

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 any reasonable basis for the information, and if the information is included in the disclosure document. Financial information that differs from that included in Item 19 may only be given 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 a particular circumstances.

BACKGROUND

This Item sets forth certain historical financial information from franchisees for the period from January 1, 2025, to December 31, 2025 (the “Measurement Period”). Franchisees operate either in single territories or multiple territories collectively as one business; however, each territory is subject to its own franchise agreement and obligations. Franchisees who operate multiple territories do not operate, account or report each territory individually, and the historical data reflected in this Item 19 is based on the total number of territories operated by franchisees in conjunction with their respective redbox+ Businesses.

As of December 31, 2025, there were a total of 66 franchise owners that operated a total of 253 redbox+ territories. However, only 63 franchise owners (the “Operating Franchisees”) operating a total of 241 redbox+ territories operated continuously for the full 12-month Measurement Period (“Operating Territories”); 3 franchise owners with 12 redbox+ territories are excluded from the definition of Operating Franchisees because they either opened in the middle of the Measurement Period or ceased operating during the Measurement Period. Parts I and II below sets forth certain historic financial data for the Operating Franchisees.

Set forth in Parts III and IV below is additional historic financial data reported to us from a subset of 49, or 77.8% of the, Operating Franchisees, during the Measurement Period (“Reporting Franchisees”) who collectively operated 189 of the 241, or 78.4% of the Operating Territories (“Reporting Territories”). The data reported in this Item 19 is voluntarily supplied by our franchise owners. 14 Operating Franchisees are excluded from the definition of Reporting Franchisees because they either did not report the entirety of the requested data to us or did not collect the entire requested data during the Measurement Period.

Part One of this Item sets forth the Average Monthly Containers Owned and the Total Number of Containers Owned by the Operating Franchisees during the Measurement Period.

Part Two of this Item sets forth the average revenue per Operating Franchisee, the average and revenue per Operating Territory during the Measurement Period, ranked by quartile and top and bottom 5%.

Part Three of this Item sets forth certain key performance indicators (“KPIs”) achieved by the Reporting Franchisees during the Measurement Period, including Average Monthly Turns by Owned Container and Average Rental Rate.

Part Four of this Item sets forth some of the average variable operating expenses as a percentage of sales and some of the average fixed expense spending incurred by the Reporting Franchisees during the Measurement Period.

Written substantiation for the financial performance representation will be made available to you upon reasonable request. All information presented within Parts One through Four of this Item is unaudited.

PART ONE: TOTAL OPERATING FRANCHISEE CONTAINER COUNT, AVERAGE CONTAINER COUNT DURING THE MEASUREMENT PERIOD AND GROWTH IN CONTAINER COUNT

Container Count - 63 Operating Franchisees			
	Measurement Period		
	Beginning	End	% Growth
Total Container Count (1)	5,183	5,810	12.1%
Franchisee Container Count (2)			
Average Container Count	82	92	12.1%
Higher Container Count	184	234	27.2%
Lowest Container Count	29	0	- 100.0%
Median Container Count	73	84	15.1%

Notes to Part One:

1. “Total Container Count” is defined as a total number of containers owned by all of the Operating Franchisees combined, at the beginning and end of the Measurement Period.
2. “Franchisee Container Count” is defined as a total number of containers owned on a per Operating Franchisee basis at the beginning and end of the Measurement Period.

PART TWO: AVERAGE AND MEDIAN REVENUE PER OPERATING FRANCHISEE PER OPERATING TERRITORY

63 Operating Franchisees (241 Operating Territories)

Group Ranked by Operating Franchisee - Measurement Period									
Group Ranked by Average Revenue	# of Operating Franchisees	# of Operating Territories	Average Operating Territory/ Operating Franchisee	Average Revenue/ Operating Franchisee	Median Revenue/ Operating Franchisee	Highest Revenue/ Operating Franchisee	Lowest Revenue/ Operating Franchisee	% of Operating Franchisees that Met or Exceeded Average Revenue/ Operating Franchisee	# of Operating Franchisees that Met or Exceeded Average Revenue/ Operating Franchisee
Top 5%	3	19	6.3	\$3,440,162	\$3,596,599	\$3,633,481	\$3,090,406	67%	2
1st Quartile	16	80	5.0	\$2,224,505	\$2,089,823	\$3,633,481	\$1,365,730	50%	8
2nd Quartile	16	67	4.2	\$1,172,733	\$1,150,685	\$1,349,264	\$1,049,148	44%	7
3rd Quartile	16	51	3.2	\$801,011	\$751,337	\$1,018,781	\$583,832	44%	7
4th Quartile	15	43	2.9	\$368,952	\$359,467	\$555,987	\$98,150	47%	7
Bottom 5%	3	6	2.0	\$162,438	\$170,194	\$218,970	\$98,150	67%	2
Total	63	241	3.8	\$1,154,068	\$1,049,148	\$3,633,481	\$98,150	38%	24

Group Ranked by Operating Territory – Measurement Period									
Group Ranked by Average Revenue	# of Operating Franchisees	# of Operating Territories	Average Operating Territory/ Operating Franchisee	Average Revenue/ Operating Territory	Median Revenue/ Operating Territory	Highest Revenue/ Operating Territory	Lowest Revenue/ Operating Territory	% of Operating Territories that Met or Exceeded Average Revenue / Operating Territory	# Operating Territories that Met or Exceeded Average Revenue/ Operating Territory
op 5%	3	19	6.3	\$879,860	\$513,800	\$1,816,741	\$309,041	33%	1
1st Quartile	16	80	5.0	\$597,017	\$486,942	\$1,816,741	\$222,683	31%	5
2nd Quartile	16	67	4.2	\$361,522	\$276,715	\$1,121,615	\$148,537	44%	7
3rd Quartile	16	51	3.2	\$285,510	\$243,512	\$684,397	\$154,337	38%	6
4th Quartile	15	43	2.9	\$181,416	\$169,358	\$555,987	\$32,717	40%	6
Bottom 5%	3	6	2.0	\$112,261	\$85,097	\$218,970	\$32,717	33%	1
Total	63	241	3.8	\$301,686	\$253,205	\$1,816,741	\$32,717	44%	28

Notes to Part Two:

1. The figures in these tables reflect the actual results reported by the Operating Franchisee. “Revenue” means the total dollar amount of all sales generated through the redbox+ Dumpster Business for a given period, including, but not limited to, payment for any services or products sold, whether for cash or credit, in services in kind, from barter and/or exchange, payment for any services or products sold, or otherwise, less any sales tax or bona fide refunds to customers for non-salvageable item. “Revenue” does not include (i) bona fide refunds to customers, (ii) sales tax collected, (iii) sales of used equipment not in the ordinary course of business, or (iv) sales of prepaid cards or similar products (but the redemption of any such card or product will be included as “Revenue”). The figures in these tables reflect the actual results reported by the Operating Franchisees.
2. “Number of Operating Franchisees”, reflects the number of Operating Franchisees in each measured group ranking out of the total 63 Operating Franchisees.
3. “Number of Operating Territories”, reflects the number of Operating Territories in each measured category out of the total 241 Operating Territories.
4. “Average Operating Territories per Operating Franchisee” reflects the average number of Operating Territories each individual Operating Franchisee owns.

5. "Average Revenue per Operating Franchisee" reflects the average of the total annual revenue that the Operating Franchisees reported.
6. "Median Revenue per Operating Franchisee" reflects the median of the total annual revenue that the Operating Franchisees reported.
7. "Average Revenue per Operating Territory" reflects the total annual reported revenue of all Operating Franchisees in each measured group ranking divided by the total number of Operating Territories in such measured group ranking, respectively.
8. "Median Revenue per Operating Territory" reflects the median of the total annual reported revenue of all Operating Franchisees in each measured group ranking.
9. "Operating Franchisees that Met or Exceeded the Average Revenue per Operating Franchisee" reflects the percentage of Operating Franchisees in that measured group ranking that met or exceeded the Average Annual Revenue per Operating Franchisee of that same group.
10. "Operating Franchisees that Met or Exceeded the Average Revenue per Operating Territory" reflects the number of Operating Franchisees in that measured group ranking that met or exceeded the Average Annual Revenue per Operating Territory of that same group.

PART THREE: FISCAL 2025 KPI REPORTING

Summary KPIs for 2025 - 49 Reporting Franchises		
	Average	Median
Total Income per Rental	\$651.27	\$608.60
Monthly Turns by Owned Container	1.80x	1.78x

Notes to Part Three:

1. “Monthly Turns by Owned Container” is defined as the total number of rentals in a month divided by the total number of containers operated by the Reporting Franchisee.
2. “Total Income Per Rental” is defined as the rental rate plus additional revenue, including excess tonnage fees, additional day fees, and other related fees charged to a customer to rent a single redbox+ container for a defined length of time based on a maximum amount of tonnage.
3. We calculated “Average Total Revenue Per Rental” by taking the sum of the Reporting Franchisees’ Average Total Revenue Per Rental for each month reported and dividing by the number of reporting periods.
4. The Median represents the middle number of which ½ of the included values exceeded and ½ did not.

PART FOUR: VARIABLE EXPENSES AS A PERCENTAGE OF SALES, AND AMOUNT OF FIXED EXPENSES FOR REPORTING FRANCHISEES

Breakdown of 2025 Variable Expenses as % of Sales and 2025 Fixed Expenses in \$ Volume - 49 Reporting Franchisees		
Variable Expenses	Average	Median
COS - Disposal/Landfill	26.6%	25.7%
COS - Fuel	5.6%	5.4%
Fixed Expenses		
Payroll Expense	\$278,889	\$245,464
<i>Payroll Expense/Truck</i>	<i>\$75,900</i>	<i>\$76,565</i>
Insurance Expense	\$63,414	\$58,374
<i>Insurance Expense/Truck</i>	<i>\$18,634</i>	<i>\$16,347</i>

Notes to Part Four:

1. “COS - Disposal/Landfill” includes all costs charged for the disposal of construction and demolition debris placed in the redbox+ containers for transportation and disposal.
2. “COS – Fuel” contains all fuel charges for the production vehicles involved in the delivery and pick-up of the redbox+ containers.
3. “Payroll Expense” is defined as employee compensation for work, computed and paid on either an hourly basis, including overtime or on a salary basis. All owner-related compensation is excluded from this number.

4. "Payroll Expense / Truck" is defined as the total amount of Payroll Expense divided by the average number of trucks operated in the Measurement Period.
5. "Insurance Expense" is defined as general liability insurance, property insurance, umbrella insurance, workers' compensation insurance, and any other insurance.
6. "Insurance Expense / Truck" is defined as the total amount of Insurance Expense divided by the average number of trucks operated in the Measurement Period.
7. The Median represents the middle number of which $\frac{1}{2}$ of the included values exceeded and $\frac{1}{2}$ did not.
8. Excluded from this Part Three are certain fixed expenses due and payable to us under the franchise agreement, such as Royalties, Brand Marketing Fund, Software Fees and Technology Fees, etc.

GENERAL NOTES TO ITEM 19

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

2. The figures above do not include certain costs associated with the establishment and operation of a Franchised Business, including: initial franchise fees and equipment. The above figures also exclude finance charges. Other than the preceding financial performance representation, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make such representations either orally or in writing. If you are purchasing an existing redbox+ Business from us, however, we may provide you with the actual records of that business. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting us at: Prakash Patel, Legal Administrator, at 5405 Data Court, Ann Arbor, Michigan 48108, (734) 864-9799, or the Federal Trade Commission and any 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 the Start of the year	Outlets at the End of the Year	Net Change
Franchised	2023	276	270	-6
	2024	270	253	-17
	2025	253	253	0
Company Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Totals	2023	276	270	-6
	2024	270	253	-17
	2025	253	253	0