

<sup>1</sup> The chart for the franchise agreement applies to your relationship with us. If you enter into an area developer agreement with us the following area developer agreement chart applies and you should review both charts. States may have statutes or court decisions, which supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise (see State Specific Addenda).

## **ITEM 18 PUBLIC FIGURES**

No public figures are involved in our franchise program.

## **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.

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

### **Financial Performance Representation**

The following tables are historical financial performance representations from our existing franchisees throughout the United States that have been open and operating for 12 full months as of December 31, 2025. We did not include any company or affiliate owned franchises in the data below.

As of the end of the 2025 reporting period, there were 54 franchisee outlets and 1 company or affiliate owned outlet in the United States. Of the 54 franchisee outlets, there were 22 franchisee outlets that were open and operating for the entire 2025 year (we did not include the 31 new outlets that opened during 2025 or the 1 outlet that was closed for several months throughout 2025. See Exhibit D). Some of the franchisees operate multiple territories from a single outlet, as indicated in the notes below the tables. Otherwise, the characteristics of the below franchisee outlets are similar to an outlet that you may operate. The data below is from these 22 franchisees. The data used to generate the figures in the following tables was generated by our software from data entered by the franchisees and it was not audited.

**PaintEZ®**  
**Financial Performance Data for Franchisees**  
**for the 12-Month Period Ending December 31, 2025**

<b>PaintEZ® FRANCHISEE AVERAGE JOB PRICE</b>					
<b>Average Job Price</b>	<b>Number That Met or Exceeded Average Job Price</b>	<b>Percent That Met Or Exceeded Average Job Price</b>	<b>Median Job Price</b>	<b>Lowest Job Price</b>	<b>Highest Job Price</b>
\$5,512.00	9 of 22	41%	\$ 6,104.00	\$378.00	\$ 42,414.00

<b>PaintEZ® FRANCHISEE REVENUE</b>						
	<b>Average Revenue</b>	<b>Number That Met or Exceeded Average Revenue</b>	<b>Percent That Met Or Exceeded Average Revenue</b>	<b>Median Revenue</b>	<b>Lowest Revenue</b>	<b>Highest Revenue</b>
<b>Top Group<sup>1</sup></b>	\$886,156.72	3 of 5	60%	\$964,095.93	\$404,564.27	\$1,405,601
<b>Mid-High Group<sup>2</sup></b>	\$352,359.09	4 of 6	67%	\$388,627.39	\$220,765.76	\$470,830.42
<b>Mid-Low Group<sup>3</sup></b>	\$352,616.49	2 of 6	33%	\$290,763.27	\$243,073.87	\$519,850.76
<b>Bottom Group<sup>4</sup></b>	\$185,834.34	2 of 5	40%	\$175,545.95	\$103,807.29	\$275,004.73

These franchisees were grouped together based on the net income and not gross revenue. Because of this, the mid-high group and the mid-low group appear quite similar for average revenue. See below chart for information about net income.

PaintEZ® FRANCHISEE NET INCOME*						
	Average Net Income	Number That Met Or Exceeded Average Net Income	Percent That Met Or Exceeded Average Net Income	Median Net Income	Lowest Net Income	Highest Net Income
<b>Top Group<sup>1</sup></b>	\$284,045.31	3 of 5	60%	\$303,714.58	\$126,563.48	\$451,832.43
<b>Mid-High Group<sup>2</sup></b>	\$100,646.31	3 of 6	50%	\$99,119.07	\$83,706.43	\$121,649.29
<b>Mid-Low Group<sup>3</sup></b>	\$52,387.66	2 of 6	33%	\$44,770.48	\$35,749.16	\$82,667.71
<b>Bottom Group<sup>4</sup></b>	\$6,705.31	2 of 5	40%	\$5,365.06	-\$11,525.03	\$22,800.51

\*Net Income is the revenues after all overhead expenses (royalties, insurance, accounting, tech fees, marketing, etc.) plus cost of goods (subcontractor and material costs), but does not include any payroll for operating the franchise as some franchisees are owner-managed and others have a paid project manager.

PaintEZ® FRANCHISEE NET PROFITABILITY PERCENTAGE (%)**						
	Average Net Profitability %	Number That Met Or Exceeded Average Net Profitability %	Percent That Met Or Exceeded Average Net Profitability %	Median Net Profitability %	Lowest Net Profitability %	Highest Net Profitability %
<b>Top Group<sup>1</sup></b>	32%	2 of 5	40%	31%	22%	46%
<b>Mid-High Group<sup>2</sup></b>	31%	2 of 6	33%	29%	20%	47%
<b>Mid-Low Group<sup>3</sup></b>	17%	2 of 6	33%	14%	9%	34%
<b>Bottom Group<sup>4</sup></b>	3%	3 of 5	60%	3%	-11%	15%

\*\*Net Profitability Percentage is the percentage of net income to total revenue.

<sup>1</sup> The “Top Group” consists of 5 franchisees. One franchisee in this group purchased an additional territory, but it is only counted as 1 unit for reporting purposes. The remaining franchisee units in this group have 1 standard territory.

<sup>2</sup> The “Mid-High Group” consists of 6 franchisees. One franchisee in this group purchased an additional territory, but it is only counted as 1 unit for reporting purposes. Another franchisee in this group has 3 territories, but it is only counted as 1 unit for reporting purposes. The remaining franchisee units in this group have 1 standard territory.

<sup>3</sup>The “Mid-Low Group” consists of 6 franchisees. One franchisee in this group purchased an additional territory, but it is only counted as 1 unit for reporting purposes. The remaining franchisee units in this group have 1 standard territory.

<sup>4</sup>The “Bottom Group” consists of 5 franchisees. One franchisee in this group has 3 territories, but it is only counted as 1 unit for reporting purposes. Another franchisee in this group also has 3 territories, but only 1 territory was open all of 2025, and they are counted as 1 unit for reporting purposes. Two franchisees in this group have 2 territories, but they are only counted as 1 unit each for reporting purposes. The remaining franchisee in this group has 1 standard territory.

**Some outlets have sold this amount. Your individual results may differ. There is no assurance that you will sell as much.**

Other than the preceding financial performance representation, EmeraldPro Franchising, Inc. dba Paint EZ 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 Jay D Mason at 1881 W. 820 N., Provo, UT 84601, (833) PAINT-EZ, or info@paintEZ.com, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1**  
**SYSTEMWIDE OUTLET SUMMARY**  
**As of December 31 for Years 2023, 2024, and 2025**

<u>Outlet Type</u>	<u>Year</u>	<u>Outlets at the Start of the Year</u>	<u>Outlets at the End of the Year</u>	<u>Net Change</u>
Franchised	2023	9	19	+10
	2024	19	32	+13
	2025	32*	54**	+22
Company or Affiliate Owned***	2023	1	1	0
	2024	1	1	0
	2025	1	1	0
<b>Total Outlets</b>	<b>2023</b>	<b>10</b>	<b>20</b>	<b>+10</b>
	<b>2024</b>	<b>20</b>	<b>33</b>	<b>+13</b>
	<b>2025</b>	<b>33</b>	<b>55</b>	<b>+22</b>

\*One outlet was closed for several months during 2025 (see Exhibit D).

\*\*Some of our existing franchisees bought additional territories that were then combined into one outlet.

\*\*\*The “affiliate-owned” outlets are owned and operated by our CEO, Jay D Mason.

**Table No. 2**  
**TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS**  
**As of December 31 for Years 2023, 2024, and 2025**

<u>State</u>	<u>Year</u>	<u>Number of Transfers</u>
Georgia	2023	0
	2024	3
	2025	0
Florida	2023	0
	2024	0
	2025	1*
Nebraska	2023	1
	2024	0
	2025	0
North Carolina	2023	0
	2024	2
	2025	1*
Texas	2023	0
	2024	1
	2025	1*
<b>Total</b>	<b>2023</b>	<b>1</b>
	<b>2024</b>	<b>6</b>
	<b>2025</b>	<b>3</b>

\*Territory was combined with the franchisee’s existing unit.