

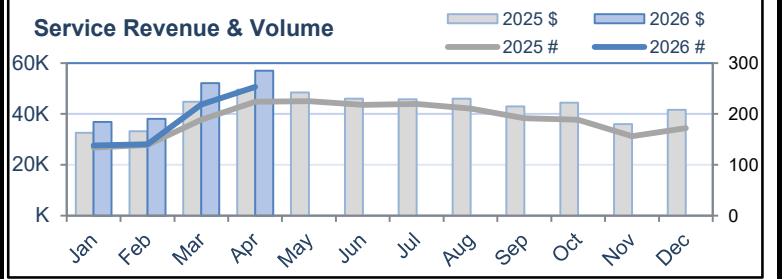
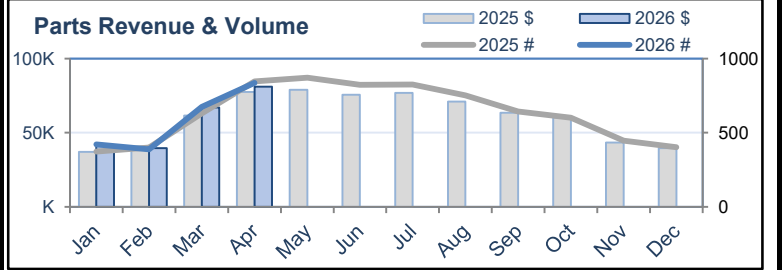
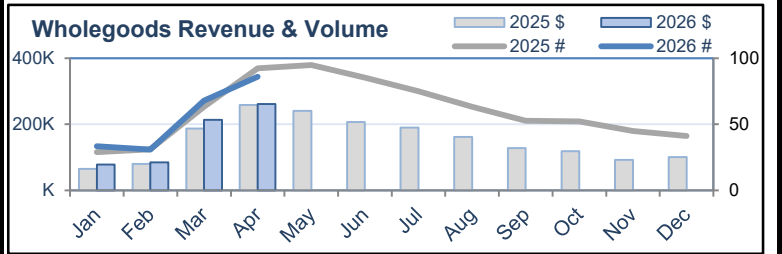
| Key Performance Indicator | National | Midwest | Northeast | South | West |
|---------------------------|----------|---------|-----------|-------|------|
|---------------------------|----------|---------|-----------|-------|------|

| Wholegoods Averages | | | | | |
|---|-----------|-----------|-----------|-----------|-----------|
| Total Number of Invoices | 86.0 | 85.8 | 94.5 | 82.1 | 88.3 |
| Total Sales Revenue | \$261,508 | \$305,224 | \$329,747 | \$230,138 | \$169,932 |
| Total Sales Cost | \$216,537 | \$251,890 | \$273,049 | \$191,612 | \$138,908 |
| Total Gross Profit* | \$44,971 | \$53,335 | \$56,698 | \$38,526 | \$31,023 |
| Gross Profit % | 17.2% | 17.5% | 17.2% | 16.7% | 18.3% |
| Avg Revenue per Invoice | \$3,040 | \$3,559 | \$3,489 | \$2,803 | \$1,924 |
| Avg Cost of Goods per Invoice | \$2,517 | \$2,937 | \$2,889 | \$2,334 | \$1,573 |
| Avg Gross Profit per Invoice | \$523 | \$622 | \$600 | \$469 | \$351 |
| Total Dealerships Included: 1465 419 244 633 168 | | | | | |

| Parts Averages | | | | | |
|---|----------|----------|----------|----------|----------|
| Total Number of Invoices | 836.3 | 733.2 | 787.4 | 909.1 | 879.6 |
| Total Parts Revenue | \$81,166 | \$71,012 | \$86,562 | \$85,117 | \$83,626 |
| Total Parts Cost of Goods | \$51,265 | \$44,496 | \$55,240 | \$54,096 | \$51,652 |
| Total Gross Profit* | \$29,901 | \$26,515 | \$31,322 | \$31,021 | \$31,974 |
| Gross Profit % | 36.8% | 37.3% | 36.2% | 36.4% | 38.2% |
| Avg Revenue per Invoice | \$97 | \$97 | \$110 | \$94 | \$95 |
| Avg Cost of Goods per Invoice | \$61 | \$61 | \$70 | \$60 | \$59 |
| Avg Gross Profit per Invoice | \$36 | \$36 | \$40 | \$34 | \$36 |
| Total Dealerships Included: 1374 396 217 609 151 | | | | | |

| Service Averages | | | | | |
|---|----------|----------|----------|----------|----------|
| Total Number of Work Orders | 253.3 | 273.8 | 336.9 | 286.8 | 305.2 |
| Total Service Revenue | \$56,970 | \$62,300 | \$72,072 | \$47,494 | \$63,369 |
| Total Service Cost of Goods | \$19,991 | \$20,390 | \$26,588 | \$16,543 | \$24,479 |
| Total Gross Profit* | \$36,979 | \$41,910 | \$45,485 | \$30,951 | \$38,891 |
| Gross Profit % | 64.9% | 67.3% | 63.1% | 65.2% | 61.4% |
| Avg Revenue per Invoice | \$225 | \$228 | \$214 | \$166 | \$208 |
| Avg Cost of Goods per Invoice | \$79 | \$74 | \$79 | \$58 | \$80 |
| Avg Gross Profit per Invoice | \$146 | \$153 | \$135 | \$108 | \$127 |
| Total Dealerships Included: 1219 321 192 575 131 | | | | | |

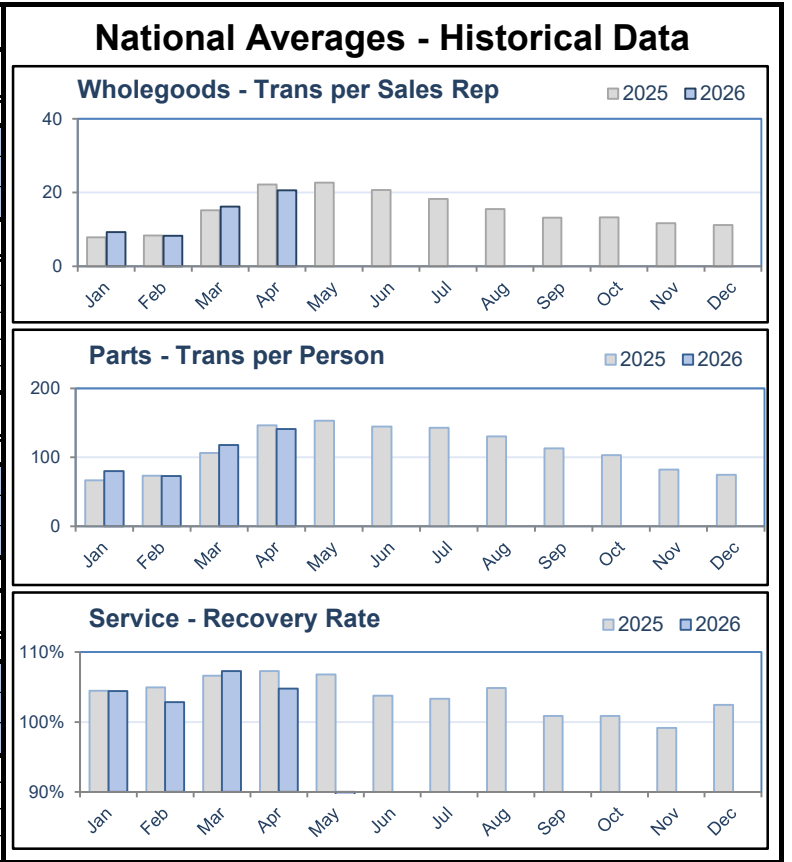
National Averages - Historical Data



| National Averages Historical Trend | | | | | | | | | | | | | | 12-Month Average | |
|------------------------------------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|----------|----------|-----------|------------------|------------------|
| | Apr-25 | May-25 | Jun-25 | Jul-25 | Aug-25 | Sep-25 | Oct-25 | Nov-25 | Dec-25 | Jan-26 | Feb-26 | Mar-26 | Apr-26 | | |
| Wholegoods | Invoice Count | 92.4 | 94.9 | 85.4 | 75.0 | 63.3 | 52.6 | 52.3 | 44.9 | 41.2 | 33.4 | 30.9 | 68.0 | 86.0 | 60.7 |
| | Total Revenue | \$258,636 | \$241,094 | \$207,345 | \$190,499 | \$161,547 | \$128,397 | \$118,497 | \$92,233 | \$100,790 | \$77,882 | \$84,949 | \$213,224 | \$261,508 | \$156,497 |
| Parts | Invoice Count | 846.9 | 871.4 | 824.1 | 826.2 | 751.8 | 643.1 | 600.6 | 447.4 | 402.5 | 421.9 | 388.1 | 675.7 | 836.3 | 640.8 |
| | Total Revenue | \$77,432 | \$78,973 | \$75,597 | \$76,898 | \$71,090 | \$63,593 | \$60,313 | \$43,355 | \$39,715 | \$41,730 | \$39,618 | \$67,087 | \$81,166 | \$61,594 |
| Service | Invoice Count | 223.8 | 225.2 | 218.0 | 220.0 | 210.7 | 191.9 | 188.4 | 156.0 | 172.0 | 138.1 | 140.6 | 218.6 | 253.3 | 194.4 |
| | Total Revenue | \$49,537 | \$48,421 | \$46,021 | \$45,732 | \$46,045 | \$42,930 | \$44,457 | \$35,957 | \$41,635 | \$36,910 | \$38,091 | \$52,133 | \$56,970 | \$44,608 |

*Gross Profit excludes expenses (such as payroll, advertising, etc) and accounting details (such as hold-backs, incentives, rebates, write-downs, etc)

| Key Performance Indicator | National | Midwest | Northeast | South | West |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|
| Wholegoods Analysis | | | | | |
| Averages | | | | | |
| Number of Sales Reps | 4.2 | 4.2 | 3.9 | 4.2 | 4.6 |
| Monthly Transactions per Sales Rep | 20.6 | 19.9 | 28.6 | 18.7 | 17.5 |
| Monthly Revenue per Sales Rep | \$61,169 | \$71,881 | \$87,150 | \$52,093 | \$30,749 |
| Monthly Gross Profit per Sales Rep | \$10,450 | \$12,495 | \$14,952 | \$8,583 | \$5,808 |
| Gross Profit % - Top Product Lines (by volume) | | | | | |
| Lawnmower | 17% | 17% | 17% | 16% | 17% |
| Trimmer | 21% | 22% | 22% | 20% | 24% |
| Blower | 20% | 21% | 20% | 19% | 20% |
| Chainsaw | 21% | 21% | 22% | 20% | 22% |
| Split Boom | 22% | 22% | 23% | 21% | 24% |
| Parts Analysis | | | | | |
| Total Dealerships Included: | | | | | |
| | 1465 | 419 | 244 | 633 | 168 |
| Number of Counter Personnel | 6.8 | 6.9 | 6.4 | 6.8 | 7.1 |
| Monthly Transactions per Person | 141.0 | 126.1 | 168.2 | 144.1 | 128.4 |
| Monthly Revenue per Person | \$13,076 | \$11,437 | \$17,927 | \$12,859 | \$11,272 |
| Monthly Gross Profit per Person | \$5,020 | \$4,269 | \$6,782 | \$5,002 | \$4,521 |
| Fill Rate | 98% | 98% | 97% | 98% | 97% |
| Service Analysis | | | | | |
| Total Dealerships Included: | | | | | |
| | 1374 | 396 | 217 | 609 | 151 |
| Number of Technicians | 3.8 | 4.1 | 3.1 | 3.7 | 4.1 |
| Monthly Billed Hours per Tech. | 57.1 | 72.4 | 57.5 | 47.9 | 48.2 |
| Department Recovery Rate | 105% | 109% | 110% | 99% | 91% |
| Tech Efficiency | 108% | 114% | 112% | 102% | 95% |
| Total Hours Worked | 275.0 | 302.1 | 305.1 | 229.6 | 263.5 |
| Total Billed Hours | 385.2 | 370.0 | 296.5 | 466.3 | 253.0 |
| Average Completion Time (hours) | 9.4 | 9.9 | 8.9 | 8.7 | 10.7 |
| Parts to Labor Ratio | 99% | 86% | 95% | 114% | 86% |
| Total Dealerships Included: | | | | | |
| | 1219 | 321 | 192 | 575 | 131 |



| National Averages | | | | | | | | | | | | | | 12-Month | |
|----------------------------|-----------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------------|
| Historical Trend | | | | | | | | | | | | | | Average | |
| | Apr-25 | May-25 | Jun-25 | Jul-25 | Aug-25 | Sep-25 | Oct-25 | Nov-25 | Dec-25 | Jan-26 | Feb-26 | Mar-26 | Apr-26 | | |
| Wholegoods Analysis | Transactions / rep | 22.2 | 22.7 | 20.7 | 18.2 | 15.5 | 13.2 | 13.3 | 11.7 | 11.2 | 9.3 | 8.3 | 16.2 | 20.6 | 15.1 |
| | Revenue / rep | \$61,573 | \$57,680 | \$49,261 | \$45,371 | \$38,541 | \$31,767 | \$29,301 | \$23,485 | \$26,079 | \$21,463 | \$22,560 | \$50,389 | \$61,169 | \$38,089 |
| | Gross Profit / rep | \$10,146 | \$9,825 | \$8,406 | \$7,931 | \$6,783 | \$5,448 | \$5,248 | \$4,359 | \$4,775 | \$3,988 | \$3,835 | \$8,475 | \$10,450 | \$6,627 |
| Parts Analysis | Transactions / person | 146.4 | 153.1 | 144.5 | 143.0 | 130.3 | 113.1 | 103.3 | 82.1 | 74.6 | 80.0 | 73.1 | 118.1 | 141.0 | 113.0 |
| | Revenue / person | \$12,939 | \$13,377 | \$12,695 | \$12,912 | \$11,773 | \$10,643 | \$9,926 | \$7,533 | \$6,974 | \$7,479 | \$7,160 | \$11,330 | \$13,076 | \$10,406 |
| | Gross Profit / person | \$4,895 | \$5,131 | \$4,806 | \$4,921 | \$4,477 | \$3,933 | \$3,661 | \$2,799 | \$2,526 | \$2,790 | \$2,708 | \$4,401 | \$5,020 | \$3,931 |
| | Fill Rate | 98% | 98% | 98% | 98% | 98% | 98% | 98% | 98% | 98% | 98% | 98% | 98% | 98% | 98% |
| Service Analysis | Recovery Rate | 107% | 107% | 104% | 103% | 105% | 101% | 101% | 99% | 102% | 104% | 103% | 107% | 105% | 103% |
| | Avg Completion Time | 13.1 | 11.7 | 11.6 | 11.9 | 12.0 | 10.2 | 10.1 | 10.4 | 11.4 | 11.7 | 11.4 | 10.3 | 9.4 | 11.0 |
| | Tech Efficiency | 110% | 110% | 106% | 106% | 108% | 105% | 103% | 102% | 105% | 109% | 106% | 110% | 108% | 107% |

Number of sales reps, counter personnel and technicians based on number of unique user ID's entered during the reporting period