

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

| 2020 OEM FINANCIAL STATEMENT |        |  |         |        |
|------------------------------|--------|--|---------|--------|
| Month/Year                   | Jan-20 |  | Through | Jan-20 |

INCOME STATEMENT

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Month: January

YTD: January

|                               | Acct # | Amount    | 1  | Acct # | Amount |  |
|-------------------------------|--------|-----------|----|--------|--------|--|
| <b>Sales</b>                  |        | 1,033,500 | 2  |        |        |  |
| <b>Gross Profit</b>           |        | 76,400    | 3  |        |        |  |
|                               |        |           | 4  |        |        |  |
| <u>Variable Expenses</u>      |        |           | 5  |        |        |  |
| Sales Compensation            | 6010   | 15,000    | 6  |        |        |  |
|                               |        |           | 7  |        |        |  |
| <u>Semi-Variable Expenses</u> |        |           | 8  |        |        |  |
| Floorplan Interest            | 6210   | 9,000     | 9  |        |        |  |
| Advertising                   | 6220   | 1,000     | 10 |        |        |  |
|                               |        |           | 11 |        |        |  |
|                               |        |           | 12 |        |        |  |
| <u>Fixed Expenses</u>         |        |           | 13 |        |        |  |
| Rent                          | 7020   | 6,000     | 14 |        |        |  |
| Other Interest                | 7030   | 1,667     | 15 |        |        |  |
|                               |        |           | 16 |        |        |  |
| <b>Total Expenses</b>         |        | 32,667    | 17 |        |        |  |
|                               |        |           | 18 |        |        |  |
| <b>Operating Profit</b>       |        | 43,733    | 19 |        |        |  |
|                               |        |           | 20 |        |        |  |
| Other Adds / Deducts          |        | 20,000    | 21 |        |        |  |
|                               |        |           | 22 |        |        |  |
| <b>Net Profit</b>             |        | 63,733    | 23 |        |        |  |