

Except as stated above, no other public figure appears in the franchise name or symbol, endorses or recommends the franchise to prospective franchisees, is involved in our actual management or control, or has invested in us.

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.

As of December 31, 2025, we had (i) 94 franchisees open and operating in 162 Territories, and (ii) two company-owned businesses operating in two Territories. This Financial Performance Representation includes information in connection with (i) 24 franchisees operating in 52 Territories, and (ii) two company-owned businesses operating in two Territories.

We conducted a survey of the 25 franchisees operating in a total of 53 Territories that have been open and operating in their first Territory for 12 or more months as of December 31, 2025. This Financial Performance Representation excludes data in connection with (i) 68 franchisees operating in a total of 109 Territories since those franchisees opened in their first Territory during the 2025 calendar year and were not otherwise open in their first Territory for an entire calendar year, and (ii) one franchisee operating in one Territory that failed to complete the survey properly and is in material default of their franchise agreement.

Part I of this Financial Performance Representation discloses the Average Gross Revenue generated by the 24 franchisees operating in a total of 52 Territories during the 2025 calendar year.

Part II of this Financial Performance Representation discloses the Average Job Size generated by the 24 franchisees operating in a total of 52 Territories during the 2025 calendar year.

Part III of this Financial Performance Representation discloses the Average Close Rate attained by the 24 franchisees operating in a total of 52 Territories during the 2025 calendar year.

Part IV of this Financial Performance Representation discloses the total Gross Revenue and Recurring Revenue for the affiliate-owned businesses operating in two Territories during the 2025 calendar year.

Written substantiation of the data used in preparing these figures 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.

[The remainder of this page is intentionally left blank.]

PART I: AVERAGE GROSS REVENUE GENERATED BY THE FRANCHISEES DURING THE 2025 CALENDAR SPLIT INTO THIRDS

AVERAGE GROSS REVENUE						
	Number of Franchisees (Total Territories)	Average	High	Median	Low	# (and %) of Franchisees That Met or Exceeded Average
Top Third	8 (26 Territories)	\$412,550	\$514,509	\$424,754	\$335,000	4 (50%)
Middle Third	8 (15 Territories)	\$284,179	\$321,092	\$285,207	\$249,323	4 (50%)
Bottom Third	8 (11 Territories)	\$148,930	\$251,056	\$157,612	\$104,169	4 (50%)

PART II: AVERAGE JOB SIZE GENERATED BY THE FRANCHISEES DURING THE 2025 CALENDAR SPLIT INTO THIRDS

AVERAGE JOB SIZE						
	Number of Franchisees (Total Territories)	Average	High	Median	Low	# of Franchisees That Met or Exceeded Average
Top Third	8 (25 Territories)	\$737	\$875	\$737	\$600	4 (50%)
Middle Third	8 (12 Territories)	\$479	\$548	\$482	\$417	4 (50%)
Bottom Third	8 (15 Territories)	\$339	\$414	\$341	\$269	4 (50%)

PART III: AVERAGE CLOSE RATE ATTAINED BY THE FRANCHISEES DURING THE 2025 CALENDAR SPLIT INTO THIRDS

AVERAGE CLOSE RATE						
	Number of Franchisees (Total Territories)	Average	High	Median	Low	# of Franchisees That Met or Exceeded Average
Top Third	8 (12 Territories)	68%	71%	67%	64%	4 (50%)
Middle Third	8 (18 Territories)	58%	62%	58%	54%	4 (50%)
Bottom Third	8 (22 Territories)	48%	54%	45%	37%	6 (75%)

PART IV: TOTAL GROSS REVENUE AND RECURRING REVENUE FOR THE COMPANY-OWNED BUSINESSES DURING THE 2025 CALENDAR YEAR

	Gross Revenue	Recurring Revenue
Company-Owned Location 1	\$1,122,857.52	\$632,803
Company-Owned Location 2	\$239,395.27	\$105,541

Notes to Part Item 19:

- Gross Revenue.** “Gross Revenue” includes all sales of every kind and nature at or from the Pink’s Window Services business, regardless of whether the business has collected the amount of the sales. Gross Revenue does not include (a) receipts from any sales tax or similar taxes collected from customers and turned over to the governmental authority imposing the tax, (b) properly documented refunds to customers, or (c) properly documented promotional discounts (i.e., coupons).
- Average Job Size.** “Average Job Size” is calculated by taking the total Gross Revenue generated by the applicable group and dividing it by the number of jobs completed by the group.
- Recurring Revenue.** “Recurring Revenue” is calculated by taking any customer who is on a maintenance plan for services, whether such plan is weekly, monthly, quarterly, biannual, or annual.
- Close Rate.** “Close Rate” is calculated by taking the number of quotes sent and dividing that amount by the number of quotes won.
- Average.** “Average,” also known as the “mean,” means the sum of all data points in a set, divided by the number of data points in that set.
- Median.** “Median” means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing it by two.
- Company-Owned Location 1.** Company-Owned Location 1 opened in 2020 and is located in Austin, Texas.
- Company-Owned Location 2.** Company-Owned Location 2 opened in 2024 and is located in Lakeway, Texas.
- Except as set forth herein, there are no material financial or operational characteristics of the outlets that are reasonably anticipated to differ materially from future franchise outlet operations.

Except as set forth above, 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 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 Steven Montgomery, Pink’s Franchising LLC, 12357-C Riata Trace Parkway, Suite 150-200, Austin, Texas 78727, (512) 270 - 0161,

the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1
System-wide Outlet Summary
For Years 2023 to 2025**

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2023	0	1	+1
	2024	1	45	+44
	2025	45	162	+117
Company – Owned*	2023	1	1	0
	2024	1	2	+1
	2025	2	2	0
Total Outlets	2023	1	2	+1
	2024	2	47	+45
	2025	47	164	+117

**Table No. 2
Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)
For Years 2023 to 2025**

Column 1 State	Column 2 Year	Column 3 Number of Transfers
Arizona	2023	0
	2024	0
	2025	5
California	2023	0
	2024	0
	2025	2
Florida	2023	0
	2024	0
	2025	5
Texas	2023	0
	2024	0
	2025	15
Total	2023	0
	2024	0
	2025	27