Provision	Section in Franchise Agreement	Summary
w. Choice of law	Paragraph 18.5; and Exhibit One D	Alabama law applies (subject to State Law, see Exhibit “O” to the Disclosure Document).

Certain States may require different or additional disclosures or revisions to the agreements (see State specific riders or addendum) with respect to the choice of forum, choice of law provisions in the Franchise Agreement.

The provisions of the Franchise Agreement that provide for termination upon your bankruptcy may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101, et seq.).

ITEM 18

PUBLIC FIGURES

We do not 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 a reasonable basis for the information and if the information is included in this 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.

Chart 1

Chart 1 represents monthly Booked Revenue from thirteen(13) franchise operations open and operating at the end of 2025 for at least six (6) months. Chart 1 is divided into franchises with:

(a.) one (1) office and one (1) territory;

(b.) one (1) office and two (2) territories; and

(c.) one (1) office and three (3) territories.

(d.) One (1) office and four (4) territories.

Booked Revenue is defined as scheduled moving and / or packing services billable within the reported period. This dollar figure may vary from Gross Revenue due to timing of collection of deposits and/or final payment or other factors (i.e., discretionary discounts, unpaid balances…).

"Net Operating Income ("NOI") represents the profit generated from the operation of the franchised business before the deduction of interest, taxes, depreciation, and amortization. NOI is calculated by subtracting all ordinary and necessary operating expenses from gross revenue.

Operating expenses typically include, but are not limited to, franchise expenses, labor, cost of goods sold, rent, utilities, vehicle expenses, insurance, marketing expenses, and other day-to-day costs required to operate the business.

Gross Revenue is the aggregate of all billings whether collected or not, including cash sales and sales on account, monies billed or collected for any and all moving services whether performed by franchisee or subcontracted, monies billed in connection with trade or barter agreements, or monies billed or collected by Franchisee for any sale of products, or any other items including without limitation, all proceeds from any business interruption insurance, but excluding (a) all refunds made in good faith, (b) any sales and equivalent taxes that are collected by franchisee for or on behalf of and paid to any governmental taxing authority, and any rebate received by franchisee from a manufacturer or supplier.

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Chart 1
2025 Booked Revenue

1 Unit	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Montgomery	$33,098.61	$27,326.39	$34,472.53	$76,258.24	$36,320.73	$69,388.00	$48,353.00	$43,059.96	$40,964.86	$31,200.55	$14,706.55	$24,024.64	$479,174.06

1 Unit	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Low	$33,098.61	$27,326.39	$34,472.53	$76,258.24	$36,320.73	$69,388.00	$48,353.00	$43,059.96	$40,964.86	$31,200.55	$14,706.55	$24,024.64	$479,174.06
Average	$33,098.61	$27,326.39	$34,472.53	$76,258.24	$36,320.73	$69,388.00	$48,353.00	$43,059.96	$40,964.86	$31,200.55	$14,706.55	$24,024.64	$479,174.06
Median	$33,098.61	$27,326.39	$34,472.53	$76,258.24	$36,320.73	$69,388.00	$48,353.00	$43,059.96	$40,964.86	$31,200.55	$14,706.55	$24,024.64	$479,174.06
High	$33,098.61	$27,326.39	$34,472.53	$76,258.24	$36,320.73	$69,388.00	$48,353.00	$43,059.96	$40,964.86	$31,200.55	$14,706.55	$24,024.64	$479,174.06

2 Units	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Wilmington	$73,823.33	$70,865.73	$73,369.62	$79,699.83	$111,219.20	$132,220.45	$95,361.66	$87,731.30	$65,147.46	$94,885.14	$56,534.78	$63,233.69	$1,004,092.19
Columbus/ Auburn	$35,653.97	$41,272.36	$22,841.06	$33,181.72	$43,919.35	$55,347.81	$64,500.44	$37,522.44	$22,860.57	$22,006.29	$34,636.12	$41,844.83	$455,586.96
Chesterfield	$23,987.75	$31,789.25	$41,509.50	$43,760.70	$63,680.40	$80,475.98	$48,459.50	$62,207.48	$72,223.15	$46,773.76	$48,302.90	$23,886.70	$587,057.07
Somerset	$34,651.03	$19,213.52	$29,009.00	$48,394.34	$47,437.21	$125,287.16	$95,738.24	$92,186.61	$67,127.03	$76,370.37	$67,345.64	$49,685.78	$752,445.93
Mobile	$23,063.45	$31,518.08	$22,262.49	$39,694.45	$66,140.93	$34,528.00	$30,881.00	$20,725.64	$52,134.27	$30,822.52	$52,031.91	$44,999.07	$448,801.81
Hamilton	$121,821.31	$56,959.41	$76,096.92	$120,310.54	$146,710.67	$200,232.87	$206,575.75	$250,397.39	$304,005.59	$330,966.97	$383,024.17	$221,643.86	$2,418,745.45
Grand Rapids	$32,393.16	$23,229.98	$28,975.97	$44,591.04	$45,990.09	$73,663.56	$44,110.26	$99,320.13	$66,631.92	$68,063.00	$56,185.02	$49,056.98	$632,211.11
Carmel	$0.00	$0.00	$0.00	$24,224.39	$47,712.53	$118,615.45	$82,957.55	$86,860.92	$85,209.01	$59,918.75	$73,782.18	$100,730.81	$680,011.59
Plano	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$20,805.15	$40,894.03	$45,928.22	$21,754.47	$33,515.88	$34,327.43	$197,225.18

2 Units	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Low	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$20,805.15	$20,725.64	$22,860.57	$21,754.47	$33,515.88	$23,886.70	$143,548.41
Average	$49,342.00	$39,264.05	$42,009.22	$54,232.13	$63,645.60	$102,546.41	$76,598.84	$86,427.33	$86,807.47	$83,506.81	$89,484.29	$69,934.35	$843,798.49
Median	$34,651.03	$31,789.25	$29,009.00	$43,760.70	$44,175.87	$99,545.72	$64,500.44	$86,860.92	$66,631.92	$59,918.75	$56,185.02	$49,056.98	$666,085.60
High	$121,821.31	$70,865.73	$76,096.92	$120,310.54	$145,710.67	$200,232.87	$206,575.75	$250,397.39	$304,005.59	$330,966.97	$383,024.17	$221,643.86	$2,431,651.77

3 Units	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Oklahoma City	$28,353.05	$37,144.00	$50,484.03	$51,455.69	$63,243.61	$81,370.35	$49,626.95	$61,562.01	$49,182.45	$42,398.52	$34,419.88	$19,856.77	$569,097.31
Farmington	$44,525.51	$19,583.75	$35,289.53	$66,087.27	$74,979.70	$81,370.45	$88,958.06	$91,455.35	$87,101.04	$81,662.03	$102,260.03	$67,392.23	$840,664.95

3 Units	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Low	$28,353.05	$19,583.75	$35,289.53	$51,455.69	$63,243.61	$81,370.35	$49,626.95	$61,562.01	$49,182.45	$42,398.52	$34,419.88	$19,856.77	$536,342.56
Average	$36,439.28	$28,363.88	$42,886.78	$58,771.48	$69,111.66	$81,370.40	$69,292.51	$76,508.68	$68,141.75	$62,030.28	$68,339.96	$43,624.50	$704,881.13
Median	$36,439.28	$28,363.88	$42,886.78	$58,771.48	$69,111.66	$81,370.40	$69,292.51	$76,508.68	$68,141.75	$62,030.28	$68,339.96	$43,624.50	$704,881.13
High	$44,525.51	$37,144.00	$50,484.03	$66,087.27	$74,979.70	$81,370.45	$88,958.06	$91,455.35	$87,101.04	$81,662.03	$102,260.03	$67,392.23	$873,419.70

4 Units	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Charlotte	$58,821.50	$58,297.20	$50,362.00	$75,476.23	$73,717.98	$82,477.35	$32,087.82	$80,105.23	$44,399.79	$37,779.85	$50,158.91	$67,055.47	$710,739.33
4 Units	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Low	$58,821.50	$58,297.20	$50,362.00	$75,476.23	$73,717.98	$82,477.35	$32,087.82	$80,105.23	$44,399.79	$37,779.85	$50,158.91	$67,055.47	$710,739.33
Average	$58,821.50	$58,297.20	$50,362.00	$75,476.23	$73,717.98	$82,477.35	$32,087.82	$80,105.23	$44,399.79	$37,779.85	$50,158.91	$67,055.47	$710,739.33
Median	$58,821.50	$58,297.20	$50,362.00	$75,476.23	$73,717.98	$82,477.35	$32,087.82	$80,105.23	$44,399.79	$37,779.85	$50,158.91	$67,055.47	$710,739.33
High	$58,821.50	$58,297.20	$50,362.00	$75,476.23	$73,717.98	$82,477.35	$32,087.82	$80,105.23	$44,399.79	$37,779.85	$50,158.91	$67,055.47	$710,739.33

Chart 2A

Chart 2A represents the low, average, median, and high profits and expenses sorted by Booked Revenue for six (6) franchises which operated for a full year during 2025. The remaining franchises shown in Chart 1A either were not open and operating for a full year or did not report expenses for the full year.

Chart 2A **2025 Low, Average, Median, and High by lowest and highest Booked Revenue**				
Description	**Low**	**Average**	**Median**	**High**
Booked Revenues	**$592,976**	**$1,072,327**	**$792,705**	**$2,549,280**
Business Expenses	**$53,757**	**$93,636**	**$97,732**	**$176,969**
Customer Experience Expense	**$3,867**	**$15,567**	**$9,270**	**$54,284**
Franchise Expenses	**$63,810**	**$102,109**	**$93,189**	**$196,655**
Insurance Expense	**$26,334**	**$57,722**	**$54,594**	**$101,425**
Labor Expense	**$311,346**	**$447,041**	**$367,565**	**$943,425**
Long Distance Move Expense	**$0**	**$6,614**	**$6,945**	**$25,792**
Marketing Expense	**$70,011**	**$101,206**	**$81,107**	**$132,575**
Other Business Expense	**$3,885**	**$1,073**	**$2,552**	**$0**
Truck Expense	**$55,341**	**$100,794**	**$84,387**	**$213,307**
Total Expenses	**$588,349**	**$925,761**	**$822,582**	**$1,844,432**
Net Operating Income	**$2,432**	**$135,904**	**$50,022**	**$707,306**

Chart 2B

Chart 2B represents the low, average, median, and high, profits and expenses sorted by Net Income for six (6) franchises which operated for a full year during 2025. The remaining franchises shown in Chart 2A either were not open and operating for a full year or did not report expenses for the full year.

Chart 2B **2025 Low, Average, Median, and High by Net Operating Income**				
Description	**Low**	**Average**	**Median**	**High**
Booked Revenue	**$705,737**	**$1,072,327**	**$792,705**	**$2,549,280**
Business Expenses	**$105,226**	**$93,636**	**$97,732**	**$176,969**
Customer Experience Expense	**$11,146**	**$15,567**	**$9,270**	**$54,284**
Franchise Expenses	**$102,489**	**$102,109**	**$93,189**	**$196,655**
Insurance Expense	**$80,749**	**$57,722**	**$54,594**	**$101,425**
Labor Expense	**$349,468**	**$447,041**	**$367,565**	**$943,425**
Long Distance Move Expense	**$7,032**	**$6,614**	**$6,945**	**$25,792**
Marketing Expense	**$89,470**	**$101,206**	**$81,107**	**$132,575**
Other Business Expense	**$0**	**$1,073**	**$2,552**	**$0**
Truck Expense	**$78,950**	**$100,794**	**$84,387**	**$213,307**
Total Expenses	**$824,530**	**$925,761**	**$822,582**	**$1,844,432**
Net Operating Income	**-$118,793**	**$135,904**	**$50,022**	**$707,306**

Some outlets have sold this amount. Your individual results may differ. There is no assurance that you will sell as much.

Written substantiation for this financial performance representation will be made available to the prospective franchise upon reasonable request.

Other than the preceding financial performance representation, Pink Zebra Moving, LLC 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 the franchisor's management by contacting Pink Zebra Moving, LLC, 505 20th Street North, Suite 1010, Birmingham, Alabama 35203, (205) 203-4881, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

TABLE 1
System-wide Outlet Summary
For the Fiscal Year 2023, 2024 and 2025

Outlet Type	Year	Outlets at Start of Year	Outlets at the End of the Year	Net Change
Franchised	2023	2	9	+7
	2024	9	13	+4
	2025	13	19	+6
Company-Owned	2023	1	0	-1
	2024	0	1	+1
	2025	1	0	-1
Total Outlets	**2023**	**3**	**9**	**+6**
	2024	**9**	**14**	**+5**
	2025	**14**	**19**	**+5**