

	PROVISION	SECTION IN MULTI-UNIT AGREEMENT	SUMMARY
t.	Integration / merger clause	Section 5.14	Only the terms of the Multi-Unit Agreement and other related written agreements are binding (subject to applicable state law). Any representations or promises outside of the disclosure document and Multi-Unit Agreement may not be enforceable.
u.	Dispute resolution by arbitration or mediation	Sections 4.2 and 4.3	You must bring all disputes before our Board of Directors or Chief Executive Officer prior to bringing a claim before a third party. After exhausting this internal dispute resolution procedure, at our option, all claims or disputes between you and us must be submitted first to mediation in Oakland County, Michigan in accordance with the American Arbitration Association's Commercial Mediation Rules then in effect. (subject to state law)
v.	Choice of forum	Section 4.4	All claims not subject to mediation must be brought before a court of general jurisdiction in Oakland County, Michigan, or the United States District Court for the Eastern District of Michigan. You consent to the personal jurisdiction and venue of any court of general jurisdiction in Oakland County, Michigan and the United States District Court for the Eastern District of Michigan. Please see the State-Specific Addenda attached as Exhibit I to this Disclosure Document for further details. You agree that there will be no class actions. (subject to applicable state law)
w.	Choice of law	Section 4.1	The Multi-Unit Agreement is governed by the laws of the State of Michigan (subject to state law). See the State Specific Addenda attached as Exhibit I to this Disclosure Document for further details. (subject to applicable state law)

**ITEM 18
PUBLIC FIGURES**

WNW does not use any public figure to promote its 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 particular circumstances.

BACKGROUND

This Item sets forth historical gross sales information for franchised-owned outlets and affiliate-owned locations for the measurement period of January 1, 2025 to December 31, 2025, (the "Measurement Period"), which was provided to our predecessor by its franchised-owned Stores. There were 23 Franchised Stores that were open and operating at the start of the Measurement Period, one (1) of which transferred during the Measurement Period, (8) of which were reacquired by the predecessor Franchisor during the Measurement Period, and one (1) of which ceased operations during the Measurement Period. Specifically, this Item sets forth average weekly sales data, average annual sales data, average annual gross margin dollars, and average annual gross margin percentage for the 11 reporting Franchised Stores that were open and began operating prior to January 1, 2025 and operated the full Measurement Period under the same owner (the "Reporting Franchised Stores"). The Reporting Franchised Stores excludes the 1 Franchised Store that transferred, the 8 Franchised Stores which were reacquired by the predecessor Franchisor, and the one Franchised Store that ceased operations. The Reporting Franchised Stores also excludes the 4 stores that are not representative of the system as a whole and 2 Franchised Stores that did not fully or timely report all items presented.

We will provide you with written substantiation for the financial performance representation upon reasonable request.

REPORTING FRANCHISED STORES' GROSS SALES, GROSS MARGIN, RENT AND LABOR EXPENSES

January 1, 2025 to December 31, 2025

All Reporting Stores (11)	Top	Bottom	Average
Store Count	6	5	11
Weekly POS Sales	\$ 29,790	\$ 15,367	\$ 23,234
Annual POS Sales	\$ 1,549,098	\$ 799,072	\$ 1,208,177
Annual POS Margin \$	\$ 1,019,794	\$ 546,799	\$ 804,796
Annual POS Margin %	65.8%	68.4%	66.6%

January 1, 2025 to December 31, 2025

All Reporting Stores (11)	Average
Store Count	11
Weekly Gross Sales ¹	\$ 23,234
Annual Gross Sales ²	\$ 1,208,177
Annual Gross Margin \$ ³	\$ 804,796
Annual Gross Margin % ⁴	66.6%
Annual Rent Expense ⁵	\$ 121,769
Annual Rent % of Sales ⁶	10.1%
Annual Labor Expense ⁷	\$ 495,060
Annual Labor % of Sales ⁸	41.0%

NOTES

1. Weekly Gross Sales	Average of All Stores
Store Count	11
Average	\$ 23,234
Median	\$ 20,356
% over average	45.5%
Low	\$ 14,326
High	\$ 45,330

2. Annual Gross Sales	Average of All Stores
Store Count	11
Average	\$ 1,208,177
Median	\$ 1,058,521
% over average	45.5%
Low	\$ 744,965
High	\$ 2,357,183

3. Annual Gross Margin \$	Average of All Stores
Store Count	11
Average	\$ 804,796
Median	\$ 654,998
% over average	36.4%
Low	\$ 501,482
High	\$ 1,637,742

4. Annual Gross Margin %	Average of All Stores
Store Count	11
Average	66.6%
Median	68.1%
% over average	54.5%

5. Annual Rent Expense	Average of All Stores
Store Count	11
Average	\$ 121,769
Median	\$ 119,664
% over average	36.4%

6. Annual Rent % of Sales	Average of All Stores
Store Count	11
Average	10.1%
Median	10.4%
% over average	54.5%

7. Annual Labor Expense	Average of All Stores
Store Count	11
Average	\$ 495,060
Median	\$ 439,027
% over average	27.3%

8. Annual Labor % of Sales	Average of All Stores
Store Count	11
Average	41.0%
Median	39.9%
% over average	45.5%

GENERAL NOTES TO ITEM 19

1. In some instances, when calculating averages, variations in calculations occurred which are associated with rounding figures compounded by the computational difficulty encountered in calculating the average of an average. The differences in the calculations are not errors and they should be considered accurate.
2. **Some Outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.**
3. Other than the preceding financial performance representation, Wag N Wash 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 our management by contacting our corporate offices at 17410 College Parkway, Livonia, MI 48152-2369, telephone number (734) 793-6600, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

For the tables included in this Item, unless otherwise noted: (a) all numbers are as of December 30, 2023, and December 28, 2024, and December 31, 2025; and (b) states not listed had no activity to report during the relevant period.