

Provision	Section in Area Development Agreement	Summary
o. Our option to purchase your business	None	Not applicable.
p. Your death or incapacity	9(C)	Your representative must assume full time operation of your duties within 90 days of your death or incapacity and must be qualified and acceptable to us.
q. Non-competition covenants during the term of the Area Development Agreement	8(B)	No involvement with a Competing Business, except for franchises authorized by the Area Development Agreement.
r. Non-competition covenants after the Area Development Agreement terminates or expires	8(B)	No involvement with a Competing Business for two years within the Marketing Areas designated in the Area Development Agreement or within a 20-mile radius of those Marketing Areas or within any Marketing Area of another Franchised Business or within a 20-mile radius of those marketing areas.
s. Modification of Area Development Agreement	12(I)	No modifications unless in writing signed by the parties.
t. Integration/merger clause	12(I)	Only the terms of the Area Development Agreement are binding (subject to state law). All representations or promises made outside the disclosure document and Franchise Agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	11(B)	Disputes must be informally negotiated before being submitted to non-binding mediation. If mediation does not resolve the dispute, except for certain disputes listed in the Area Development Agreement and as may be prohibited by applicable state law, all disputes must be resolved by arbitration.
v. Choice of forum	11(B) and (C)	Subject to applicable state laws, all claims must be arbitrated or litigated in the city in which our principal place of business is located (currently, Atlanta, Georgia).
w. Choice of law	11(A)	Subject to applicable state laws, Georgia law applies, without regard to Georgia conflict-of-laws rules.

ITEM 18 - PUBLIC FIGURES

We do not use any public figures in our franchise name or symbol, nor do any public figures endorse or recommend our franchise to prospective franchisees.

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 businesses, 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 Franchised Business 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 financial performance information provided in this Item 19 is an historic financial performance representation about all of the franchisees existing in The Two Men and a Truck franchise system for the relevant period based upon financial information those franchisees reported to us or our predecessor.

In this Item 19, we have presented financial performance information for (a) single Metro Market Franchises operating in a single Marketing Area under a single franchise agreement (“**Single Metro Market Franchises**”), (b) multiple Metro Market Franchises under common ownership that are licensed under multiple franchise agreements to operate in multiple Marketing Areas but work as a single business unit in the same general geographic region and share personnel and trucks (“**Multi-Unit Metro Market Franchises**”), and (c) Mod Market Franchises. We refer to Single Metro Market Franchises and Multi-Unit Metro Market Franchises collectively as “**Franchise Operating Units.**” Franchise Operating Units do not include Mod Market Franchises. We have not included affiliate-owned businesses in any category.

In this Item 19, we have presented data in the following categories:

- o “Gross Sales” means the total gross revenues from whatever source (whether in the form of cash, credit, agreements to pay, barter, trade credits, good will or other consideration) that arise, directly or indirectly, from or in connection with the operation of a franchise. Gross Sales includes revenue earned from both required and optional services (such as storage services). Gross Sales may only be reduced by invoice adjustments approved by us and standard discount programs approved by us.
- o “Direct Labor – Mover Wage Expenses” includes the wages and benefits paid to movers.
- o “Moving Truck Expenses” includes lease or loan payments, maintenance costs, and fuel costs related to moving trucks.
- o “Other Moving Expenses” includes the cost of supplies, damages and warranty expenses, and other miscellaneous moving and storage-related expenses.
- o “Advertising Expenses” includes all expenses related to conducting advertising, except for the national advertising fees paid to us.
- o “Facility Expenses” includes rent for the office and any storage facilities, utilities, and furniture, fixtures, and equipment used in the facilities.
- o “Franchise Fees” includes royalties, national advertising fees, and technology fees.
- o “Support Staff Expenses” includes the wages and benefits paid to your support staff, including salespeople and other non-moving personnel.
- o “Other Administrative Expenses” includes recruiting, retention, and training costs, professional fees, fees for sales support services procured from us, non-moving vehicle costs, office expenses, and finance costs.
- o “EBITDA” is calculated as Annual Gross Sales less Total Annual Expenses plus interest plus taxes plus depreciation.

For all tables, the number and percentage that “met or exceeded” the average (sometimes presented as “# and % at or > Average”) means the number and percentage of units that had sales or expenses that were equal to or higher than the average sales or expenses for such category.

As of December 31, 2025, there were 350 Franchised Businesses. There were 338 Franchised Businesses that operated throughout 2025, including 145 Single Metro Market Franchises, 163 Single Metro Market Franchises that were part of Multi-Unit Metro Market Franchises, and 30 Mod Market Franchises.

TABLE 1
GROSS SALES FOR FRANCHISE OPERATING UNITS
IN 2025

The table below reflects the average and median annual Gross Sales for 2025 for all Franchise Operating Units operating for all 12 months of the 2025 calendar year.

Year	Number of Franchise Operating Units	Average Annual Gross Sales	# and % of Franchise Operating Units That Met or Exceeded the Average	Median Annual Gross Sales	Highest Annual Gross Sales	Lowest Annual Gross Sales
2025	198	\$2,837,460	71 / 36%	\$2,340,225	\$14,863,630	\$198,567

Notes to Table 1:

- As of December 31, 2025, there were 205 Franchise Operating Units. Of those 205, 198 Franchise Operating Units operated throughout 2025 and are represented in this table. This table excludes seven Franchise Operating Units that began operating in 2025. One Franchise Operating Unit ceased operating in 2025, which had operated for more than 12 months prior to closing.

TABLE 2
GROSS SALES AND EXPENSES IN 2025
FOR MULTI-UNIT METRO MARKET FRANCHISES

The table below reflects average and median annual Gross Sales and expenses for the 2025 calendar year for 53 Multi-Unit Metro Market Franchises that operated for a full 12 months as of December 31, 2025.

Sales/Expense Category	Average Dollar Amount of Sales/ Expenses	# and % of Multi-Unit Metro Market Franchises That Met or Exceeded the Average Amount	Median Dollar Amount of Sales/ Expenses
Annual Gross Sales	\$4,099,413	22 / 42%	\$3,774,814
Highest Annual Gross Sales	\$14,863,630	N/A	N/A
Lowest Annual Gross Sales	\$651,682	N/A	N/A
Expenses			
Direct Labor – Mover Wage Expenses	\$1,173,823	22 / 42%	\$1,082,192

Sales/Expense Category	Average Dollar Amount of Sales/ Expenses	# and % of Multi-Unit Metro Market Franchises That Met or Exceeded the Average Amount	Median Dollar Amount of Sales/ Expenses
Moving Truck Expenses	\$445,318	23 / 43%	\$389,029
Other Moving Expenses – Damages, Supplies, Other Direct Costs	\$239,706	24 / 45%	\$227,110
Advertising Expenses	\$198,556	19 / 36%	\$170,344
Facility Expenses	\$274,378	21/40%	\$212,384
Franchise Fees	\$333,154	23 / 43%	\$321,922
Support Staff Expenses	\$643,759	24 /45%	\$613,270
Other Administrative Expenses	\$336,655	22 / 42%	\$311,867
Total Annual Expenses	\$3,645,347	25 / 47%	\$3,328,119
Total EBITDA	\$454,066	22 / 42%	\$332,484
Highest EBITDA	\$2,003,712		
Lowest EBITDA	(\$128,890)		

Notes to Table 2:

1. As of December 31, 2025, there were 53 Multi-Unit Metro Market Franchises that operated a total of 163 Single Metro Market Franchises. All 53 Multi-Unit Metro Market Franchisees were operated throughout 2025 and are represented in this table. No Multi-Unit Metro Market Franchises ceased operating in 2025. This table does not include 145 Single Metro Market Franchises operated by single-unit franchisees and 30 Mod Market Franchises. This table also does not include affiliate-owned units.
2. 49 Multi-Unit Metro Market Franchises included in this chart reported revenue from providing storage services in 2025, which accounted for 1.60% of the average annual Gross Sales such units providing such services.
3. The 53 Multi-Unit Metro Market Franchises include a total of 163 Single Metro Market Franchises, which are included in this table. The following table provides additional details regarding the number of Single Metro Market Franchises operated by each Multi-Unit Metro Market Franchise included in this table:

	Average	#/% Met or Exceeded Average	Median	Low	High
Number of Single Metro Market Franchises Operated by Multi-Unit Metro Market Franchises	3	29 / 18%	3	2	9

TABLE 3
GROSS SALES AND EXPENSES IN 2025
FOR SINGLE METRO MARKET FRANCHISES

The table below reflects average and median annual Gross Sales and expenses for the 2025 calendar year for all 145 Single Metro Market Franchises operating for a full 12 months as of December 31, 2025.

Sales/Expense Category	Average Dollar Amount of Sales/ Expenses	# and % of Franchise Operating Units That Met or Exceeded the Average	Median Dollar Amount of Sales/ Expenses
Annual Gross Sales	\$2,376,195	56 / 39%	\$2,072,481
Highest Annual Gross Sales	\$13,834,917	N/A	N/A
Lowest Annual Gross Sales	\$198,567	N/A	N/A
Expenses			
Direct Labor – Mover Wage Expenses	\$671,890	53 / 37%	\$548,693
Moving Truck Expenses	\$269,714	69 / 48%	\$260,527
Other Moving Expenses – Damages, Supplies, Other Direct Costs	\$116,856	62 / 43%	\$99,945
Advertising Expenses	\$79,489	52 / 36%	\$63,322
Facility Expenses	\$134,324	54 / 37%	\$107,697
Franchise Fees	\$191,140	57 / 39%	\$167,355
Support Staff Expenses	\$363,786	58 / 40%	\$305,014
Other Administrative Expenses	\$207,138	62 / 43%	\$184,513
Total Annual Expenses	\$2,034,337	64 / 44%	\$1,737,068
Total EBITDA	\$341,858	60 / 41%	\$276,922
Highest EBITDA	\$3,384,617		
Lowest EBITDA	(\$290,271)		

Notes to Table 3:

1. As of December 31, 2025, there were 150 Single Metro Market Franchises. Of those 150 Single Metro Market Franchises, 145 were operated throughout 2025 and are represented in this table. This table excludes five Single Metro Market Franchises that began operating in 2025. One Single Metro Market Franchise ceased operating in 2025, which had operated for more than 12 months before closing. This table also excludes (i) 53 Multi-Unit Metro Market Franchises that operate in multiple Marketing Areas under two or more Franchise Agreements and (ii) 30 Mod Market Franchises. This table also does not include affiliate-owned units.
2. 113 Single Metro Market Franchises included in this chart reported revenue from providing storage services in 2025, which accounted for 1.79% of the average annual Gross Sales for such units providing such services.

TABLE 4
GROSS SALES IN 2025
FOR SINGLE METRO MARKET FRANCHISES
GROUPED BY OPENING YEAR

The table below reflects average and median annual Gross Sales for the 2025 calendar year for Single Metro Market Franchises that opened between January 1, 2017 and December 31, 2024 (the “Opening Period”) and were still operating as Single Metro Market Franchises as of December 31, 2025. The Single Metro Market Franchises are grouped by the year in which each franchise opened for business.

	2017 & 2018 Openings	2019 & 2020 Openings	2021 & 2022 Openings	2023 & 2024 Openings
# of Single Metro Market Franchises	3	6	5	3
Average Annual Gross Sales	\$2,099,527	\$1,647,422	\$1,046,354	\$444,024
Median Annual Gross Sales	\$2,072,841	\$1,588,139	\$1,138,479	\$382,639
Highest Annual Gross Sales	\$2,787,807	\$2,982,648	\$1,618,324	\$665,420
Lowest Annual Gross Sales	\$1,438,294	\$677,995	\$489,250	\$284,013
# and % at or > Average Annual Gross Sales	1 / 33%	3 / 50%	3 / 60%	1 / 33%

Notes to Table 4:

1. There were 27 Units that opened as Single Metro Market Franchises during the Opening Period. This table includes 17 Single Metro Market Franchises that were still operating as Single Metro Market Franchises as of December 31, 2025. It does not include (a) seven Single Metro Market Franchises that opened in the Opening Period and became Multi-Unit Metro Market Franchises prior to December 31, 2025 (because they opened or acquired additional Metro Market Franchises in additional Marketing Areas) and (b) three Single Metro Market Franchises that permanently closed prior to December 31, 2025 (one of which closed within 12 months of its opening). This table also does not include (i) Single Metro Market Franchises that opened prior to or after the Opening Period, (ii) Multi-Unit Metro Market Franchises, and (iii) Mod Market Franchises.

TABLE 5
GROSS SALES IN 2025
FOR MOD MARKET FRANCHISES
GROUPED BY OPENING YEAR

The table below reflects average and median annual Gross Sales for the 2025 calendar year for Mod Market Franchises that opened in the Opening Period and were still operating as of December 31, 2025. The Mod Market Franchises are grouped by the year in which each franchise opened for business.

	2017 & 2018 Openings	2019 & 2020 Openings	2021 & 2022 Openings	2023 & 2024 Openings
# of Mod Market Franchises	3	3	8	16
Average Annual Gross Sales	\$1,252,132	\$1,029,628	\$826,429	\$643,527
Median Annual Gross Sales	\$1,448,682	\$967,417	\$701,037	\$549,211
Highest Annual Gross Sales	\$1,613,743	\$1,265,239	\$1,708,296	\$1,120,265
Lowest Annual Gross Sales	\$693,971	\$856,228	\$533,075	\$299,114

	2017 & 2018 Openings	2019 & 2020 Openings	2021 & 2022 Openings	2023 & 2024 Openings
# and % at or > Average Annual Gross Sales	2 / 67%	1 / 33%	3 / 38%	5 / 32%

Notes to Table 5:

1. There were 33 Units that opened as Mod Market Franchises during the Opening Period. No Mod Market Franchises opened prior to the Opening Period. This table includes 30 Mod Market Franchises that opened during the Opening Period and were still operating as of December 31, 2025. This table does not include (a) two Mod Market Franchises that opened during the Opening Period and closed prior to December 31, 2025 (all of which operated for at least 12 months prior to closing) and (b) one Mod Market Franchise that opened during the Opening Period and became a Multi-Unit Metro Market Franchises prior to December 31, 2025. This table also does not include (i) three Mod Market Franchises that opened after the Opening Period and (ii) all Metro Market Franchises.

Notes to Item 19:

1. **Some units have sold these amounts. Your individual results may differ. There is no assurance that you will sell as much.**
2. We calculated the figures in the tables in these financial performance representations using financial reports submitted by franchisees. We have not audited these financial reports.
3. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.
4. We encourage you to contact existing franchisees to discuss their experiences with the system and their franchise. Notwithstanding the information set forth in this financial performance representation, our existing franchisees are your best source of information about franchise operations.

Other than the preceding financial performance representation, we do 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 Pamela Batten, 3400 Belle Chase Way, Lansing, Michigan 48911-4251, 800-756-5656, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20 - OUTLETS AND FRANCHISEE INFORMATION

Table 1
Systemwide Business Summary
For years 2023 to 2025

Business Type	Year	Businesses at the Start of the Year	Businesses at the End of the Year	Net Change
Franchised Businesses	2023	293	313	+20
	2024	313	338	+25
	2025	338	350	+12
Company-Owned Businesses	2023	3	3	0
	2024	3	1	-2
	2025	1	1	0
Total Businesses	2023	296	316	+20
	2024	316	339	+23
	2025	339	351	+12

Table 2
Transfers of Franchised Businesses
For years 2023 to 2025

State	Year	Number of Transfers
Arizona	2023	0
	2024	0
	2025	6
California	2023	0
	2024	2
	2025	0
Colorado	2023	0
	2024	1
	2025	0
Delaware	2023	0
	2024	0
	2025	1
Florida	2023	0
	2024	1
	2025	6
Georgia	2023	0
	2024	1
	2025	0