

2020 OEM FINANCIAL STATEMENT  
BALANCE SHEET

Month/Year

Jan-20

Through

Jan-20

Page 1

| <b>Assets</b>                     | <b>Acct #</b> | <b>Amount</b> | <b>Liabilities</b>                | <b>Acct #</b> | <b>Amount</b> |
|-----------------------------------|---------------|---------------|-----------------------------------|---------------|---------------|
| Cash                              | 1010          | 1,288,192     | A/P Trade                         | 2110          | 50,000        |
| CIT                               | 1110          | 150,000       | Notes Payable New                 | 2130          | 1,642,900     |
| <b>Total Cash &amp; Contracts</b> |               | 1,438,192     | Current Portion of LTD            | 2150          | 92,000        |
|                                   |               |               |                                   |               |               |
| <b>Receivables</b>                |               |               | <b>Total Current Liabilities</b>  |               | 1,784,900     |
| A/R Parts Service BS              | 1210          | 21,500        |                                   |               |               |
| A/R Incentives                    | 1220          | 16,500        | Long Term Debt (LTD)              |               |               |
| <b>Net Receivables</b>            |               | 38,000        | Notes Payable                     | 2710          | 400,459       |
|                                   |               |               |                                   |               |               |
| <b>Inventories</b>                |               |               | <b>Total Liabilities</b>          |               | 2,185,359     |
| New Vehicle                       | 1310          | 1,617,900     |                                   |               |               |
| Pre-Owned Vehicles                | 1320          | 400,000       | <b>Net Worth</b>                  |               |               |
| <b>Total Inventories</b>          |               | 2,017,900     |                                   |               |               |
|                                   |               |               |                                   |               |               |
| <b>Total Current Assets</b>       |               | 3,494,092     | Paid In Capital                   | 3300          | 1,000,000     |
|                                   |               |               | Retained Earnings                 | 3900          | 262,500       |
|                                   |               |               |                                   |               |               |
| <b>Fixed Assets</b>               |               |               | <b>Current Earnings</b>           |               |               |
| Computer Equipment                | 1510          | 17,500        | January                           |               | 63,733        |
|                                   |               |               |                                   |               |               |
|                                   |               |               | <b>Total Net Worth</b>            |               | 1,326,233     |
|                                   |               |               |                                   |               |               |
| <b>Total Assets</b>               |               | 3,511,592     | <b>Total Liab &amp; Net Worth</b> |               | 3,511,592     |

**2020 OEM FINANCIAL STATEMENT**

Month/Year    Jan-20    Through    Jan-20

**INCOME STATEMENT**

Month: January

YTD: January

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