

	Provision	Section in Agreement	Summary
c.	Limitation of actions	§16.11.6, Franchise Agreements	Claims relating to the relationship between the parties must be brought within 2 years of the occurrence of the facts giving rise to the claim.
d.	Waiver of jury trial	§16.11.7, Franchise Agreement	The parties waive their right to a jury trial of disputes between them.
e.	Waiver of punitive damages	§16.11.8, Franchise Agreement	The parties waive their right to claim punitive damages in any dispute between them.

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 the FDD. Financial performance information that differs from that included in this Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet that you are considering buying; or (2) a franchisor supplements the information provided in Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

On your reasonable request, we will make available written substantiation of the data used in preparing the following information.

This Item 19 sets forth certain historical data. The following tables show sales and vehicle counts of franchised stores for each of the full 2025, 2024, and 2023 calendar years. All franchised service centers which were open for 12 full months in each respective year are included in the tables below. Certain franchised service centers participated in optional programs, such as the Jiffy Lube Multicare model.

The sales reported are Gross Sales, which means all receipts for goods and services sold in the ordinary course of business, excluding sales tax, coupons, discounts, proceeds of sales of recovered materials and amounts refunded to customers. This number is the basis for payment of royalty fees. Vehicle count reported is the total number of separate customer transactions experienced by a store. Although a store may have serviced the same vehicle on multiple occasions during the calendar year, each occasion would be reported as one vehicle. All data for all stores is reported daily through a point of sale computer system. These figures have not been audited, although we believe them to be reliable.

The Sales Tables and Vehicles Count Tables are broken into four quartiles. Each quartile displays ranges of “High,” “Average,” “Low,” and “Median” annual Gross Sales vehicle counts, and the number and percentage of franchised service centers that exceeded the average in each quartile. The total system is also displayed with the ranges of High, Average, Low and Median for each and the percentage of service centers that exceeded the average.

For purposes of this Item, “**Net Adjusted Sales**” are calculated as Gross Sales minus promotions, warranty, non-royalty income, and any national billed fleet discounts.

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

COMPARATIVE ANNUAL SALES

		2023		2024		2025	
	Range	Net Adjusted Sales	# of stores	Net Adjusted Sales	# of stores	Net Adjusted Sales	# of stores
First Quartile	Low	\$139,217.68		\$183,195.48		\$189,910.71	
	Avg	\$528,006.12	504	\$524,612.04	501	\$539,407.76	513
	High	\$688,471.71		\$681,743.45		\$702,237.89	
	Median	\$559,638.46		\$545,131.84		\$562,840.32	
Number/Percent above Avg			293/ 58.1%	283/ 56.5%	284/ 55.4%		
Second Quartile	Low	\$689,862.85		\$682,345.61		\$702,730.93	
	Avg	\$817,616.35	503	\$814,774.87	501	\$836,476.82	512
	High	\$940,261.63		\$939,649.21		\$973,701.85	
	Median	\$811,036.32		\$816,383.12		\$836,312.23	
Number/Percent above Avg			240/ 47.7%	253/ 50.5%	255/ 49.8%		
Third Quartile	Low	\$940,936.70		\$942,054.01		\$974,187.01	
	Avg	\$1,084,334.21	502	\$1,092,565.49	500	\$1,129,889.41	512
	High	\$1,263,813.32		\$1,282,242.00		1,321,841.25	
	Median	\$1,071,410.78		\$1,084,222.12		\$1,118,924.78	
Number/Percent above Avg			233/ 46.4%	240/ 48%	242/ 47.3%		
Fourth Quartile	Low	\$1,204,157.77		\$1,285,385.08		\$1,322,181.42	
	Avg	\$1,728,692.10	505	\$1,770,710.15	501	\$1,831,424.58	512
	High	\$4,723,993.96		\$5,564,791.13		\$5,962,732.95	
	Median	\$1,606,817.16		\$1,646,764.25		\$1,709,409.76	
Number/Percent above Avg			203/ 40.2%	191/ 38.1%	190/ 37.1%		
System	Low	\$139,217.68		\$183,195.48		\$189,910.71	
	Avg	\$1,040,070.20	2,014	\$1,050,644.72	2,003	\$1,084,033.71	2049
	High	\$4,723,993.96		\$5,564,791.13		\$5,962,732.95	
	Median	\$940,599.17		\$939,649.21		\$973,701.85	
Number/Percent above Avg			807/ 40.1%	813/ 40.6%	821/ 40.1%		

COMPARATIVE ANNUAL VEHICLE COUNT*

		2023		2024		2025	
	Range	Vehicle Count	# of stores	Vehicle Count	# of stores	Vehicle Count	# of stores
First Quartile	Low	1,524		1,635		1,710	
	Avg	4,846	504	4,602	501	4,476	513
	High	6,269		5,959		5,776	
	Median	5,062		4,797		4,606	
Number/Percent above Avg			287/ 56.9%	284/ 56.7%	290/56.5%		
Second Quartile	Low	6,278		5,960		5,778	
	Avg	7,306	504	6,977	502	6,764	512
	High	8,367		8,010		7,829	
	Median	7,256		6,964		6,726	
Number/Percent above Avg			239/ 47.4%	245/ 48.8%	244/47.7%		
Third Quartile	Low	8,370		8,011		7,834	
	Avg	9,700	502	9,270	499	8,960	512
	High	11,116		10,691		10,293	
	Median	9,701		9,209		8,954	
Number/Percent above Avg			251/ 50%	242/ 48.5%	253/49.4%		
Fourth Quartile	Low	11,118		10,711		10,297	
	Avg	14,723	504	14,154	501	13,660	512
	High	29,038		29,757		29,360	
	Median	13,714		13,145		12,699	
Number/Percent above Avg			194/ 38.5%	195/ 38.9%	195/38.1%		
System	Low	1,524		1,635		1,710	
	Avg	9,143	2,014	8,749	2,003	8,463	2,049
	High	29,038		29,757		29,360	
	Median	8,367		8,010		7,829	
Number/Percent above Avg			845/ 42%	842/ 42%	864/42.2%		

* Note: The quartiles are calculated independently for both vehicle count and sales.

NEW STORE HISTORY

Except as described below, the following tables describe sales and vehicle counts of all new service centers established in each of the 2023, 2024 and 2025 calendar years. A new service center is a service center that is newly constructed and not converted from a pre-existing service center or similar automotive service business. The first horizontal set of figures in each chart (which provides information for each of 2023, 2024 and 2025) describes new service centers which had their first full year of operations in 2023. The second horizontal set of figures in each chart (which provides information for each of 2024 and 2025) describes new service centers which had their first full year of operations in 2024. The third horizontal set of figures in each chart (which provides information for 2025) describes new service centers which had their first full year of operations in 2025. The charts provide sales and vehicle information only for those new service centers which were in operation for all of a particular calendar year.

COMPARATIVE ANNUAL SALES OF NEW STORES

2023			2024		2025	
Range	Net Adjusted Sales	# of Stores	Net Adjusted Sales	# of Stores	Net Adjusted Sales	# of Stores
Low	\$260,050.73	42	\$283,969.06	42	\$330,732.41	43
Avg	\$882,080.40		\$910,381.17		\$749,747.00	
High	\$1,518,610.32		\$1,734,575.36		\$1,373,748.14	
Median	\$803,434.86		\$799,726.31		\$749,493.00	
Percent above Avg			16/ 38.1%		16/ 38.1%	
			2024		2025	
			Net Adjusted Sales	# of Stores	Net Adjusted Sales	# of Stores
Low			\$324,170.43		\$383,563.98	
Avg			\$685,825.18	43	\$937,668.05	26
High			\$1,203,024.61		\$1,761,859.18	
Median			\$689,825.33		\$899,243.71	
Percent above Avg				22/ 51.2%		11/ 42.3%
			2025			
			Net Adjusted Sales			
Low					\$349,081.76	
Avg					\$753,063.72	11
High					\$1,224,992.72	
Median					\$767,222.20	
Percent above Avg						6/ 54.5%

COMPARATIVE ANNUAL VEHICLE COUNT OF NEW STORES

2023			2024		2025	
Range	Vehicle Count	# of Stores	Vehicle Count	# of Stores	Vehicle Count	# of Stores
Low	2,847		2,704		2,645	
Avg	7,263	42	7,491	42	5,809	43
High	15,697		16,377		12,035	
Median	6,347		6,396		5,742	
Percent above Avg.		16/38.1%		16/38.1%		20/46.5%
			2024		2025	
			Vehicle Count	# of Stores	Vehicle Count	# of Stores
Low			2,796		2,768	
Avg			5,465	43	7,450	26
High			9,911		14,186	
Median			5,347		6,921	
Percent above Avg.				18/41.9%		12/46.2%
					2025	
					Vehicle Count	
Low					2,511	
Avg					5,537	11
High					9,008	
Median					5,507	
Percent above Avg.						5/45.5%

JIFFY LUBE MULTICARE

Beginning in 2014, Jiffy Lube began offering Brakes and Services. This was followed by the deployment of a new store layout to support the implementation of the full Jiffy Lube Multicare business model. The new store layout features a minimum of four bays, an expanded service offering, and enhanced customer lounges. Some of the expanded services include repairs such as brakes, suspension, spark plugs and tires. Stores adopting the Jiffy Lube Multicare model have shown that these additional services added to existing quick lube services yielded an increase in store sales versus our unit average. The 2025 financial metrics measured from these stores are provided below.

NEW JIFFY LUBE MULTICARE SERVICE CENTERS

Beginning in 2014, Jiffy Lube began offering Brakes and Services. This was followed by the deployment of a new store layout to support the implementation of the full Jiffy Lube Multicare business model. These new service center prototypes featured a minimum of four bays, an expanded service offering, and enhanced customer lounges. Some of the expanded services include repairs such as brakes, suspensions, spark plugs and tires. Stores adopting the Jiffy Lube Multicare model have shown that these additional services added to existing quick lube services yielded an increase in store sales versus our unit average. The 2025 financial metrics measured from these stores are provided below.

# of Months Open	# of Stores	Average Year 1 Sales Net Adjusted Sales	Average Year 2 Sales Net Adjusted Sales	Average Year 3 Sales Net Adjusted Sales	Average Year 4 Sales Net Adjusted Sales	Average Year 5 Sales Net Adjusted Sales	Average Year 6 Sales Net Adjusted Sales	Average Year 7 Sales Net Adjusted Sales	Average Year 8 Sales Net Adjusted Sales	Average Year 9 Sales Net Adjusted Sales	Average Year 10 Sales Net Adjusted Sales	Average Year 11 Sales Net Adjusted Sales
7+ months	209	\$673,580 High: \$1,404,010 Low: \$264,352 Median: \$638,956	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
18+ months	196	\$676,349 High: \$1,404,010 Low: \$264,352 Median: \$641,801	\$816,913 High: \$1,905,548 Low: \$269,942 Median: \$764,115	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
30+ months	182	\$676,954 High: \$1,404,010 Low: \$264,352 Median: \$641,347	\$816,989 High: \$1,905,548 Low: \$269,942 Median: \$764,115	\$911,849 High: \$2,102,114 Low: \$271,448 Median: \$850,989	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
42+ months	147	\$687,201 High: \$1,404,010 Low: \$264,352 Median: \$642,817	\$838,735 High: \$1,905,548 Low: \$269,942 Median: \$786,796	\$931,105 High: \$2,102,114 Low: \$271,448 Median: \$860,591	\$988,725 High: \$2,153,498 Low: \$300,142 Median: \$941,343	n/a	n/a	n/a	n/a	n/a	n/a	n/a

# of Months Open	# of Stores	Average Year 1 Sales Net Adjusted Sales	Average Year 2 Sales Net Adjusted Sales	Average Year 3 Sales Net Adjusted Sales	Average Year 4 Sales Net Adjusted Sales	Average Year 5 Sales Net Adjusted Sales	Average Year 6 Sales Net Adjusted Sales	Average Year 7 Sales Net Adjusted Sales	Average Year 8 Sales Net Adjusted Sales	Average Year 9 Sales Net Adjusted Sales	Average Year 10 Sales Net Adjusted Sales	Average Year 11 Sales Net Adjusted Sales
54+ months	106	\$699,641 High: \$1,311,830 Low: \$264,352 Median: \$676,558	\$858,299 High: \$1,905,548 Low: \$269,942 Median: \$846,132	\$972,192 High: \$2,102,114 Low: \$271,448 Median: \$935,671	\$1,026,371 High: \$2,153,498 Low: \$300,142 Median: \$959,031	\$1,095,268 High: \$2,295,445 Low: \$339,362 Median: \$1,026,640	n/a	n/a	n/a	n/a	n/a	n/a
66+ months	63	\$746,126 High: \$1,262,130 Low: \$265,698 Median: \$748,888	\$903,442 High: \$1,783,752 Low: \$437,094 Median: \$889,096	\$1,013,450 High: \$2,069,053 Low: \$499,611 Median: \$982,405	\$1,098,579 High: \$2,153,498 Low: \$496,323 Median: \$1,095,496	\$1,164,384 High: \$2,295,445 Low: \$553,775 Median: \$1,092,253	\$1,199,540 High: \$2,206,109 Low: \$452,181 Median: \$1,117,810	n/a	n/a	n/a	n/a	n/a
78+ months	46	\$771,545 High: \$1,262,130 Low: \$405,298 Median: \$753,822	\$900,611 High: \$1,603,537 Low: \$469,246 Median: \$894,977	\$997,386 High: \$1,560,870 Low: \$507,329 Median: \$1,042,134	\$1,101,097 High: \$1,798,305 Low: \$502,891 Median: \$1,157,120	\$1,175,795 High: \$1,929,119 Low: \$580,924 Median: \$1,217,256	\$1,214,754 High: \$1,978,403 Low: \$582,505 Median: \$1,154,450	\$1,235,639 High: \$2,166,411 Low: \$626,585 Median: \$1,218,326	n/a	n/a	n/a	n/a
90+ months	34	\$767,012 High: \$1,262,130 Low: \$405,298 Median: \$750,477	\$912,078 High: \$1,603,537 Low: \$469,246 Median: \$901,248	\$979,509 High: \$1,560,870 Low: \$507,329 Median: \$1,042,134	\$1,083,094 High: \$1,653,392 Low: \$502,891 Median: \$1,198,269	\$1,171,278 High: \$1,929,119 Low: \$580,924 Median: \$1,241,953	\$1,224,387 High: \$1,978,403 Low: \$582,505 Median: \$1,266,495	\$1,239,168 High: \$2,166,411 Low: \$626,585 Median: \$1,222,119	\$1,290,865 High: \$2,243,122 Low: \$625,744 Median: \$1,250,225	n/a	n/a	n/a

# of Months Open	# of Stores	Average Year 1 Sales Net Adjusted Sales	Average Year 2 Sales Net Adjusted Sales	Average Year 3 Sales Net Adjusted Sales	Average Year 4 Sales Net Adjusted Sales	Average Year 5 Sales Net Adjusted Sales	Average Year 6 Sales Net Adjusted Sales	Average Year 7 Sales Net Adjusted Sales	Average Year 8 Sales Net Adjusted Sales	Average Year 9 Sales Net Adjusted Sales	Average Year 10 Sales Net Adjusted Sales	Average Year 11 Sales Net Adjusted Sales
102+ months	17	\$752,052 High: \$1,156,530 Low: \$454,284 Median: \$734,112	\$879,620 High: \$1,265,398 Low: \$469,246 Median: \$892,394	\$947,786 High: \$1,289,806 Low: \$540,330 Median: \$982,405	\$998,067 High: \$1,528,077 Low: \$502,891 Median: \$1,071,807	\$1,078,287 High: \$1,716,265 Low: \$617,694 Median: \$1,090,320	\$1,116,256 High: \$1,978,403 Low: \$656,602 Median: \$1,006,384	\$1,135,575 High: \$2,166,411 Low: \$626,585 Median: \$1,149,446	\$1,193,520 High: \$2,243,122 Low: \$625,744 Median: \$1,134,552	\$1,254,700 High: \$2,351,859 Low: \$650,581 Median: \$1,102,224	n/a	n/a
114+ months	10	\$855,603 High: \$1,156,530 Low: \$514,930 Median: \$875,821	\$997,062 High: \$1,265,398 Low: \$552,507 Median: \$1,011,835	\$1,074,990 High: \$1,289,806 Low: \$540,545 Median: \$1,136,400	\$1,157,431 High: \$1,528,077 Low: \$564,163 Median: \$1,214,154	\$1,198,593 High: \$1,468,531 Low: \$617,694 Median: \$1,261,890	\$1,254,206 High: \$1,615,399 Low: \$805,517 Median: \$1,380,982	\$1,248,872 High: \$1,673,738 Low: \$748,840 Median: \$1,296,567	\$1,304,971 High: \$1,766,121 Low: \$668,600 Median: \$1,394,437	\$1,368,398 High: \$2,060,799 Low: \$650,581 Median: \$1,497,179	\$1,515,838 High: \$2,473,371 Low: \$779,244 Median: \$1,607,785	n/a
126+ months	3	\$1,020,917 High: \$1,156,530 Low: \$891,761 Median: \$1,014,460	\$1,049,610 High: \$1,159,353 Low: \$889,096 Median: \$1,100,379	\$1,056,009 High: \$1,180,451 Low: \$935,329 Median: \$1,052,248	\$1,126,221 High: \$1,301,609 Low: \$981,557 Median: \$1,095,496	\$1,180,654 High: \$1,409,868 Low: \$1,041,775 Median: \$1,090,320	\$1,166,841 High: \$1,409,370 Low: \$1,006,384 Median: \$1,084,768	\$1,127,568 High: \$1,324,944 Low: \$881,711 Median: \$1,176,048	\$1,150,906 High: \$1,345,181 Low: \$972,984 Median: \$1,134,552	\$1,217,170 High: \$1,523,132 Low: \$1,026,152 Median: \$1,102,224	\$1,322,074 High: \$1,639,924 Low: \$1,148,880 Median: \$1,177,419	\$1,258,531 High: \$1,606,836 Low: \$1,061,754 Median: \$1,107,004

If a store has been open for the full 12 months of any one-year period, the sales amount used in the calculation of the average net adjusted sales in the above chart is the store's actual sales for the store.

If a store has been open for less than a full 12 months of any one-year period, the sales amount used in the calculation of the average net adjusted sales in the above chart is derived by subtracting sales from the first month the store was open from total sales, dividing the remaining number of full months the store was open, multiplied by twelve.

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 Ruth T. Mendez, Esq., 150 N. Dairy Ashford, 6th Floor, Houston, Texas 77079, (832) 762-2967, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

**TABLE NO. 1
SYSTEMWIDE OUTLET SUMMARY
FOR FISCAL YEARS 2023 TO 2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	1683	1710	+27
	2024	1710	1721	+11
	2025	1721	1765	+44
Company-Owned	2023	359	359	0
	2024	359	354	-5
	2025	354	318	-36
Total Outlets	2023	2042	2069	+27
	2024	2069	2075	+6
	2025	2075	2083	+8

**TABLE NO. 2
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS
(OTHER THAN THE FRANCHISOR)
FOR FISCAL YEARS 2023 TO 2025**

State	Year	Number of Transfers
Alabama	2023	0
	2024	0
	2025	0
Alaska	2023	0
	2024	0
	2025	0
Arizona	2023	0
	2024	0
	2025	0