```
=================================================================================
                                                                         Value
=================================================================================
(1)Idle Parts Total                                                      24261.73
(2)Current Parts Total                                                  291113.50
(3)Total Parts                                                          315375.23

Idle Capital Percentage (1)/(3)                                            7.69%

      *Note: Does NOT include Negative on Hand or "Dirty Cores"
=================================================================================
Off the Shelf Fill Rate
=================================================================================
(1)Total Off the Shelf                              0
(2)Total Other                                      0
(3)Total Quantity Sold                              0

Off the Shelf Fill Rate (1)/(3)                   .0%
=================================================================================
True Turn
=================================================================================
                                              Quantity        Value
(1)Annualization Ratio (365/ 31) =             11.774
(2)Total Stock Orders                       42036.00
(3)Annualized Stock Orders                 494931.86
(4)Inventory Value                         315375.23

(5) True Turn (3)/(4)                                          1.57

      *Note: Does NOT include Negative on Hand or "Dirty Cores"
=================================================================================
Parts with Negative on Hand
=================================================================================
                                     Part Numbers      Cost        Qty      Extended
Total of Negative on Hand                48                      5273.39    88-      8305.02-
=================================================================================
Lost Sales
=================================================================================
                                     Part Numbers                  Cost      Qty      Extended
Total Lost Sales                         0                          .00        0        .00
=================================================================================
Parts Without Cost
=================================================================================
                                     Part Numbers
Total Parts Without Cost               114
=================================================================================
Parts With No Bin Location
=================================================================================
                                     Part Numbers                  Cost      Qty      Extended
Total Parts with No Bin Location         0                          .00        0        .00
```

==
All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	6.9	1830	1544	59170
Active Parts: With Excess Stock	35.2	1220	30650	301856
Active Parts: Understocked	2.2	1093	976	19242
Active Parts: To Phase Out	1.0	202	210	8947
Total Active Parts	45.4	4345	33380	389215
Superceded With On Hand	.4	36	115	3237
Inactive With On Hand	54.2	2296	5931	464717
Total Inventory To Sell	100.0	6677	39426	857168
Cores on Hand		44	96	35260
Negative On Hand		219	-2372	-42549
Total of Inventory		6940	37150	849879
Parts on Open Repair Orders		237	409	15974
Value of Inventory		7177	37559	865853
Not on Factory Master		45072	6856	323009
Parts Without Cost		206	25	0

```
=========================================================================
All Manf, All OEM Cd, All SGrp, All Parts
                     Parts     %  Acum%      Value     %  Acum%
=========================================================================
Never Sold            374     8.2    8.2    118321   15.8   15.8
2022 April or Older   685    15.0   23.2     64960    8.7   24.4
2022 May               59     1.3   24.5      5932     .8   25.2
2022 June              65     1.4   26.0      4989     .7   25.9
2022 July              86     1.9   27.9      8276    1.1   27.0
2022 August           103     2.3   30.1     11310    1.5   28.5
2022 September        116     2.5   32.7     17585    2.3   30.9
2022 October          126     2.8   35.4     20214    2.7   33.5
2022 November         227     5.0   40.4     29097    3.9   37.4
2022 December         358     7.9   48.3     29837    4.0   41.4
2023 January          379     8.3   56.6     53624    7.2   48.6
2023 February         414     9.1   65.7     42315    5.6   54.2
2023 March            759    16.7   82.3    138803   18.5   72.7
2023 April            805    17.7  100.0    204643   27.3  100.0
Totals               4556   100.0          749906  100.0
Cores With On Hand     45                    37760
```

```
=================================================================
 From  3/01/23 to  3/31/23  All Manf, All Stocking Groups
                                      #     Pieces        Value
=================================================================

Manual Increases                     13      2332      13163.91
Manual Decreases                     27       -43      -2324.77
Net Manual Adjustments               40      2289      10839.14

Physical Inventory Increases
Physical Inventory Decreases
Net Physical Inventory Adjustments

LIFO Increases                       59      2905       1697.76
LIFO Decreases                       10      6723        -40.10
Net LIFO Adjustments                 69      9628       1657.66
```

```
PD3041R                   BURIEN TOYOTA           4/17/23 13:51:24
JCHON048              Inventory Adjustments
=================================================================
 From  3/01/23 to  3/31/23  All Manf, All Stocking Groups
                                      #     Pieces        Value
=================================================================

Manual Increases                     13      2332      13163.91
Manual Decreases                     27       -43      -2324.77
```

==
All Manf, All Stocking Groups
==

Changes to Status: Phase-In   Phase-Out
April   2023   141   160
December 2022 To March   2023   369   346
September 2022 To December   2022   651   264
June   2022 To September 2022   353   289
March   2022 To June   2022   313   251
December 2021 To March   2022   264   243
December 2021 and Older   2028   10048

Inactive Parts to Phase-In   164
Parts to Phase-Out   205
Parts Excluded From Phase-In   582
Non-Stocked Parts with On Hand   2347
Superceded Parts with On Hand   36
Active Parts with No Sales   11

```
===========================================================================
All Manf, All Stocking Groups, All Parts, All Sales Types
                      From    3/01/23    3/01/23    3/01/23    3/01/23
                        To    3/31/23    3/31/23    3/31/23    3/31/23
                              Sales       Cost      Gross       GP %
===========================================================================
     Sales Filled From Shelf  259519.83  163819.79   95700.04      36.9
     Sales Filled By NG        81007.90   57256.25   23751.65      29.3
     Sales Filled By EP        28535.25    3650.16   24885.09      87.2
     Sales Filled By SO       290144.73  218367.27   71777.46      24.7
     Total Sales              659207.71  443093.47  216114.24      32.8

     Returns To Inventory     -24355.08  -20507.89   -3847.19     -15.8
     Returns Not To Inventory  -2661.01   -3263.28     602.27     -22.6
     Total Returns            -27016.09  -23771.17   -3244.92     -12.0

     Net Sales                632191.62  419322.30  212869.32      33.7

     Filled From Shelf-Counter    17.7%      16.5%      22.6%
     Filled From Shelf-Service    71.6%      76.6%      64.3%
     Filled Same Day--Counter     18.8%      17.5%      24.4%
     Filled Same Day--Service     77.8%      77.4%      78.5%
```

```
===========================================================================
All Manf, All OEM Cd, All SGrp
                   From    3/01/23    3/01/23    3/01/23   3/01/23
                   To      3/31/23    3/31/23    3/31/23   3/31/23
                           Sales       Cost      Gross      GP %
===========================================================================
   Counter Retail Sales     45498.83   30809.44   14689.39    32.3
   Counter Internal Sales    1782.53    1451.79     330.74    18.6
   Counter Wholesale Sales 196590.38  164850.56   31739.82    16.1
   Total Counter Sales     243871.74  197111.79   46759.95    19.2

   RO Customer Pay Sales   302154.74  174502.17  127652.57    42.2
   RO Internal Pay Sales    47743.53   31600.36   16143.17    33.8
   RO Warranty Sales        29903.40   18470.39   11433.01    38.2
   RO Service Contract Sales 35534.30  21408.76   14125.54    39.8
   Total RO Sales          415335.97  245981.68  169354.29    40.8


   Total Sales             659207.71  443093.47  216114.24    32.8
   Total Returns           -27016.09  -23771.17   -3244.92   -12.0
   Total Net Sales         632191.62  419322.30  212869.32    33.7
```

```
=========================================================================
From  3/01/23 to  3/31/23  All Manf, All OEM Cd, All SGrp
                       #    Pieces      Cost      Value
=========================================================================
Stock Orders Placed        509    4073   21138.52   61165.67
Stock Orders Received       919   12362   53956.81  182118.41

Special Orders Placed      1948    3725  202993.84  216776.01
Special Orders Received    2002    3887  211049.61  223981.98

Parts Canceled              30     150    2901.91    4972.64

Factory Returns
Core Returns

Parts On Order                    266    6715.80    7523.94
Parts On Backorder               1938   73898.10   94365.73
Parts Referred                     93    1691.80    2650.19
```

Stock Order Criteria

Default

Daily Demand: `70` percent of recent `90` days demand
`30` percent of previous `365` days demand

Days Supply: Based on demand of `365` days

Demand	Days Supply	Reorder Point
0⬚To `3`	`35`	`24`
4⬚To `12`	`25`	`17`
13⬚To `35`	`20`	`13`
36⬚To `100`	`10`	
101⬚To `500`	`8`	
501⬚To `99999`	`5`	

Do not order if less than   `7` days in inventory