

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
		customers of your former Business or contact any supplier of ours for any competitive business purpose nor solicit any employee of ours, our affiliates or any other franchisee in the System to discontinue his/her employment. Subject to state law.
s. Modification of the agreement	25.1	Modifications to the Franchise Agreement must be in writing and signed by both parties.
t. Integration/merger clause	25.1	Only the terms of the Franchise Agreement are binding (subject to applicable federal and/or state law). Any representations or promises outside of the Franchise Disclosure Document and other agreements may not be enforceable. Nothing in the agreement or in any related agreement is intended to disclaim the representations made in the Franchise Disclosure Document.
u. Dispute resolution by arbitration or mediation	24.2, 24.3	You must bring any dispute or claim to our President first for discussion before you may bring the dispute to a third party. At our option, all claims or disputes relating to the Franchise Agreement must be submitted first to mediation in Delaware County, Pennsylvania under the National Franchise Mediation Program (“NFMP”) in accordance with the NFMP’s mediation rules then in effect. (subject to state law)
v. Choice of forum	24.6	Subject to state law, for any dispute not subject to or not resolved by mediation, the parties agree to litigate only in a court of general jurisdiction in Delaware County, Pennsylvania, or the United States District Court for the Eastern District of Pennsylvania.
w. Choice of law	24.1	Agreement is governed by the laws of Pennsylvania. (subject to state law)

Provisions which allow us to terminate upon bankruptcy may not be enforceable under federal bankruptcy law (11 U.S.C. §101 et seq.)

ITEM 18

PUBLIC FIGURES

We do not currently use any public figure to promote our franchise.

ITEM 19

FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC’s Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if (1) a franchisor provides the actual records of an existing

outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

In 2025, there were 80 locations (80 owners), operating 182 USA franchised businesses. Of the 80 owners, 47 owners operated multiple businesses for an aggregate of 149 businesses. The following are their reported gross earnings:

The reported median monthly earnings of all locations were \$14,210 or \$170,520 gross earnings for the year. The reported average monthly earnings of all locations were \$13,793 or \$165,516 gross earnings for the year.

The reported median monthly earnings of 47 locations operating multiple businesses were \$11,654 or \$139,844 gross earnings for the year. The reported average monthly earnings of 47 locations operating multiple businesses were \$15,191 or \$182,295 gross earnings for the year.

The reported median monthly earnings of 33 locations operating a single business were \$5,418 or \$65,016 gross earnings for the year. The reported average monthly earnings of 33 locations operating a single business were \$7,931 or \$95,172 gross earnings for the year.

The top reported monthly earnings were \$72,833 or \$874,000 gross earnings for the year, with seventy-nine locations reporting under that amount, and the lowest reported monthly earnings were \$1,010 or \$12,120 gross earnings for the year, with seventy-nine locations reporting over that amount.

Mr. Sandless Average Customer Price and Supply Medians In calendar year 2025, the 172 Mr. Sandless USA franchised businesses operating from 80 locations (80 owners), with service of 5,159 customers and total earnings of \$12,137,858. The term Supplies (used during service) is defined as the cost of all supplies expended in the provision of flooring service to an actual customer, excluding carpentry supplies. This includes the administration fee but does not include shipping to the sites. It does not include inventory. Mr. Sandless Average Customer Price: \$2,352.75 (calculated as total earning \$13,244,783 divided by total number of jobs 5,159) Mr. Sandless Median Customer Price: \$2,335.16 Mr. Sandless Average Supplies: \$101.00 Mr. Sandless Median Supplies: \$103.

Mr. Sandless tracks all reported sales, which are then added for a year-end total, and divided by the number of jobs reported, resulting in an “average” customer price.”

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Some outlets have earned this amount. Your individual results may differ. There is no assurance that you’ll earn as much.

The financial performance figures do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Mr. Sandless franchise. Franchisees or former franchisees, listed in the disclosure document, may be one source of this information. There may be other costs and other expenses not identified.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, Mr. Sandless Franchise LLC does not make any financial performance representations. We also do not authorize our employees or representatives to make any

such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Daniel J. Prasalowicz at 2970 Concord Road, Aston, PA 19014-2947 or call (877) 994-WOOD/(610) 364-2080, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

For Years Table #1
System-wide Outlet Summary
Years 2023, 2024, 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	164	191	+27
	2024	191	187	-4
	2025	187	192	+5
Affiliate-Owned	2023	9	0	-9
	2024	0	0	0
	2025	0	0	0
Grand Total	2023	173	191	+16
	2024	191	187	-4
	2025	187	192	+5

Table #2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
Years 2023, 2024, 2025

State	Year	Number of Transfers
USA		
Colorado	2023	1
	2024	0
	2025	0
Florida	2023	0
	2024	0
	2025	1
Michigan	2023	2
	2024	0
	2025	0
New York	2023	1
	2024	0
	2025	0
North Carolina	2023	4