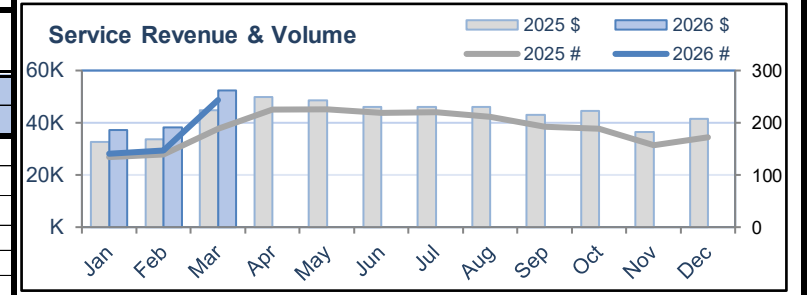
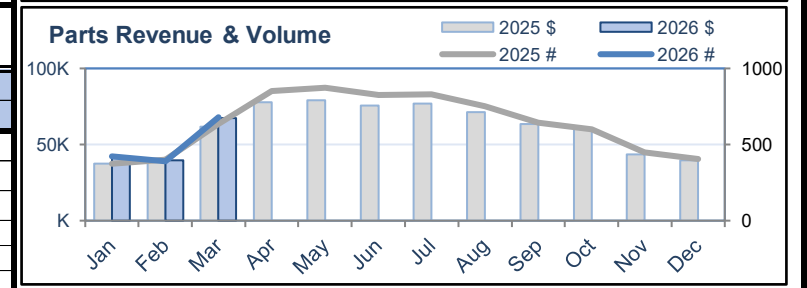
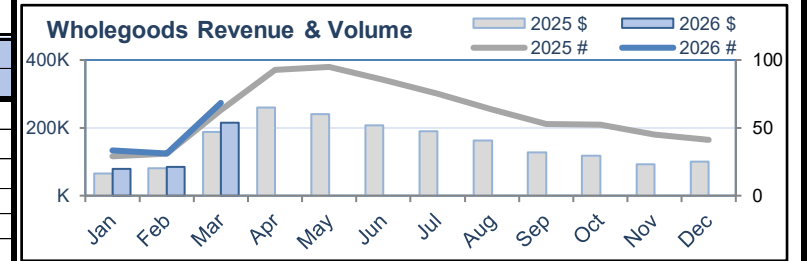


Key Performance Indicator	National	Midwest	Northeast	South	West
Wholegoods					
Averages					
Total Number of Invoices	68.4	50.5	54.2	82.5	78.6
Total Sales Revenue	\$214,518	\$204,579	\$184,029	\$248,157	\$154,541
Total Sales Cost	\$178,433	\$170,554	\$152,559	\$207,208	\$125,308
Total Gross Profit*	\$36,085	\$34,025	\$31,470	\$40,949	\$29,233
Gross Profit %	16.8%	16.6%	17.1%	16.5%	18.9%
Avg Revenue per Invoice	\$3,139	\$4,050	\$3,396	\$3,006	\$1,966
Avg Cost of Goods per Invoice	\$2,611	\$3,377	\$2,815	\$2,510	\$1,594
Avg Gross Profit per Invoice	\$528	\$674	\$581	\$496	\$372
Total Dealerships Included: 1456 408 244 637 166					

Parts					
Total Number of Invoices	679.2	482.6	506.8	822.5	803.2
Total Parts Revenue	\$67,482	\$49,837	\$61,268	\$78,474	\$74,359
Total Parts Cost of Goods	\$41,615	\$31,066	\$39,621	\$47,720	\$45,473
Total Gross Profit*	\$25,867	\$18,770	\$21,647	\$30,754	\$28,886
Gross Profit %	38.3%	37.7%	35.3%	39.2%	38.8%
Avg Revenue per Invoice	\$99	\$103	\$121	\$95	\$93
Avg Cost of Goods per Invoice	\$61	\$64	\$78	\$58	\$57
Avg Gross Profit per Invoice	\$38	\$39	\$43	\$37	\$36
Total Dealerships Included: 1297 365 186 596 149					

Service					
Total Number of Work Orders	243.4	227.0	278.2	284.2	282.7
Total Service Revenue	\$52,468	\$55,006	\$56,086	\$48,976	\$56,295
Total Service Cost of Goods	\$17,771	\$18,727	\$20,039	\$16,968	\$15,904
Total Gross Profit*	\$34,697	\$36,279	\$36,047	\$32,008	\$40,391
Gross Profit %	66.1%	66.0%	64.3%	65.4%	71.7%
Avg Revenue per Invoice	\$216	\$242	\$202	\$172	\$199
Avg Cost of Goods per Invoice	\$73	\$83	\$72	\$60	\$56
Avg Gross Profit per Invoice	\$143	\$160	\$130	\$113	\$143
Total Dealerships Included: 1215 314 184 580 136					

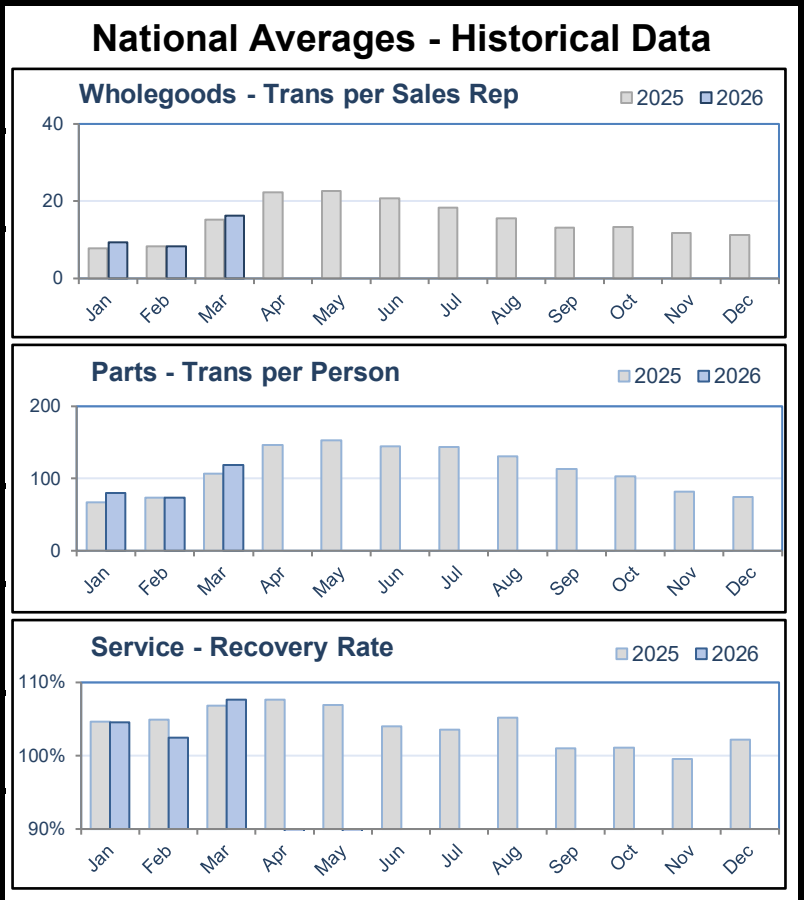
National Averages - Historical Data



National Averages		Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26	12-Month Average
Wholegoods	Invoice Count	63.2	92.6	94.9	85.5	75.1	63.3	52.7	52.3	44.9	41.2	33.5	31.1	68.4	61.3
	Total Revenue	\$187,468	\$259,095	\$241,087	\$207,434	\$190,596	\$161,640	\$128,495	\$118,579	\$92,299	\$100,833	\$78,056	\$85,416	\$214,518	\$156,504
Parts	Invoice Count	632.7	849.7	873.0	825.6	827.7	753.2	643.8	601.8	448.0	402.9	423.4	389.9	679.2	643.2
	Total Revenue	\$61,659	\$77,756	\$79,118	\$75,744	\$77,044	\$71,233	\$63,675	\$60,439	\$43,417	\$39,748	\$41,850	\$39,771	\$67,482	\$61,440
Service	Invoice Count	188.9	224.8	225.7	218.3	220.4	211.1	192.2	188.6	156.4	172.1	140.6	146.8	243.4	195.0
	Total Revenue	\$44,811	\$49,777	\$48,537	\$46,018	\$45,972	\$45,929	\$42,948	\$44,497	\$36,329	\$41,571	\$37,260	\$38,332	\$52,468	\$44,137

*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	4.0	3.7	3.6	4.4	4.6
Monthly Transactions per Sales Rep	16.3	12.3	17.1	18.6	16.1
Monthly Revenue per Sales Rep	\$50,704	\$49,648	\$51,490	\$56,573	\$29,688
Monthly Gross Profit per Sales Rep	\$8,529	\$8,343	\$8,882	\$9,246	\$5,720
Gross Profit % - Top Product Lines (by volume)					
Lawnmower	16%	21%	15%	14%	20%
Blower	19%	20%	20%	18%	25%
Trimmer	21%	20%	17%	19%	27%
Chainsaw	21%	21%	22%	20%	21%
Hedge Trimmer	19%	22%	15%	18%	24%
Parts Analysis					
Total Dealerships Included:	1456	408	244	637	166
Number of Counter Personnel	6.7	6.5	6.2	6.9	7.1
Monthly Transactions per Person	118.4	85.4	121.7	136.5	122.9
Monthly Revenue per Person	\$11,361	\$8,336	\$13,645	\$12,718	\$10,503
Monthly Gross Profit per Person	\$4,411	\$3,109	\$5,050	\$5,027	\$4,338
Fill Rate	98%	99%	98%	98%	97%
Service Analysis					
Total Dealerships Included:	1297	365	186	596	149
Number of Technicians	3.6	3.7	2.8	3.7	4.0
Monthly Billed Hours per Tech.	58.2	68.9	53.1	54.8	48.3
Department Recovery Rate	108%	110%	112%	105%	99%
Tech Efficiency	110%	114%	113%	106%	99%
Total Hours Worked	272.2	295.0	266.7	211.0	388.5
Total Billed Hours	371.6	386.6	253.7	437.1	245.6
Average Completion Time (hours)	10.3	11.6	10.8	8.7	11.1
Parts to Labor Ratio	101%	87%	96%	116%	86%
Total Dealerships Included:	1215	314	184	580	136



National Averages		12-Month													
Historical Trend		Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26	Average
Wholegoods Analysis	Transactions / rep	15.2	22.2	22.7	20.7	18.3	15.5	13.2	13.3	11.7	11.2	9.3	8.3	16.3	15.2
	Revenue / rep	\$44,937	\$61,654	\$57,680	\$49,278	\$45,351	\$38,551	\$31,798	\$29,321	\$23,477	\$26,089	\$21,471	\$22,618	\$50,704	\$38,166
	Gross Profit / rep	\$7,278	\$10,154	\$9,826	\$8,414	\$7,926	\$6,786	\$5,459	\$5,251	\$4,357	\$4,779	\$3,988	\$3,852	\$8,529	\$6,610
Parts Analysis	Transactions / person	106.5	146.8	153.3	144.8	143.3	130.5	113.2	103.5	82.2	74.7	80.2	73.4	118.4	113.7
	Revenue / person	\$10,100	\$12,976	\$13,400	\$12,717	\$12,932	\$11,796	\$10,655	\$9,945	\$7,542	\$6,979	\$7,500	\$7,182	\$11,361	\$10,415
	Gross Profit / person	\$3,785	\$4,910	\$5,140	\$4,814	\$4,929	\$4,486	\$3,938	\$3,668	\$2,803	\$2,527	\$2,798	\$2,718	\$4,411	\$3,928
	Fill Rate	98%	98%	98%	98%	98%	98%	98%	98%	98%	98%	98%	98%	98%	98%
Service Analysis	Recovery Rate	107%	108%	107%	104%	104%	105%	101%	101%	100%	102%	105%	102%	108%	104%
	Avg Completion Time	14.9	13.2	11.8	11.6	11.9	12.0	10.2	10.2	10.4	11.4	11.6	11.4	10.3	11.3
	Tech Efficiency	111%	110%	110%	106%	106%	108%	105%	103%	103%	105%	108%	105%	110%	107%

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