

| 2020 OEM FINANCIAL STATEMENT | | | | | | |
|-----------------------------------|---------------|---------------|----------|-----------------------------------|---------------|---------------|
| Month/Year | Jan-20 | | Through | Jan-20 | | |
| BALANCE SHEET | | | | | | |
| | | | | | | Page 1 |
| Assets | Acct # | Amount | 1 | Liabilities | Acct # | Amount |
| Cash | 1010 | 1,288,192 | 2 | A/P Trade | 2110 | 50,000 |
| CIT | 1110 | 150,000 | 3 | Notes Payable New | 2130 | 1,642,900 |
| Total Cash & Contracts | | 1,438,192 | 4 | Current Portion of LTD | 2150 | 92,000 |
| | | | 5 | | | |
| Receivables | | | 6 | Total Current Liabilities | | 1,784,900 |
| A/R Parts Service BS | 1210 | 21,500 | 7 | | | |
| A/R Incentives | 1220 | 16,500 | 8 | Long Term Debt (LTD) | | |
| Net Receivables | | 38,000 | 9 | Notes Payable | 2710 | 400,459 |
| | | | 10 | | | |
| Inventories | | | 11 | Total Liabilities | | 2,185,359 |
| New Vehicle | 1310 | 1,617,900 | 12 | | | |
| Pre-Owned Vehicles | 1320 | 400,000 | 13 | Net Worth | | |
| Total Inventories | | 2,017,900 | 14 | | | |
| | | | 15 | Paid In Capital | 3300 | 1,000,000 |
| Total Current Assets | | 3,494,092 | 16 | Retained Earnings | 3900 | 262,500 |
| | | | 17 | | | |
| Fixed Assets | | | 18 | Current Earnings | | |
| Computer Equipment | 1510 | 17,500 | 19 | January | | 63,733 |
| | | | 20 | | | |
| | | | 21 | Total Net Worth | | 1,326,233 |
| | | | 22 | | | |
| Total Assets | | 3,511,592 | 23 | Total Liab & Net Worth | | 3,511,592 |

| 2020 OEM FINANCIAL STATEMENT | | | | | | |
|-------------------------------|---------------|---------------|--------------|---------------|---------------|--------|
| Month/Year | Jan-20 | | Through | Jan-20 | | |
| INCOME STATEMENT | | | | | | |
| | | | | | | Page 2 |
| Month: January | | | YTD: January | | | |
| | Acct # | Amount | 1 | Acct # | Amount | |
| Sales | | 1,033,500 | 2 | | | |
| Gross Profit | | 76,400 | 3 | | | |
| | | | 4 | | | |
| Variable Expenses | | | 5 | | | |
| Sales Compensation | 6010 | 15,000 | 6 | | | |
| | | | 7 | | | |
| Semi-Variable Expenses | | | 8 | | | |
| Floorplan Interest | 6210 | 1,000 | 9 | | | |
| Advertising | 6220 | 9,000 | 10 | | | |
| | | | 11 | | | |
| | | | 12 | | | |
| Fixed Expenses | | | 13 | | | |
| Rent | 7020 | 6,000 | 14 | | | |
| Other Interest | 7030 | 1,667 | 15 | | | |
| | | | 16 | | | |
| Total Expenses | | 32,667 | 17 | | | |
| | | | 18 | | | |
| Operating Profit | | 43,733 | 19 | | | |
| | | | 20 | | | |
| Other Adds / Deducts | | 20,000 | 21 | | | |
| | | | 22 | | | |
| Net Profit | | 63,733 | 23 | | | |