

# 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



For more information, please contact:  
Mike Jones, BSc FCA  
+44 (0) 161 493 1930  
[mike.jones@ase-global.com](mailto:mike.jones@ase-global.com)  
[www.ase-global.com](http://www.ase-global.com)