

<u>PROVISION</u>	<u>SECTION IN FRANCHISE AGREEMENT</u>	<u>SUMMARY</u>
t. Integration / merger clause	13.18	Only the terms of the franchise agreement and other related written agreements are binding (subject to applicable state law.) Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable. Notwithstanding the foregoing statement, nothing in any franchise agreement is intended to disclaim the express representations made in this Franchise Disclosure Document.
u. Dispute resolution by arbitration or mediation	13.12	All non-money issues except post-term use of the principal trademarks, subject to state law.
v. Choice of forum	13.14	Florida; however, this provision is subject to applicable state law
w. Choice of law	13.13	Florida; however, this provision is subject to applicable state law

Item 18

PUBLIC FIGURES

We currently do not use any public figures to promote franchises for Martinizing Businesses.

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.

The following representation is an historic financial performance representation about our existing outlets that were in operation in calendar year 2025. As of December 31, 2025, we had 153 franchised outlets and no company-owned outlets operating in the Martinizing System. The outlets included in this Item 19 are forty (40) Plants, thirty-eight (38) Satellite Stores, and fourteen (14) Martinizing Delivers. We have excluded information for twenty-six (26) Plants, twelve (12) Satellite Stores, and twenty-three (23) Martinizing Delivers whose data was not available or were not operational for a period of at least one (1) year.

Written substantiation will be made available to you upon reasonable request.

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

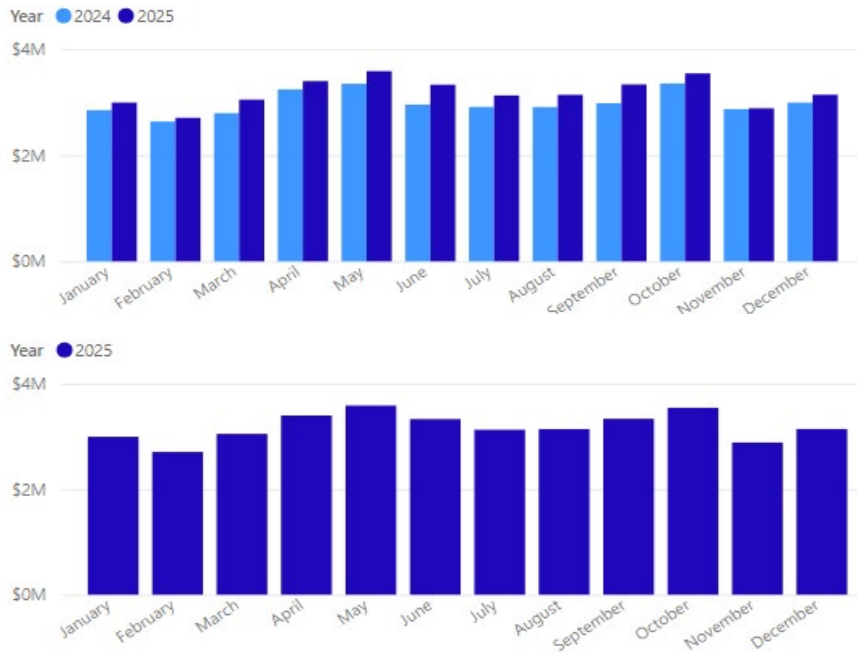
Other than the preceding financial performance representation, Martinizing International, LLC does not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If

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 Kevin DuBois, 711 5th Avenue South, Suite 210, Naples Florida 34102, 781-499-6992, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 19 - Financial Performance Presentation

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.

Inbound Net Total by Month



The adjacent chart displays the Inbound Net Total Revenue by month and year. It is comprised of data from 40 Plant units, 38 Satellite units, 14 Martinizing Delivers units that have been open a minimum of 1 year as of December 31st, 2025. The chart excludes data for 23 Plant units, 6 Satellite units, and 22 Martinizing Delivers units whose data was not available, as well as 3 Plant units, 6 Satellite units, and 1 Martinizing Delivers unit that were not operational for a period of at least one (1) year.

Sales Metrics

Plant Plus Satellite

\$4,271,246.42 Top Annual Sales	\$1,129,113.20 Average Annual Sales	\$741,971.10 Median Annual Sales	\$361,516.67 Lowest Annual Sales	9 Enterprises Reporting
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Plant Only

\$1,852,890.47 Top Annual Sales	\$539,014.55 Average Annual Sales	\$425,455.43 Median Annual Sales	\$69,059.06 Lowest Annual Sales	40 Locations Reporting
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Satellite Only

\$2,418,355.95 Top Annual Sales	\$376,665.20 Average Annual Sales	\$269,834.23 Median Annual Sales	\$61,036.32 Lowest Annual Sales	38 Locations Reporting
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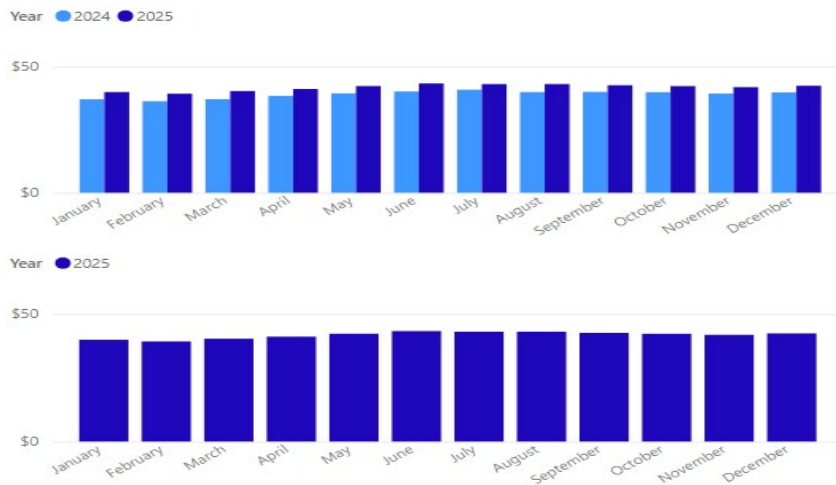
The above table reflects the Top, Average, Median, and Lowest Gross Sales of certain franchised outlets. For purposes of this table, an "Enterprise" is defined as one or more than one franchised outlet owned by a single individual, group, or business entity.

Plant Plus Satellite includes 9 enterprises with a single plant unit and a single satellite unit that have both been open a minimum of 1 year as of December 31st, 2025. 2/9 Enterprises exceed Average Annual Net Sales. The table excludes data for 57 Plant units, 41 Satellite units and 37 Martinizing Delivers units whose data was not available or were not operational for a period of at least one (1) year.

Plant Only includes 40 Plant units which have been open a minimum of 1 year as of December 31st, 2025. 15/40 Plant stores exceeded Average Annual Net Sales. The table excludes data for 26 Plant units, 50 Satellite units and 37 Martinizing Delivers units whose data was not available or were not operational for a period of at least one (1) year. Satellite Only includes 38 Satellite units which have been open a minimum of 1 year as of December 31st, 2025. 10/38 Satellite stores exceeded Average Annual Net Sales. The table excludes data for 66 Plant units, 12 Satellite units, and 37 Martinizing Delivers units whose data was not available or were not operational for a period of at least one (1) year.

Item 19 - Financial Performance Presentation

Average Visit Price by Month



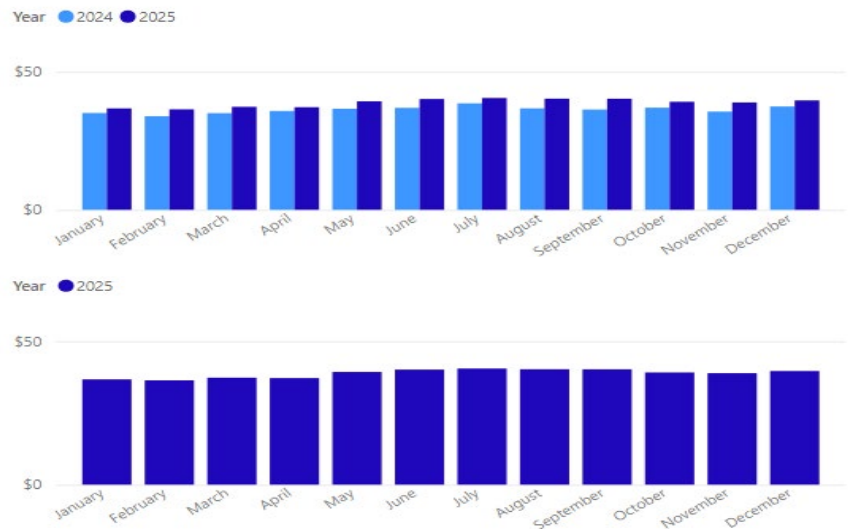
The adjacent chart displays the Average Monthly Price per Visit by month and year. It is comprised of data from 40 Plant units, 38 Satellite units, 14 Delivery Only units that have been open a minimum of 1 year as of December 31st, 2025. The chart excludes data for 23 Plant units, 6 Satellite units, and 22 Martinizing Delivers units whose data was not available, as well as 3 Plant units, 6 Satellite units, and 1 Martinizing Delivers unit that were not operational for a period of at least one (1) year.

Outlets that Achieved or Exceeded the Average Visit Price by Month

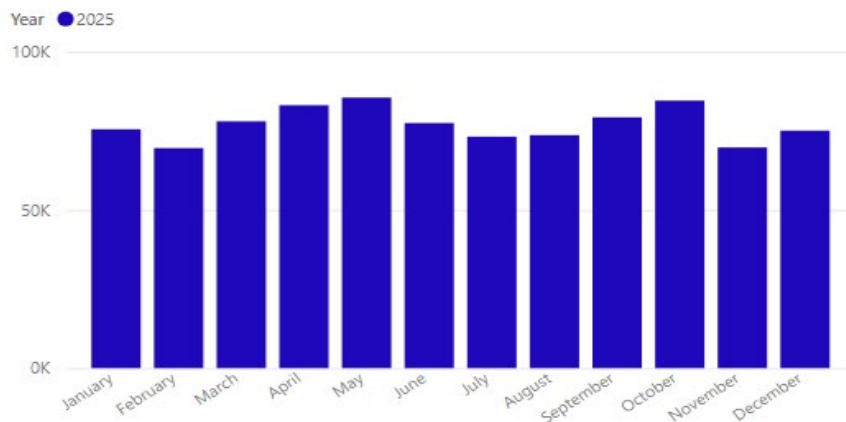
Month	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
# of Outlets	30	35	30	33	38	33	35	31	33	35	33	34
% of Outlets	33%	38%	33%	36%	41%	36%	38%	34%	36%	38%	36%	37%

The adjacent charts display the Median of the Average Monthly Price per Visit for each outlet by month and year. It is comprised of data from 40 Plant units, 38 Satellite units, 14 Delivery units that have been open a minimum of 1 year as of December 31st, 2025. The chart excludes data for 23 Plant units, 6 Satellite units, and 22 Martinizing Delivers units whose data was not available, as well as 3 Plant units, 6 Satellite units, and 1 Martinizing Delivers unit that were not operational for a period of at least one (1) year.

Median of Average Visit Price for Each Outlet by Month



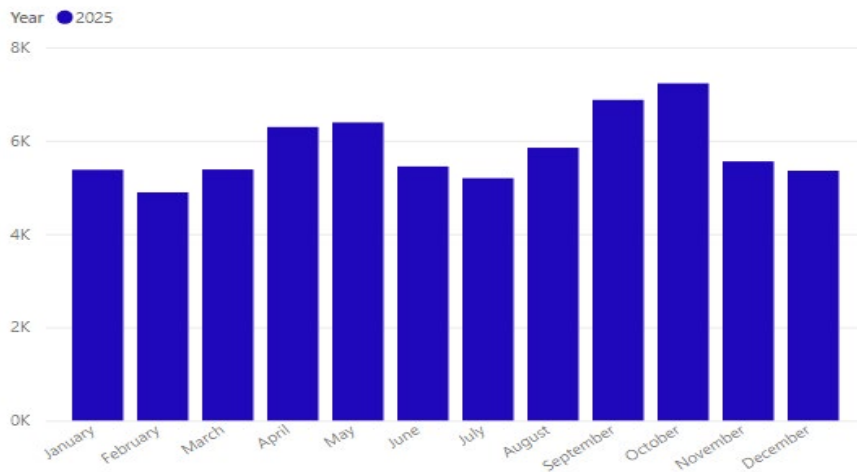
Number of Visits by Month



The adjacent chart displays the Number of Visits by month and year. It is comprised of data from 40 Plant units, 38 Satellite units, 14 Martinizing Delivers units that have been open a minimum of 1 year as of December 31st, 2025. The chart excludes data for 23 Plant units, 6 Satellite units, and 22 Martinizing Delivers units whose data was not available, as well as 3 Plant units, 6 Satellite units, and 1 Martinizing Delivers unit that were not operational for a period of at least one (1) year.

Item 19 - Financial Performance Presentation

New Clients by Month



The adjacent chart displays the total count of New Clients by month and year. It is comprised of data from 40 Plant units, 38 Satellite units, 14 Martinizing Delivers units that have been open a minimum of 1 year as of December 31st, 2025. The chart excludes data for 23 Plant units, 6 Satellite units, and 22 Martinizing Delivers units whose data was not available, as well as 3 Plant units, 6 Satellite units, and 1 Martinizing Delivers unit that were not operational for a period of at least one (1) year.

Average Controllable Expenses

Payroll incl taxes and benefits	Cost of Goods	Insurance	Marketing	Maintenance	Utilities	Net Controllable Income
37.40%	6.64%	1.73%	1.69%	1.14%	3.89%	47.51%

The above table shows the average percentage that certain expenses are of gross income and the resulting net controllable income percentage for 11 Enterprises comprised of 12 Plant units, and 20 Satellite units open as of December 31st, 2025. 7/11 Enterprises exceed the average Net Controllable Income. This data is self reported by franchisees in a standardized format. All such self reported data available at the time this document was finalized is included in the calculated tables in the table. This table excludes data for 51 Plant units, 24 Satellite units, and 36 Martinizing Delivers units whose data was not available, as well as 3 Plant units, 6 Satellite units, and 1 Martinizing Delivers unit that were not operational for a period of at least one (1) year.

Median Controllable Expenses

Payroll incl taxes and benefits	Cost of Goods	Insurance	Marketing	Maintenance	Utilities	Net Controllable Income
33.37%	6.72%	1.70%	1.82%	0.67%	3.28%	52.45%

The above table shows the median percentage that certain expenses are of gross income and the resulting net controllable income percentage for 11 Enterprises comprised of 12 Plant units, and 20 Satellite units open as of December 31st, 2025. 3/11 Enterprises exceed the median Net Controllable Income. This data is self reported by franchisees in a standardized format. All such self reported data available at the time this document was finalized is included in the calculated tables in the table. This table excludes data for 51 Plant units, 24 Satellite units, and 36 Martinizing Delivers units whose data was not available, as well as 3 Plant units, 6 Satellite units, and 1 Martinizing Delivers unit that were not operational for a period of at least one (1) year.

Notes to All Financial Performance Representations

1. "Gross Annual Sales" include all revenue earned from sales entered into the Outlet's standard point-of-sale system as well as all other revenue derived from operating the Outlet, including wholesale processing, whether it comes from cash, checks, credit or debit cards, bartering, trade credit, or other credit transactions, but excluded all federal, state, or municipal sales, use, or service taxes collected from customers and paid to the appropriate tax authority.
2. "Net Inbound Total Sales" are defined as Gross Sales less any documented refunds, credits, coupons, manager-authorized or loyalty program discounts, allowances, and chargebacks given to customers by the Outlet in good faith ("Discounts"). The average monthly Discount rate represents the average discounts as a percentage of the average gross sales.
3. "Plant" refers to a franchised outlet engaging in on site, primarily high volume laundry and garment services that may or may not be servicing one or more satellite locations.
4. "Satellite" refers to a franchised outlet serving as a collection point for the drop off and pick up of garments by the customer to be processed at a plant.
5. "Visit" refers to a number of garments brought in at once, resulting in one or more invoices with a number of items each.
6. "New Clients" are customers who have not previously done business with a particular franchise location.
7. "Payroll incl taxes and benefits" Indicates the compensation, inclusive of salary or wages, employee benefits (if applicable), and associated payroll and other taxes for personnel employed at the Outlets.
8. "Cost of Goods" Does not include costs labor. Include detergents, solvents, spotting agents, and packaging supplies including hangers and poly.
9. "Insurance" Includes workers comp, business auto, and liability.
10. "Marketing" Represents the amounts that the Outlets spent on advertising, marketing and promotional activities and includes each Outlet's contributions to the Advertising and Development Fund.
11. "Maintenance" Represents amounts for repairs, maintenance and replacement parts on the Outlets' equipment.
12. "Utilities" Denotes the expenses related to electricity, gas, sewer, water, telephone/DSL/Cable connectivity, and other utilities associated with each Outlet. Please note that utility costs may significantly differ across various markets.
13. "Net Controllable Income" The controllable expenses, represented as a percentage, are calculated by deducting the percentages of all controllable expenses listed in the tables from 100% of Net Sales. It is important to note that the controllable expenses in the tables do not encompass all cost and expense categories associated with the Outlets or those incurred in operating your Outlet. Additional costs may include rent, real estate taxes, common area maintenance charges, and other property-related expenses, such as utility and insurance payments made to the landlord under the lease; legal, accounting, and other professional fees; interest and other debt service costs; taxes (excluding employment-related taxes included in Labor Costs and Taxes), depreciation, and amortization. Furthermore, the controllable expense does not account for any return or compensation for a franchisee owning an Outlet, unless the franchisee serves as a general manager or assistant manager and reports their compensation as part of Labor Costs and Taxes.
14. The Martinizing Cleaners Outlets presented have developed brand recognition in their local markets as well as some operational efficiencies that could lead to an increase in net sales and a decrease in controllable expenses. The results of your business will depend on many factors, including the level of competition, Economic conditions, and your marketing and business management skills.

Other than the preceding financial performance representation, Martinizing International, 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 Kevin DuBois, 711 5th Avenue South, Suite 210, Naples Florida 34102, 781-499-6992, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20

OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1
Systemwide Outlet Summary for years 2023 to 2025**

Outlet Type	Year	Outlets at Start of Year	Outlets at End of Year	Net Change
Franchised	2023	137	163	26
	2024	163	153	-10
	2025	153	153	0
Company	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	137	163	26
	2024	163	153	-10
	2025	153	153	0

**Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than Franchisor)
For years 2023 to 2025**

State	Year	Number of Transfers
Alabama	2023	3
	2024	0
	2025	0
California	2023	0
	2024	0
	2025	1
Colorado	2023	1
	2024	0
	2025	0
Florida	2023	0
	2024	1
	2025	3
Illinois	2023	1
	2024	0
	2025	0
Minnesota	2023	0
	2024	1
	2025	0
Nevada	2023	0
	2024	0