

# ASE

Driving Profitability

14

## Key Ratios

ROLLING 12 MONTHS    ROLLING 12 MONTHS    BENCHMARK

Net Profit as % Sales

Overhead Absorption

Used: New Sales

Vehicle Sales Expenses as % Gross

Sales per Sales Executive

Used Vehicle Stockturn (days)

Return on Used Car Investment

Overall Labour Efficiency

Service Gross Profit % on Labour

Service Expenses as % Gross

Hours per Retail Job Card

Parts Gross Profit %

Parts Expenses as % Gross

Parts Stockturn



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