

BALANCE SHEET

ASSET		Account No.	AMOUNT			LIABILITY		Account No.	AMOUNT				
CASH ON HAND		1000X				1	OPERATING LOAN		2001				
BANKS		105X				2							
IN TRUST ACCOUNT		1061				3	TOTAL BANK DEBTS		L. 1 to 2				
						4	LIENS PAYABLE NEW UNITS		2051				
TOTAL CASH		L. 1 to 4				5							
ACCOUNTS RECEIVABLE		1101				6	LIENS PAYABLE USED UNITS		2052				
FINANCE COMPANIES RECEIVABLE		1102				7	LIENS PAYABLE on LEASED VEHICLES		2053				
GST/PST RECEIVABLE		1103				8	LIENS PAYABLE on TRADE		2055				
F&I COMMISSIONS RECEIVABLE		1104				9							
CREDIT CARDS RECEIVABLE		1105				10	TOTAL FINANCING COMPANIES		L. 4 to 9				
OTHER RECEIVABLES		1108				11	ACCOUNTS PAYABLE		2101				
MANUFACTURERS RECEIVABLE		112X				12							
						13	OTHER PAYABLES		2107X				
DEPOSITS sent to MANUFACTURERS		113X				14	CUSTOMER DEPOSITS		2201				
						15	OUTSTANDING CREDIT NOTES		2203				
MANUFACTURERS SPECIAL PROMOTIONS		114X				16	TAXES (G.S.T. - P.S.T. - H.S.T.)		2501X				
						17	EMPLOYEES DEDUCTIONS at SOURCE		2521X				
						18	GROUP INSURANCE / U.I.C.		2523X				
BAD DEBTS ALLOWANCE		114X				19	OTHER EMPLOYEES BENEFITS		2525				
TOTAL RECEIVABLES		L. 5 to 19				20							
NEW UNITS (UNITS)		120X				21							
						22	TOTAL ACCOUNTS PAYABLE		L. 11 to 21				
DEMONSTRATORS (UNITS)		120X				23	SALARIES		2551X				
						24	COMMISSIONS		2553X				
RENTAL FLEET (UNITS)		120X				25	HOLIDAYS		2555				
CUMULATED DEPRECIATION - RENTAL UNITS		1229				26	BONUS PAYABLES		2558				
						27	SOCIAL CLUB		2559				
USED UNITS (UNITS)		120X				28	INTERESTS		2601				
						29	INSURANCES		2602				
PARTS and ACCESSORIES		121X				30	INCOME TAXES		2603X				
						31	TOTAL for ACCRUED PAYABLES		L. 23 to 28				
SUBLET LABOUR		1241				32	RESERVE INCOME TAX - CURRENT YEAR		2651				
OIL, GREASE, GASOLINE		1242				33	INCOME TAX (PRIOR YEARS)		2655				
F&I PRODUCTS & OTHERS		1243				34							
SHOP SUPPLIES		1244				35	CURRENT PORTION from LONG TERM DEBT		2691X				
WORK IN PROGRESS		1249				36	TOTAL SHORT TERM LIABILITIES		L. 3+10+22+31+32 to 35				
TOTAL INVENTORIES		L. 21 to 36				37	LOAN NO: 1	DUE	2701				
CITY TAXES		1251				38	LOAN NO: 2	THIS	2702				
INSURANCES		1252				39	LOAN NO: 3	YEAR	2703				
INCOME TAX		1253				40	LOAN NO: 4		2704				
RENT		1254				41	MORTGAGE		2705				
OTHERS		1255				42							
TOTAL PREPAID EXPENSES		L. 38 to 42				43	LOANS to DIRECTORS & OWNERS		2801X				
TOTAL CURRENT ASSETS		L. 5+20+37				44							
NET WORKING CAPITAL	CURRENT ASSET L. 44					45	TOTAL LONG TERM LIABILITIES		L. 37 to 43 LESS L. 44				
	CURRENT LIABILITIES L. 36					46	CAPITAL STOCK		2901				
	NET WORKING CAPITAL L.44 LESS L.36					47	CAPITAL STOCK - CATEGORY "B"		2902				
	RATIO C.A. & C.L. L.44 + 36					48	OWNERS CAPITAL INVESTMENT		2907				
Fixed Assets	Account	COST		DEPRECIATION	NET		49		RETAINED EARNINGS	2908			
Land	1500							50					
Building	/							51	DIVIDENDS		29099		
Parking	/							52					
Fence / Signs.	/							53	UNITS SOLD				PROFITS and NET LOSS
Leasehold Imp.	/							54	NEW	USED	WHOLESALE	TOTAL	
Office Equip.	/							55	J				
Computer	/							56	F				
Parts Equip.	/							57	M				
Service Equip.	/							58	A				
Rental Equip.	/							59	M				
Cie Vehicles	/							60	J				
Leased Vehicles	/							61	J				
Trailer / Lift	/							62	A				
TOTAL								63	S				
LIFE INSURANCE	1852							64	O				
ADVANCES - OWNERS & EMPLOYEES	1853							65	N				
INVESTMENTS	1854							66	D				
REFUNDABLE DEPOSITS	1857							67	TOT				
GOODWILL	1858							68					
OTHER ASSETS	1859							69	NET INCOME BEFORE ESTIMATED INCOME TAX				
TOTAL for OTHER ASSETS	L. 64 to 69							70	TOTAL NET VALUE		L. 46 to 52 + L. 67		
TOTAL ASSETS	L. 44 + 63 + 70							71	TOTAL DEBTS & NET VALUE		L. 36, 45 and 70		

LINE	DESCRIPTIONS	Account No.	TOTAL INCOME and EXPENSES				NEW UNITS				USED UNITS			
			CURRENT MONTH		YEAR to DATE		CURRENT MONTH		YEAR to DATE		CURRENT MONTH		CURRENT YEAR	
1	TOTAL SALES													
2	TOTAL GROSS PROFIT													
3	GROSS PROFIT PERCENTAGE			%		%		%		%		%		
4	VARIABLE EXPENSES			%GP		%GP								
5	Salaries - Sales Manager	700X												
6	Salaries & Commissions - Salesmen	701X												
7	Salaries & Commissions - F&I	702X												
8	Pre-Delivery Expenses	703X												
9	Adjustments for Customer Policy	7042												
10	Demonstrator Expenses	705X												
11	Stock Maintenance	706X												
12	Stock Financing Expenses	711X												
13	Advertising - New & Used Units	715X												
14	Co-op & Rebates	719X												
15	TOTAL VARIABLE EXPENSES	L. 5 to 14												
16	DIRECT EXPENSES													
17	Salaries - Owners	720X												
18	Salaries Managers & Advisors	721X												
19	Salaries - Parts & Accessories & Rental	724X												
20	Salaries - Office	723X												
21	Salaries - Others	725X												
22	Absenties & Paid Holidays	726X												
23	Group Insurance	727X												
24	Taxes (C.S.S.T. and C.N.T.)	728X												
25	Other Employees Benefits/Training	729X												
26	Training	730X												
27	SUB-TOTAL for EMPLOYEES	L. 17 to 25												
28	Advertising - Parts, Service and Rental	735X												
29	Policy - Parts, Service and Rental	736X												
30	Office Supplies	7371												
31	Other Supplies by Department	738X												
32	Small Tools & Shop Supplies	7391												
33	Uniforms / Cleaning Services	740X												
34	Traveling & Representation	741X												
35	Maintenance - Equipment & Computers	742X												
36	Leased Vehicles Expenses	7429												
37	Data Processing	7431												
38	Telephone & Cells	744X												
39	Express Courier and Postage	745X												
40	External Services by Department	746X												
41	Security & Alarm System	7471												
42	Cash Over/Short - N.S.F. Checks	748X												
43	Equipment Rental	7491												
44	Banks & Credit Card Fees	750X												
45	Miscellaneous Expenses	7541												
46	TOTAL DIRECTS EXPENSES	L. 26 to 45												
47	INDIRECT EXPENSES													
48	Rent / Interest on Mortgage	755X												
49	Leasehold Improvement Depreciation	7559												
50	Building Maintenance	756X												
51	City Taxes	7562												
52	Building Insurance	7563												
53	Building Depreciation	756X												
54	SUB-TOTAL RENT	L. 48 to 53												
55	Buisness Taxes & Others	7601												
56	Equipment Depreciation	761X												
57	Vehicles Depreciation	762X												
58	Heating, Electricity, Water	7631												
59	Donations	7632												
60	Licenses and Permits	7633												
61	Insurance	763X												
62	Dues and Subscriptions	7651												
63	Professional Fees	766X												
64	TOTAL INDIRECT EXPENSES	L. 54 to 63												
65	TOTAL GENERAL EXPENSES	L. 46 and 64												
66	TOTAL EXPENSES	L. 15 and 65												
67	GROSS PROFIT (LOSS)	L. 2 less 66												
68	Profit Percentages by Departments							%		%		%		
69														
70	ADDITIONS / (DEDUCTIONS)	Page 3 L. 77												
71	GROSS PROFIT (LOSS) BEFORE BONUSES													
72	Bonus - Employees	9501												
73	Bonus - Owners	9502												
74	NET PROFIT (LOSS) BEFORE INCOME TAX													
75	Estimated Income Tax	9509												
76	NET PROFIT (LOSS) - AFTER INCOME TAX													

LINE	DESCRIPTIONS	F & I DEPARTMENT		PARTS DEPARTMENT		SERVICE DEPARTMENT		RENTAL DEPARTMENT	
		CURRENT MONTH	YEAR to DATE	CURRENT MONTH	YEAR to DATE	CURRENT MONTH	YEAR to DATE	CURRENT MONTH	YEAR to DATE
1	TOTAL SALES								
2	TOTAL GROSS PROFIT								
3	POURCENTAGE de PROFIT BRUT		%		%		%		%
4	VARIABLE EXPENSES								
5	Salaries - Sales Manager								
6	Salaries & Commissions - Salesmens								
7	Salaries & Commissions - F&I								
8	Pre-delivery Expenses								
9	Adjustments for Customer Policy								
10	Demonstrator Expenses								
11	Stock Maintenance								
12	Stock Financing Expenses								
13	Advertising - New & Used Units								
14	Co-op & Rebates								
15	TOTAL VARIABLE EXPENSES								
16	DIRECT EXPENSES								
17	Salaries - Owners								
18	Salaries - Managers & Advisors								
19	Salaries - Parts - Accessories - Rental								
20	Salaries - Office								
21	Salaries - Others								
22	Absenties & Paid Holidays								
23	Group Insurance								
24	Taxes (C.S.S.T. and C.N.T.)								
25	Other Employees Benefits								
26	Training								
27	SUB-TOTAL for EMPLOYEES								
28	Advertising - Parts, Service and Rental								
29	Policy - Parts, Service and Rental								
30	Office Supplies								
31	Other Supplies by Departments								
32	Small Tools & Shop Supplies								
33	Uniforms / Cleaning Services								
34	Traveling & Representation								
35	Maintenance - Equipment & Computers								
36	Leased Vehicles Expenses								
37	Data Processing								
38	Telephone & Cells								
39	Express Courier and Postage								
40	External Services by Department								
41	Security & Alarm System								
42	Cash Over/Short - N.S.F. Checks								
43	Equipment Rental								
44	Banks & Credit Card Fees								
45	Miscellaneous Expenses								
46	TOTAL DIRECT EXPENSES								
47	INDIRECT EXPENSES								
48	Rent / Mortgage Interest								
49	Leasehold Improvements Depreciation								
50	Building Maintenance								
51	City Taxes								
52	Building Insurance								
53	Building Depreciation								
54	SUB-TOTAL RENT								
55	Business Taxes & Others								
56	Equipment Depreciation								
57	Vehicles Depreciation								
58	Heat, Electricity, Water								
59	Donations								
60	Licenses and Permits								
61	Insurance								
62	Dues & Subscriptions								
63	Professional Fees								
64	TOTAL INDIRECT EXPENSES								
65	TOTAL GENERAL EXPENSES								
66	TOTAL EXPENSES								
67	GROSS PROFIT (LOSS)								
68	Profit Percentages by Departments		%		%		%		%
69									
70	ADDITIONS	Account No.	CURRENT MONTH	YEAR to DATE		DEDUCTIONS	Account No.	CURRENT MONTH	YEAR to DATE
71	Earned Cash Discount	8001				Cash Disount Allowed	9001		
72	Interest Income	8002				Interest Paid	9002		
73	Bad Debts	8003				Bad Debts Recovering	9003		
74	Other Revenues	8004				Other Expenses	9004		
75	TOTAL for ADDITIONS				LESS	TOTAL DEDUCTIONS			
76	NET ADDITIONS (DEDUCTIONS)								

L I N E	CURRENT MONTH				SALES DETAILS			CURRENT YEAR			
	VÉH.	SALES	GROSS PROFIT	GP%	NEW UNITS DEPARTMENT	Account No.	VÉH.	SALES	GROSS PROFIT	GP%	
1					New Units - Touring	301 X 00					
2					New Units - Custom	302 X 00					
3					New Units - Sport	303 X 00					
4					New Units - Scooter	304 X 00					
5					New Units - Motocross & Trail	305 X 00					
6					New Units - A.T.V.	307 X 00					
7					New Units - Snowmobile	308 X 00					
8					New Units - Marine	309 X 00					
9					New Units - Power Products	310 X 00					
10					New Units - Other	311 X 00					
11					SUB-TOTAL New Units	L. 1 to 10					
12					New Units - Wholesale (other dealers)	347 000					
13					Other Revenues - Sales Department	348 X 00					
14					New Units Inventory Adjustments	448 950					
15					Allowed Discount - Sales Department	348 995					
16					Total for New Units Sales	L. 11 to 15					
17					USED UNITS DEPARTMENT						
18					Used Units	301 X 99					
19					Reconditioning	415 X 00					
20											
21					Used Units Inventory Adjustments	448 955					
22					Total for Used Units Sales	L. 18 to					
23					FINANCE & INSURANCE DEPARTMENT F&I						
24					Insurance	349 1X					
25					Extended Warranty	349 2X					
26					Alarm System & Sherlock	349 300					
27					Documentation Fees	349 700					
28					Other Revenues from F&I	349 X					
29					Commissions from Finance Cie	349 990					
30					Total for F & I Sales	L. 24 to 29					
31					PARTS DEPARTMENT						
32					Parts & Accessories - Retail	350 X					
33					Parts & Accessories - Service	351 X					
34					Parts & Accessories - Warranty	352 X					
35					Parts & Accessories - Internal	355 X					
36					Parts & Accessories - Wholesale (other dealers)	353 X					
37					SUB-TOTAL Parts and Accessories	L. 32 to 36					
38					Other Revenues Parts & Accessories	359 X					
39					Discount Earned on Parts & Accessories Purchases	459 995					
40					Discount Allowed on Parts & Accessories	359 200					
41					Parts & Accessories Inventory Adjustments	459 X					
42					Total for the Parts Department Sales	L. 37 to 41					
43					SERVICE DEPARTMENT						
44					Labour - Retail	360 X					
45					Labour - Warranty	361 X					
46					Labour - P.D.I.	362 X					
47					Labour - Policy	363 X					
48					Labour - Internal	364 X					
49					SUB-TOTAL for LABOUR	L. 44 to					
50											
51											
52											
53					Unapplied Time	465 100					
54					Discount Allowed - Service Department	365 200					
55					SUB-TOTAL Other	L. 50 to 54					
56					Sublet Labour	370 100					
57					Oil, Grease, Gasoline	370 200					
58					Shop Supplies, Estimate, Storage	370 X00					
59					Pick-up and Delivery Fees	370 600					
60					Other Revenues from Service	370 X00					
61					SUB-TOTAL Other Revenues from Service	L. 56 to 60					
62					Total for the Service Department	L. 49+55+61					
63					RENTAL DEPARTMENT						
64					Units Rental	380 X					
65					Packages Taxable at 4% / Delivery / Misc.	380 19X					
66					Clothing	380 192					
67					Rooms & Meals	380 19X					
68					Kilometres / Gasoline	380 19X					
69					Renonciation to damages / Insurance	380 500					
70					Expense for Renting Units to Rent	480 850					
71					Gain /Loss on Disposal of Rental Units	480 800					
72					Rental Units Breakage Income	380 900					
73					Rental Units Maintenance & Transport Fees	480 X					
74					Rental Units Depreciation	480 999					
75					Total for the Rental Department	L. 64 to 74					
76					TOTAL for ALL DEPARTMENTS						