

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.

FPR#1- Franchisee Gross Revenue 2025:

Here, we set forth the Gross Revenue for the time period January – December 2025 as to the franchised outlets we had open on December 31, 2025 who operated the entire 2025 calendar year. As of December 31, 2025, we had 65 franchised outlets, 56 of which met the criteria for inclusion the Financial Performance Representation stated below:

Not all franchise outlets report their Wash Dry Fold revenue, so for the outlets that do, we have included that revenue as a separate column and have then added a column to show the revised total revenue which included Self Service revenue plus the Wash-Dry-Fold revenue.

Outlet	Gross Revenue in 2024 (excluding Wash Dry Fold)	Wash Dry Fold Revenue	Total Gross Revenues	Full years in Operation
Outlet 1	\$771,439.99	\$28,648.48	\$800,088.47	3
Outlet 2	\$611,415.99	\$84,464.31	\$695,880.30	6
Outlet 3	\$631,021.64	\$43,553.78	\$674,575.42	3
Outlet 4	\$652,631.35	\$17,639.93	\$670,271.28	1
Outlet 5	\$590,987.71	\$73,350.85	\$664,338.56	2
Outlet 6	\$489,644.25	\$121,414.94	\$611,059.19	5
Outlet 7	\$506,640.53	\$98,581.94	\$605,222.47	4
Outlet 8	\$481,313.17	\$108,387.18	\$589,700.35	3
Outlet 9	\$515,767.01	\$71,650.61	\$587,417.62	2
Outlet 10	\$511,264.75	\$71,596.09	\$582,860.84	3
Outlet 11	\$513,688.71	\$63,426.52	\$577,115.23	5
Outlet 12	\$547,451.75	\$4,971.50	\$552,423.25	5
Outlet 13	\$502,640.42	\$46,515.44	\$549,155.86	4
Outlet 14	\$374,927.28	\$169,869.77	\$544,797.05	2
Outlet 15	\$485,977.59	\$56,230.51	\$542,208.10	2
Outlet 16	\$454,258.43	\$87,622.01	\$541,880.44	6
Outlet 17	\$468,561.76	\$63,298.27	\$531,860.03	2

Outlet 18	\$421,827.65	\$101,581.59	\$523,409.24	3
Outlet 19	\$460,911.80	\$40,935.41	\$501,847.21	1
Outlet 20	\$486,836.80	\$6,161.04	\$492,997.84	6
Outlet 21	\$476,029.37	\$15,368.50	\$491,397.87	4
Outlet 22	\$452,768.35	\$27,894.47	\$480,662.82	3
Outlet 23	\$471,664.12	N/A	\$471,664.12	5
Outlet 24	\$409,412.74	\$57,297.06	\$466,709.80	2
Outlet 25	\$394,937.00	\$57,756.43	\$452,693.43	4
Outlet 26	\$431,806.13	\$18,829.41	\$450,635.54	3
Outlet 27	\$441,586.54	N/A	\$441,586.54	7
Outlet 28	\$390,145.65	\$41,236.11	\$431,381.76	3
Outlet 29	\$369,076.62	\$61,290.86	\$430,367.48	3
Outlet 30	\$319,610.05	\$106,952.92	\$426,562.97	4
Outlet 31	\$348,376.02	\$75,370.97	\$423,746.99	3
Outlet 32	\$369,243.22	\$42,552.93	\$411,796.15	5
Outlet 33	\$397,410.00	N/A	\$397,410.00	5
Outlet 34	\$295,672.05	\$94,605.85	\$390,277.90	1
Outlet 35	\$285,551.29	\$93,927.12	\$379,478.41	3
Outlet 36	\$286,485.36	\$89,537.06	\$376,022.42	2
Outlet 37	\$290,299.57	\$83,142.28	\$373,441.85	3
Outlet 38	\$371,102.50	N/A	\$371,102.50	7
Outlet 39	\$345,004.00	\$15,575.24	\$360,579.24	6
Outlet 40	\$187,495.66	\$158,173.60	\$345,669.26	7
Outlet 41	\$344,617.25	N/A	\$344,617.25	6
Outlet 42	\$279,952.72	\$63,062.50	\$343,015.22	1
Outlet 43	\$316,514.45	\$20,436.00	\$336,950.45	5
Outlet 44	\$257,244.00	\$78,262.52	\$335,506.52	5
Outlet 45	\$334,579.33	N/A	\$334,579.33	3
Outlet 46	\$300,538.25	\$32,971.20	\$333,509.45	4
Outlet 47	\$240,936.86	\$90,689.36	\$331,626.22	1
Outlet 48	\$331,213.77	N/A	\$331,213.77	6
Outlet 49	\$279,556.65	\$28,478.74	\$308,035.39	1
Outlet 50	\$226,664.50	\$60,222.85	\$286,887.35	4
Outlet 51	\$274,712.22	N/A	\$274,712.22	4
Outlet 52	\$147,553.00	\$122,201.49	\$269,754.49	7
Outlet 53	\$206,118.43	\$49,369.08	\$255,487.51	3
Outlet 54	\$147,553.00	\$90,203.34	\$237,756.34	6
Outlet 55	\$203,450.45	\$18,240.34	\$221,690.79	2
Outlet 56	\$180,928.00	\$14,926.94	\$195,854.94	1

As to the data in the table just above, we make the further following disclosures:

	Gross Revenue	# of outlets that attained or surpassed the stated result	% of outlets that attained or surpassed the stated result
Average	\$445,598.09	26	46%
Median	\$430,874.62	28	50%
High	\$800,088.47	1	1.78%
Low	\$195,854.94	56	100%

FPR#2- Franchisee Gross Revenue 2024:

Here, we set forth the Gross Revenue for the time period January – December 2024 as to the franchised outlets we had open on December 31, 2024 who operated the entire 2024 calendar year. As of December 31, 2024, we had 56 franchised outlets, 50 of which met the criteria for inclusion the Financial Performance Representation stated below:

Not all franchise outlets report their Wash Dry Fold revenue, so for the outlets that do, we have included that revenue as a separate column and have then added a column to show the revised total revenue which included Self Service revenue plus the Wash-Dry-Fold revenue.

Outlet	Gross Revenue in 2024 (excluding Wash Dry Fold)	Wash Dry Fold Revenue	Total Gross Revenues
Outlet 1	\$690,111.59	\$23,822.43	\$713,934.02
Outlet 2	\$543,050.36	\$152,555.07	\$695,605.43
Outlet 3	\$500,413.64	\$172,482.21	\$672,895.85
Outlet 4	\$585,802.26	\$54,785.30	\$640,587.56
Outlet 5	\$579,811.15	\$32,331.67	\$612,142.82
Outlet 6	\$599,059.64	\$6,548.54	\$605,608.18
Outlet 7	\$549,906.79	\$52,453.10	\$602,359.89
Outlet 8	\$452,471.32	\$134,623.81	\$587,095.13
Outlet 9	\$479,931.62	\$96,164.80	\$576,096.42
Outlet 10	\$515,895.38	\$46,653.47	\$562,548.85
Outlet 11	\$522,895.36	\$27,239.22	\$550,134.58
Outlet 12	\$542,384.69	\$7,531.38	\$549,916.07
Outlet 13	\$467,930.63	\$73,485.70	\$541,416.33
Outlet 14	\$499,129.25	\$14,722.00	\$513,851.25
Outlet 15	\$352,171.64	\$118,896.48	\$471,068.12
Outlet 16	\$404,260.77	\$56,395.54	\$460,656.31
Outlet 17	\$454,361.38	Note 5	\$454,361.38
Outlet 18	\$430,481.29	\$17,495.56	\$447,976.85
Outlet 19	\$367,808.75	\$71,504.75	\$439,313.50
Outlet 20	\$438,351.09	Note 5	\$438,351.09

Outlet 21	\$433,877.00	Note 5	\$433,877.00
Outlet 22	\$348,624.30	\$80,904.80	\$429,529.10
Outlet 23	\$395,763.60	\$31,615.88	\$427,379.48
Outlet 24	\$372,071.85	\$46,772.62	\$418,844.47
Outlet 25	\$389,971.89	\$24,070.21	\$414,042.10
Outlet 26	\$387,366.40	\$23,227.38	\$410,593.78
Outlet 27	\$369,288.25	\$40,830.76	\$410,119.01
Outlet 28	\$407,809.76	Note 5	\$407,809.76
Outlet 29	\$406,148.75	Note 5	\$406,148.75
Outlet 30	\$379,082.50	\$22,272.80	\$401,355.30
Outlet 31	\$367,208.27	\$31,120.56	\$398,328.83
Outlet 32	\$376,485.65	\$20,013.20	\$396,498.85
Outlet 33	\$340,085.00	\$52,509.54	\$392,594.54
Outlet 34	\$251,094.13	\$116,946.89	\$368,041.02
Outlet 35	\$273,638.96	\$75,892.60	\$349,531.56
Outlet 36	\$340,406.78	Note 5	\$340,406.78
Outlet 37	\$296,625.92	\$43,308.99	\$339,934.91
Outlet 38	\$334,567.57	Note 5	\$334,567.57
Outlet 39	\$316,666.14	\$5,268.30	\$321,934.44
Outlet 40	\$270,884.82	\$39,715.23	\$310,600.05
Outlet 41	\$254,737.20	\$54,255.50	\$308,992.70
Outlet 42	\$304,303.99	Note 5	\$304,303.99
Outlet 43	\$165,934.00	\$130,306.79	\$296,240.79
Outlet 44	\$291,838.43	Note 5	\$291,838.43
Outlet 45	\$235,385.92	\$45,284.60	\$280,670.52
Outlet 46	\$236,745.31	\$22,994.18	\$259,739.49
Outlet 47	\$193,660.47	\$57,384.24	\$251,044.71
Outlet 48	\$205,808.04	\$19,253.23	\$225,061.27
Outlet 49	\$172,596.44	\$31,057.43	\$203,653.87
Outlet 50	\$170,347.40	\$13,108.46	\$183,455.86

As to the data in the table just above, we make the further following disclosures:

	Gross Revenue	# of outlets that attained or surpassed the stated result	% of outlets that attained or surpassed the stated result
Average	\$471,201.42	14	28%
Median	\$436,114.05	20	40%
High	\$713,934.02	1	2%
Low	\$183,455.86	50	100%

***FPR#3- Franchisee Gross Revenue 2023:**

Here, we set forth the Gross Revenue for the time period January – December 2023 as to the franchised outlets we had open on December 31, 2023 who operated the entire 2023 calendar year. As of December 31, 2023, we had 50 franchised outlets, 40 of which met the criteria for inclusion the Financial Performance Representation stated below:

Not all franchise outlets report their Wash Dry Fold revenue, so for the outlets that do, we have included that revenue as a separate column and have then added a column to show the revised total revenue which included Self Service revenue plus the Wash-Dry-Fold revenue.

Outlet	Gross Revenue in 2023 (excluding Wash Dry Fold)	Wash Dry Fold Revenue	Total Gross Revenues
Outlet 1	\$559,802.31	\$134,378.05	\$694,180.36
Outlet 2	\$603,589.04	\$50,842.44	\$654,431.48
Outlet 3	\$589,804.37	\$11,373.45	\$601,177.82
Outlet 4	\$511,659.40	\$87,743.12	\$599,402.52
Outlet 5	\$530,747.18	\$15,314.83	\$546,062.01
Outlet 6	\$531,096.81	\$11,225.02	\$542,321.83
Outlet 7	\$501,578.73	\$29,592.75	\$531,171.48
Outlet 8	\$482,134.50	\$35,295.47	\$517,429.97
Outlet 9	\$472,132.96	\$28,719.53	\$500,852.49
Outlet 10	\$461,525.44	\$27,547.90	\$489,073.34
Outlet 11	\$394,666.41	\$58,208.40	\$452,874.81
Outlet 12	\$441,219.51		\$441,219.51
Outlet 13	\$430,130.65		\$430,130.65
Outlet 14	\$421,800.00		\$421,800.00
Outlet 15	\$336,798.59	\$62,020.10	\$398,818.69
Outlet 16	\$301,724.12	\$91,453.17	\$393,177.29
Outlet 17	\$392,301.50		\$392,301.50
Outlet 18	\$341,493.19	\$45,963.31	\$387,456.50
Outlet 19	\$385,149.64		\$385,149.64
Outlet 20	\$352,947.55	\$12,630.00	\$365,577.55
Outlet 21	\$333,103.20	\$22,456.05	\$355,559.25
Outlet 22	\$321,372.75	\$20,739.09	\$342,111.84
Outlet 23	\$329,804.05	\$11,719.95	\$341,524.00
Outlet 24	\$323,479.50	\$16,958.50	\$340,438.00
Outlet 25	\$314,704.50	\$18,260.73	\$332,965.23

Outlet 26	\$229,465.00	\$85,744.10	\$315,209.10
Outlet 27	\$227,773.62	\$84,470.63	\$312,244.25
Outlet 28	\$282,872.42	\$19,801.10	\$302,673.52
Outlet 29	\$285,654.78		\$285,654.78
Outlet 30	\$275,967.35	\$6,003.05	\$281,970.40
Outlet 31	\$246,791.89	\$29,650.55	\$276,442.44
Outlet 32	\$160,361.30	\$114,293.85	\$274,655.15
Outlet 33	\$268,556.70		\$268,556.70
Outlet 34	\$229,992.70	\$38,006.39	\$267,999.09
Outlet 35	\$243,005.19	\$16,363.68	\$259,368.87
Outlet 36	\$252,808.87		\$252,808.87
Outlet 37	\$211,539.34	\$31,415.75	\$242,955.09
Outlet 38	\$212,566.10	\$22,193.84	\$234,759.94
Outlet 39	\$205,222.66	\$20,845.09	\$226,067.75
Outlet 40	\$176,107.09	\$13,977.20	\$190,084.29

As to the data in the table just above, we make the further following disclosures:

	Gross Revenue	# of outlets that attained or surpassed the stated result	% of outlets that attained or surpassed the stated result
Average	\$386,216.45	18	45%
Median	\$360,568.40	20	50%
High	\$694,180.36	1	2.5%
Low	\$160,361.30	40	100%

***FPR#4- Franchisee Gross Revenue 2022:**

Here, we set forth the Gross Revenue for the time period January – December 2022 as to the franchised outlets we had open on December 31, 2022 who operated the entire 2022 calendar year. As of December 31, 2022, we had 43 franchised outlets, 28 of which met the criteria for inclusion the Financial Performance Representation stated below:

Not all franchise outlets report their Wash Dry Fold revenue, so for the outlets that do, we have included that revenue as a separate column and have then added a column to show the revised total revenue which included Self Service revenue plus the Wash-Dry-Fold revenue..

Outlet	Gross Revenue in 2022 (excluding Wash Dry Fold)	Wash Dry Fold Revenue	Total Gross Revenues
Outlet 1	\$599,249.92	\$35,483.51	\$634,733.43
Outlet 2	\$581,910.69	\$51,812.58	\$633,723.27
Outlet 3	\$546,324.56	\$67,311.30	\$613,635.86

Outlet 4	\$550,520.42	\$11,555.61	\$562,076.03
Outlet 5	\$531,207.27	\$10,892.11	\$542,099.38
Outlet 6	\$515,931.40	\$22,227.02	\$538,158.42
Outlet 7	\$460,105.08	\$35,129.90	\$495,234.98
Outlet 8	\$445,457.82	\$40,430.12	\$485,887.94
Outlet 9	\$423,952.94	Note 5	\$423,952.94
Outlet 10	\$403,789.85	Note 5	\$403,789.85
Outlet 11	\$371,315.50	Note 5	\$371,315.50
Outlet 12	\$366,778.75	Note 5	\$366,778.75
Outlet 13	\$309,165.65	\$20,303.75	\$329,469.40
Outlet 14	\$250,134.17	\$74,753.30	\$324,887.47
Outlet 15	\$324,260.20	Note 5	\$324,260.20
Outlet 16	\$300,624.35	\$15,909.45	\$316,533.80
Outlet 17	\$292,245.84	\$13,391.75	\$305,637.59
Outlet 18	\$240,711.00	\$57,256.34	\$297,967.34
Outlet 19	\$293,040.29	Note 5	\$293,040.29
Outlet 20	\$244,356.45	\$41,519.25	\$285,875.70
Outlet 21	\$172,547.10	\$73,498.53	\$246,045.63
Outlet 22	\$240,944.63	Note 5	\$240,944.63
Outlet 23	\$222,551.15	Note 5	\$222,551.15
Outlet 24	\$212,604.80	\$8,420.75	\$221,025.55
Outlet 25	\$217,883.90	Note 5	\$217,883.90
Outlet 26	\$212,005.02	Note 5	\$212,005.02
Outlet 27	\$181,677.60	Note 5	\$181,677.60
Outlet 28	\$137,917.35	\$3,910.50	\$141,827.85

As to the data in the table just above, we make the further following disclosures:

	Gross Revenue	# of outlets that attained or surpassed the stated result	% of outlets that attained or surpassed the stated result
Average	\$365,464.98	12	43%
Median	\$324,573.84	14	50%
High	\$634,733.43	1	3.57%
Low	\$141,827.85	28	100%

***FPR#5- Franchisee Gross Revenue 2021:**

Here, we set forth the Gross Revenue for the time period January – December 2021 as to the franchised outlets we had open on December 31, 2021 who operated the entire 2021 calendar

year. As of December 31, 2021, we had 28 franchised outlets, 20 of which met the criteria for inclusion the Financial Performance Representation stated below:

Outlet	Gross Revenue in 2021 (Excluding Wash Dry Fold)	Wash Dry Fold Revenue	Total Gross Revenues
Outlet 1	\$518,121.57	Note 5	\$518,121.57
Outlet 2	\$490,994.65	Note 5	\$490,994.65
Outlet 3	\$466,369.62	Note 5	\$466,369.62
Outlet 4	\$406,807.67	Note 5	\$406,807.67
Outlet 5	\$377,443.37	Note 5	\$377,443.37
Outlet 6	\$366,903.98	Note 5	\$366,903.98
Outlet 7	\$312,004.25	Note 5	\$312,004.25
Outlet 8	\$243,986.00	\$64,110.76	308,096.76
Outlet 9	\$306,904.75	Note 5	\$306,904.75
Outlet 10	\$301,799.52	Note 5	\$301,799.52
Outlet 11	\$271,123.19	Note 5	\$271,123.19
Outlet 12	\$171,619.90	\$83,950.25	\$255,570.15
Outlet 13	\$254,555.75	Note 5	\$254,555.75
Outlet 14	\$241,841.95	Note 5	\$241,841.95
Outlet 15	\$233,097.50	Note 5	\$233,097.50
Outlet 16	\$207,342.87	Note 5	\$207,342.87
Outlet 17	\$203,367.96	Note 5	\$203,367.96
Outlet 18	\$194,997.06	Note 5	\$194,997.06
Outlet 19	\$193,212.57	Note 5	\$193,212.57
Outlet 20	\$162,657.25	Note 5	\$162,657.25

As to the data in the table just above, we make the further following disclosures:

	Gross Revenues	# of outlets that attained or surpassed the stated result	% of outlets that attained or surpassed the stated result
Average	\$303,660.62	9	45%
Median	\$286,461.36	10	50%
High	\$518,121.57	1	5%
Low	\$162,657.25	20	100%

***FPR#6- Franchisee Gross Revenue 2020:**

Here, we set forth the Gross Revenue for the time period January – December 2020 as to the franchised outlets we had open on December 31, 2020 who operated the entire 2020 calendar year. None of the franchisees listed in the table below were required to report Wash-Dry-Fold revenue. As of December 31, 2020, we had 18 franchised outlets, 14 of which met the criteria for inclusion the Financial Performance Representation stated below:

Outlet	Gross Revenue in 2020
Outlet 1	\$338,827.85
Outlet 2	\$329,856.03
Outlet 3	\$266,427.55
Outlet 4	\$265,121.98
Outlet 5	\$263,925.80
Outlet 6	\$258,112.55
Outlet 7	\$225,399.75
Outlet 8	\$198,530.60
Outlet 9	\$196,305.00
Outlet 10	\$183,437.00
Outlet 11	\$155,336.43
Outlet 12	\$133,920.10
Outlet 13	\$132,998.04
Outlet 14	\$123,664.93

As to the data in the table just above, we make the further following disclosures:

	Gross Revenues	# of outlets that attained or surpassed the stated result	% of outlets that attained or surpassed the stated result
Average	\$219,418.82	7	50%
Median	\$211,965.17	7	50%
High	\$338,827.85	1	7.14%
Low	\$123,664.93	14	100%

FPR#7- Franchisee Gross Revenue 2019:

Here, we set forth the Gross Revenue for the time period January – December 2019 as to the franchised outlets we had open on December 31, 2019 who operated the entire 2019 calendar year. As of December 31, 2019, we had 10 franchised outlets, 4 of which met the criteria for inclusion the Financial Performance Representation stated below:

Month	Outlet 1	Outlet 2 (Note 3)	Outlet 3	Outlet 4
January	\$15,220.80	\$13,838.80	\$8,615.00	\$8,237.59
February	\$14,447.85	\$14,496.00	\$15,753.00	\$12,461.20
March	\$18,073.70	\$17,426.80	\$13,412.75	\$16,504.34
April	\$16,476.00	\$17,033.47	\$20,499.75	\$18,038.23
May	\$13,145.50	\$19,093.60	\$20,299.50	\$20,271.50
June	\$11,560.00	\$16,818.40	\$18,371.75	\$19,728.25
July	\$14,039.03	\$19,427.40	\$23,189.75	\$20,674.94
August	\$15,385.18	\$19,749.60	\$20,883.75	\$23,565.78
September	\$14,276.00	\$19,106.20	\$22,785.75	\$24,897.35
October	\$16,852.00	\$18,344.00	\$21,221.75	\$24,721.45
November	\$17,338.75	\$18,234.60	\$22,047.25	\$25,645.30
December	\$19,591.15	\$14,538.80	\$21,733.25	\$26,588.19
Total	\$186,405.96	\$208,107.67	\$228,813.25	\$241,334.14

As to the data in table just above, we make the further following disclosures:

	Gross Revenue	# of outlets that attained or surpassed the stated result	% of outlets that attained or surpassed the stated result
Average	\$216,165.25	2	50%
Median	\$218,460.46	2	50%
High	\$241,334.14	1	25%
Low	\$186,405.96	4	100%

Notes Applicable to all tables above:

Note 1-Gross Revenue means the aggregate sales price of all washing machine and dryer machine revenue earned by the Franchisee, in connection with or arising out of the operation of the Franchised Business, excluding only (1) revenue derived by franchisee through vending machines or ATM machines; (2) revenue derived from the Wash-Dry-Fold service offering; (3) the amount of any refund or credit given in respect of any services provided to a customer of the Franchised Business for which a refund of the whole or part of the purchase price is made or for which a credit is given in the ordinary course of business, and (4) any amounts collected by Franchisee for any governmental authority and paid out by Franchisee to that governmental authority on account of sales taxes or other taxes imposed upon the sale of goods or services by Franchisee in respect of the Franchised Business and which Franchisee is not entitled to subsequently recover.

Note 2- The financial performance representations do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales 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 franchised business. Franchisees or former franchisees, listed in the Franchise Disclosure Document, may be one source of this information.

Note 3 – Outlet #1 was an existing laundromat location that was converted to a WaveMAX franchise location.