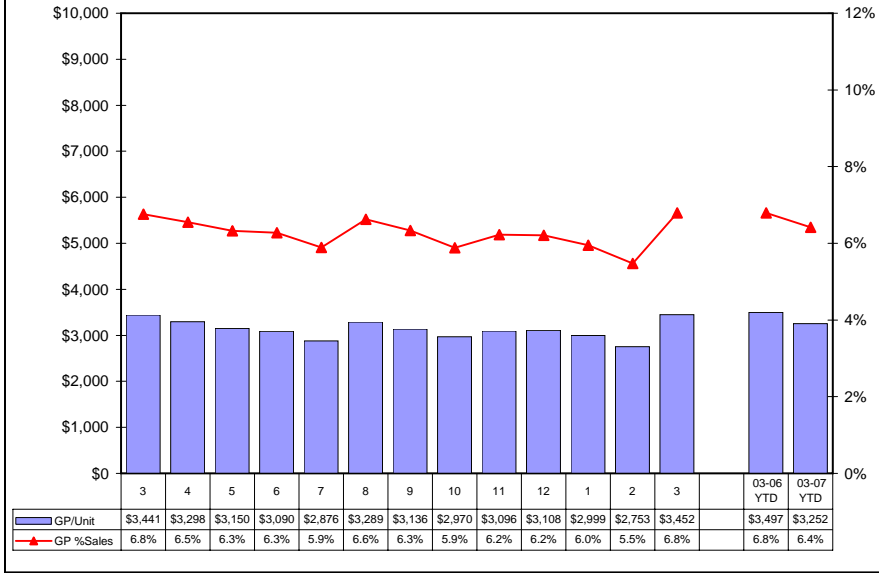
E-Class Gross Profit
Exclusive Top 55 w/ Reserve & Bonus



CL-Class Gross Profit
Exclusive Top 55 w/ Reserve & Bonus



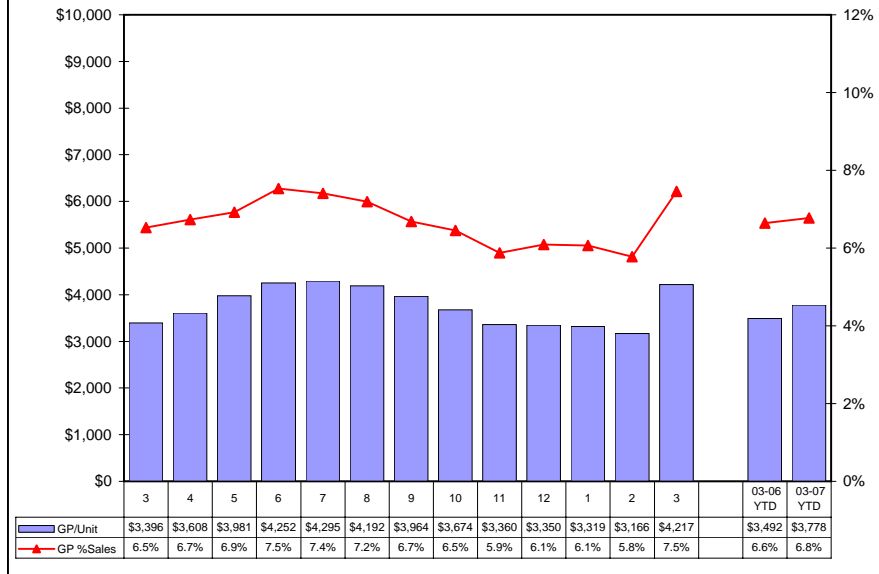
SLK-Class Gross Profit
Exclusive Top 55 w/ Reserve & Bonus



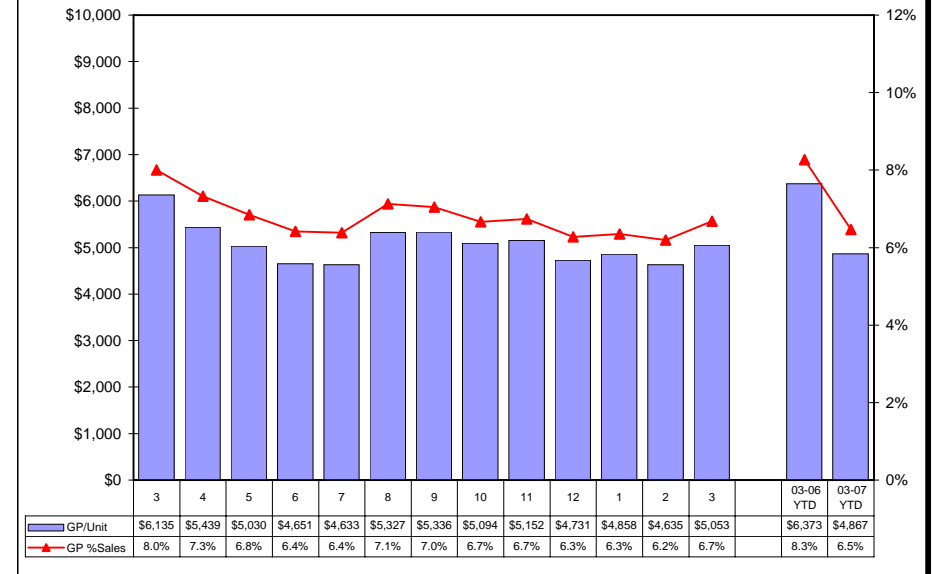
SL-Class Gross Profit
Exclusive Top 55 w/ Reserve & Bonus



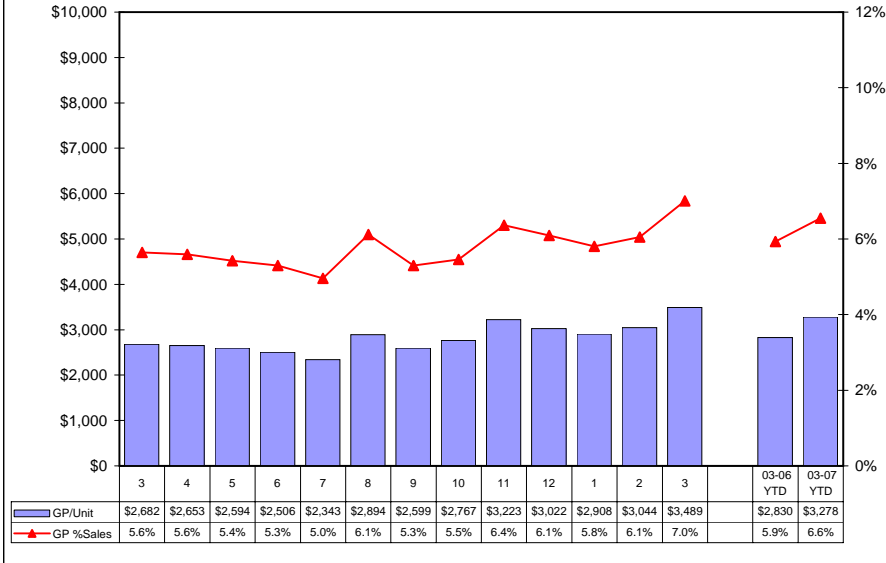
CLK-Class Gross Profit
Exclusive Top 55 w/ Reserve & Bonus



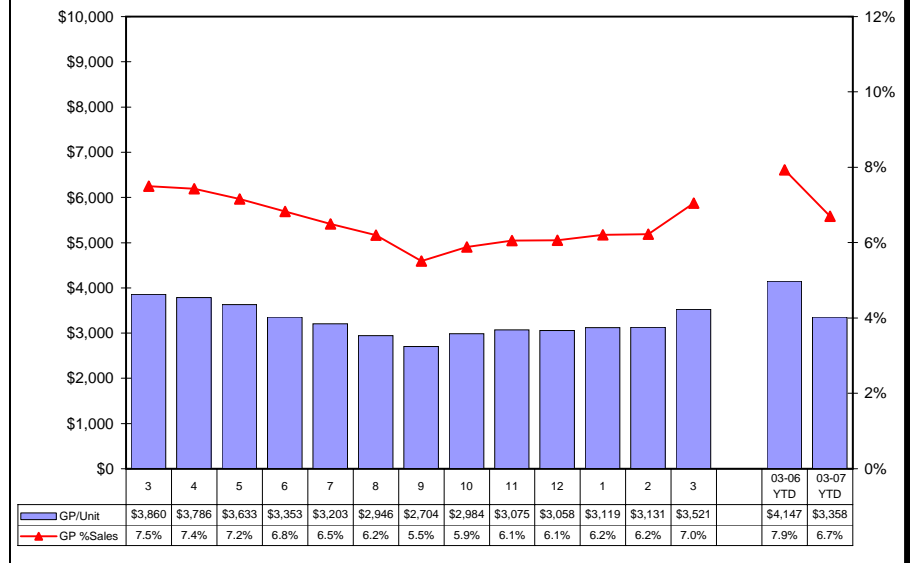
CLS-Class Gross Profit
Exclusive Top 55 w/ Reserve & Bonus



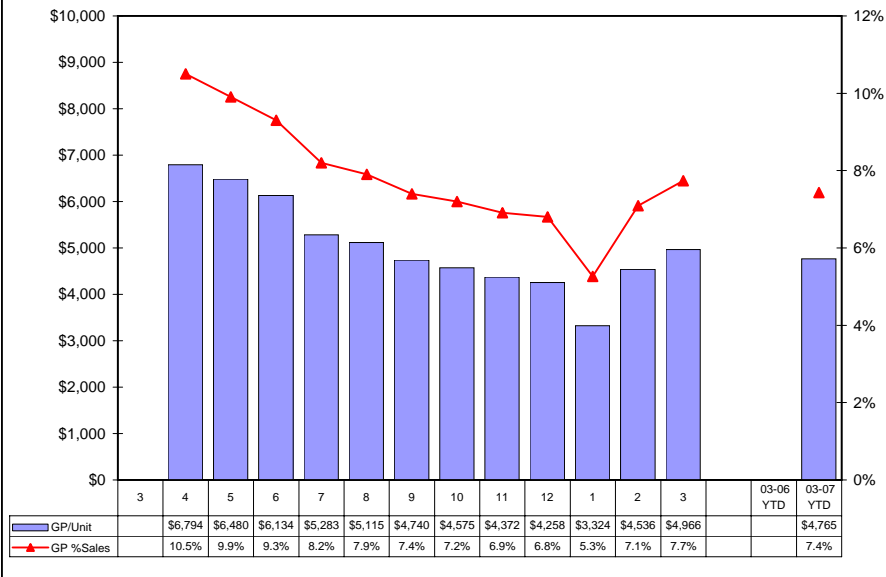
M-Class Gross Profit
Exclusive Top 55 w/ Reserve & Bonus



R-Class Gross Profit
Exclusive Top 55 w/ Reserve & Bonus



GL-Class Gross Profit
Exclusive Top 55 w/ Reserve & Bonus



M-B All Models Gross Profit
Exclusive Top 55 w/ Reserve & Bonus

