

**El Segundo 5 Minute Express Exterior Tunnel Carwash  
125 North Sepulveda Blvd  
El Segundo, CA 90245**

**First 30 MONTHS ACTUAL VOLUME PRODUCED BY THIS FACILITY**

**NOTE: Vehicles Washed by Month during Ramp-up Period Beginning May 2006  
and beyond while marketing the service  
using a small, onsite, street-facing sign simply reading  
"\$5.00 ~ 5 min ~ Free Vacuum"**

	<b>Month</b>	<b># Cars Washed</b>	<b>Avg Ticket</b>	<b>Capture Rate vs. 60,000 Traffic Count</b>	<b>Comment</b>
#1	May '06	7,423	\$6.24	0.41%	
#2	June	12,291	N/A	0.68%	
#3	July	16,931	N/A	0.94%	
#4	August	17,338	N/A	0.96%	
#5	September	20,545	N/A	1.14%	
#6	October	21,507	N/A	1.19%	
#7	November	21,601	N/A	1.20%	
#8	December	21,699	N/A	1.20%	
#9	January '07	20,462	\$6.49	1.13%	Rainy
#10	February	15,312	N/A	0.85%	Rainy
#11	March	27,501	N/A	1.52%	
#12	April	28,095	N/A	1.56%	
#13	May	27,965	N/A	1.55%	
#14	June	29,401	\$6.60	1.63%	
#15	July	29,533	N/A	1.64%	
#16	August	30,112	N/A	1.67%	
#17	September	26,031	N/A	1.44%	
#18	October	27,200	N/A	1.51%	
#19	November	26,275	N/A	1.45%	
#20	December	17,090	\$6.73	0.94%	Rainy
#21	January '08	12,891	\$6.48	0.71%	Rainy
#22	February	18,820	\$6.74	1.04%	Rainy
#23	March	34,457	\$6.52	1.91%	
#24	April	30,696	\$6.48	1.70%	
#25	May	35,968	\$6.61	1.99%	
#26	June	31,534	\$6.60	1.75%	
#27	July	31,491	\$6.59	1.75%	
#28	August	33,376	\$6.58	1.85%	
#29	September	31,982	\$6.57	1.77%	
#30	October	33,481	\$6.51	1.86%	

**NOTE: Owner has discontinued disclosing the actual numbers being generated by this facility. Balance of those reported here are “informed opinion” stats.**

	Month	# Cars Washed	Avg Ticket	Capture Rate vs. 60,000 Traffic Count	Comment
#31	November	32,000	\$6.65	1.77%	
#32	December	31,000	\$6.65	1.72%	
#33	January '09	33,000	\$6.65	1.83%	
#34	February	30,000	\$6.65	1.66%	
#35	January	21,000	\$6.65	1.10%	Rainy
#36	February	20,000	\$6.65	1.10%	Rainy
#37	March	34,000	\$6.65	1.88%	
#38	April	33,000	\$6.65	1.83%	
#39	May	31,000	\$6.65	1.72%	
#40	June	30,000	\$6.65	1.66%	
#41	July	31,000	\$6.60	1.72%	
#42	August	33,000	\$6.60	1.83%	
#43	September	29,000	\$6.60	1.61%	
#44	October	32,000	\$6.60	1.77%	
#45	November	30,000	\$6.60	1.66%	

## **Estimated Cash Flow Experienced at this Facility**

- Average Ticket Price gradually increased from \$6.24 in May '06 to \$6.49 in January '07 and to \$6.60 in June 2007
- “Seasoned Volume” of Cars Washed was 21,000 without an advertising campaign (1.16% capture rate vs. 60,000 traffic count)
- 21,000 cars x \$6.49 = \$135,000 gross revenue monthly
- Expenses ran approx. 40% or \$54,000 before occupancy costs and debt service (15% labor including night crew that cleans up; 15% utilities; 6% chemicals; and 3% tel / advertising)
- Cash Flow before occupancy costs & debt service was \$81,000 monthly at the 21,000 cars / \$6.49 average ticket level achieved in months # 6, # 7 & # 8
- Cash Flow before occupancy costs & debt service improved after advertising began in January, 2007. January thru June, the facility washed 150,316 cars for a monthly average of 25,000. At the increased average ticket of \$6.60, the average monthly revenues increased to \$165,000. Holding fast to the 40% level for operating expenses, cash flow before real estate jumped to \$99,000

- June thru September 2007 results seem to reflect the fully “seasoned volume” this facility produces. Actual results were:

# Cars washed June-Sept	Monthly Average	Average Ticket	Average Revenues	Avg June – September Monthly Cash Flow before Occupancy Costs & Debt Service
115,077 cars	28,769 cars (1.59% capture rate)	\$6.60	\$189,875	\$113,925

NOTE: As of December 4, 2008, the ownership has no plans to charge customers for what has always been “Free Vacuum Service”

Source: NS Corp Division Mgr Interviews ~ jrm.updated.12.01.09