

Parts Profitability

- OEM 33%
- Non-OEM 45%

Part Sales by Customer Type

- Consumer: 63%
- Commercial: 34%

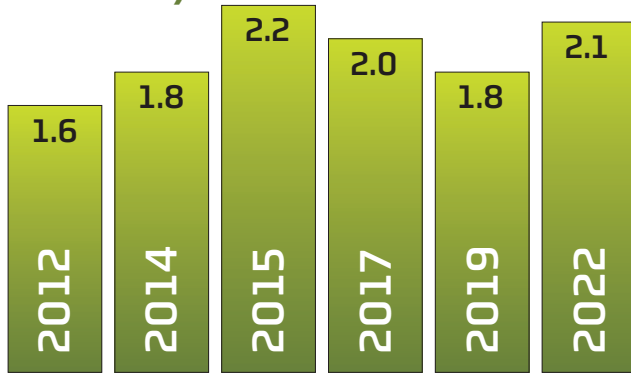
Do You Sell Non Gas-Powered Handheld?

- 69% of dealer say yes
- 10% of handheld sales are non gas-powered

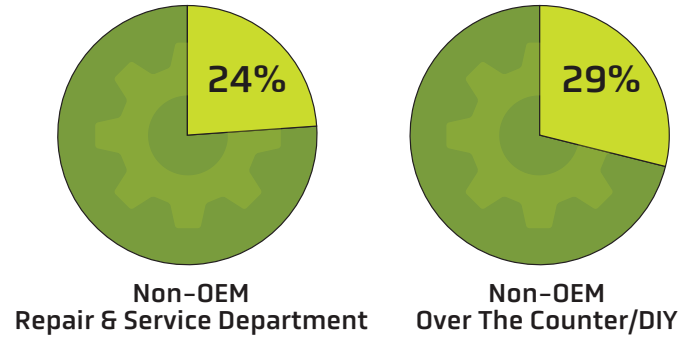
Selling Online

- 91% are not selling
- 80% of those that do use their own website

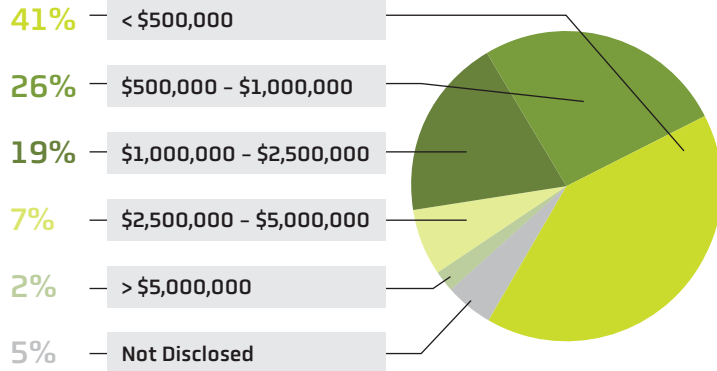
OPE Parts Market Size (in billions)



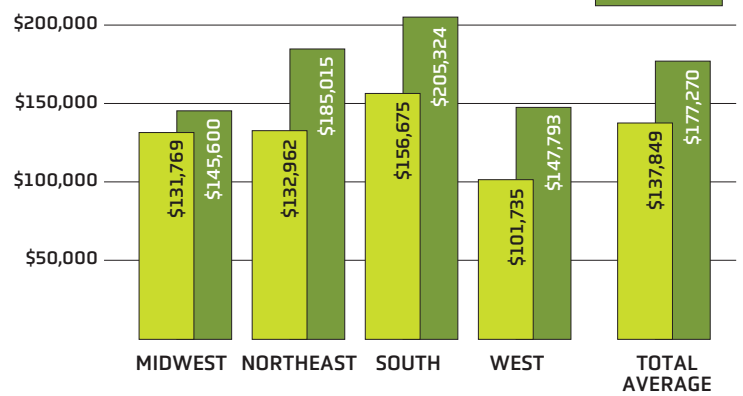
2022 Non-OEM Market Share (by Sales Source)



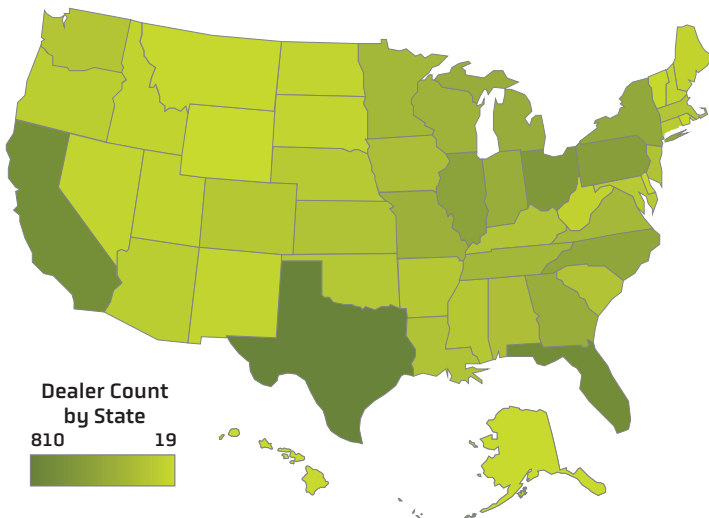
Percent of Dealers by Annual Revenue



Avg. Dealer Parts Spend



OPE Dealer Saturation



Dealer Count by Region

