

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.

There are 5 separate tables in this Item 19:

Table 1A discloses the Monthly Gross Billings for 2025 and Total Annual Gross Billings for 15 full-time franchisees.

Table 1B discloses the Monthly Gross Billings for 2025 and Total Annual Gross Billings for 5 part-time franchisees.*

Table 2 discloses the Monthly Gross Profit for March, 2026 for 14 Image One Franchisees.

Table 3A discloses the first 12 months in business for 13 franchisees who began as full-time operators.

Table 3B discloses the first 12 months in business for 9 franchisees that began as part-time operators.*

*There are a different number of full-time franchisees in Tables 1A and 3A, as well as a different number of part-time franchisees in Tables 1B and 3B. This is because certain franchisees who began as part-time switched to full-time, and others who began as full-time switched to part-time.

Tables 1A and 1B (Billing by Month) include 22 Image One Franchisees who were in operation as of December 31, 2025. Tables 1A and 1B show the actual total monthly billing for each month in 2025 for each of the 22 Franchisees. It also shows the total billing in 2025 for each Franchisee, the average billing over the 12 months in 2025, and the number of clients each Franchisee had at the end of 2025. The information included in Tables 1A and 1B below is based on data we obtained from the Image One billing system.

Table 2 includes the 14 Franchisees who voluntarily furnished the following data to us for the month of March 2026, their billing, the fees they paid to us, and their cost of goods sold (COGS) based on the actual compensation arrangement with the franchisees’ employees. The information included in Table 2 is based on data furnished by the Franchisees. The information requested was for the period of March 2026.

Tables 3A and 3B disclose the Gross Billings for 22 current franchisees during their first 12 months after signing their franchise agreement, completing their initial training and satisfying their pre-opening requirements.

Prior to 2019, we did not grant any territories to franchisees. Franchisees prior to that time represented in this Item 19 were able to obtain clients at any location, and were not restricted as to where their clients were located.

The Franchisees in all the Tables are identified as “Franchisee #1” through “Franchisee #22.” We used the same numbering for each franchisee all the tables. For example, Franchisee #1 in Table 1 is Franchisee #1 in Table 2 and Table 3.

The financial performance information being made is an historical representation based on the past performance of existing outlets. The Tables do not include any company-owned (there are none) or any franchisees who closed their businesses in 2025. During the 2025 Fiscal Year, 3 Image One franchisees closed their businesses. The information was collected by us as described above, but has not been independently audited or verified.

Table 1.A: 2025 Gross Billings by Month for 16 Franchisees (Full Time)

Recurring Revenue 2025	Franchisee 1	Franchisee 2	Franchisee 3	Franchisee 4	Franchisee 5
January	\$157,118.64	\$116,775.53	\$49,271.27	\$55,540.00	\$57,359.50
February	\$158,770.94	\$156,061.61	\$54,215.51	\$65,940.00	\$47,240.50
March	\$159,664.07	\$113,805.17	\$55,508.18	\$53,740.00	\$46,292.50
April	\$160,558.19	\$142,140.17	\$55,364.68	\$62,540.00	\$45,506.50
May	\$161,334.88	\$128,056.90	\$55,034.68	\$59,739.25	\$44,197.50
June	\$161,539.42	\$126,313.14	\$54,199.83	\$60,740.00	\$43,886.50
July	\$161,636.48	\$99,306.02	\$62,096.42	\$66,740.00	\$45,883.50
August	\$159,928.30	\$113,951.75	\$67,715.82	\$55,540.00	\$44,793.50
September	\$160,874.87	\$119,287.54	\$69,941.99	\$65,940.00	\$44,581.50
October	\$169,268.41	\$111,998.60	\$72,312.43	\$55,540.00	\$47,658.50
November	\$169,567.19	\$116,952.63	\$71,292.43	\$55,540.00	\$44,876.50
December	\$172,637.91	\$91,261.63	\$74,628.43	\$55,540.00	\$48,395.10
Total	\$ 1,952,899.30	\$ 1,435,910.69	\$ 741,581.67	\$ 713,079.25	\$ 560,671.60
Number of Accounts Serviced as of 12/31/2025	97	87	30	8	21
Average Monthly Account Billing	\$ 1,779.77	\$ 1,048.98	\$ 2,487.61	\$ 6,942.50	\$ 2,304.53
Median Account Size	\$770.00	\$630.00	\$1,150.00	\$6,775.00	\$1,280.00

Table 1.A: 2025 Gross Billings by Month for 16 Franchisees (Full Time)

Recurring Revenue 2025	Franchisee 6	Franchisee 7	Franchisee 8	Franchisee 9	Franchisee 10
January	\$37,747.13	\$42,670.23	\$25,594.41	\$34,066.70	\$26,388.76
February	\$37,896.06	\$42,670.23	\$30,884.41	\$36,469.64	\$26,838.76
March	\$38,142.26	\$40,081.32	\$33,658.53	\$31,663.76	\$26,838.76
April	\$35,858.83	\$40,367.93	\$33,694.00	\$36,469.64	\$29,857.17
May	\$35,094.24	\$37,850.32	\$36,976.01	\$31,663.76	\$30,713.76
June	\$38,050.39	\$35,238.32	\$38,371.30	\$31,663.76	\$27,504.23
July	\$37,335.39	\$35,238.32	\$29,196.30	\$38,383.62	\$26,888.76
August	\$39,440.39	\$35,238.32	\$29,996.42	\$33,408.36	\$31,366.42
September	\$37,375.39	\$36,268.25	\$40,482.70	\$32,733.36	\$33,115.11
October	\$40,912.92	\$37,552.26	\$23,603.85	\$32,291.70	\$34,522.78
November	\$41,842.69	\$38,280.68	\$48,433.84	\$31,385.08	\$33,996.81
December	\$49,058.98	\$38,469.18	\$39,350.51	\$29,687.76	\$34,398.76
Total	\$ 468,754.67	\$ 459,925.36	\$ 410,242.28	\$ 399,887.14	\$ 362,430.08
Number of Accounts Serviced as of 12/31/2025	21	41	21	13	30
Average Monthly Account Billing	\$ 2,336.14	\$ 938.27	\$ 1,873.83	\$ 2,283.67	\$ 1,146.63
Median Account Size	\$1,145.00	\$515.50	\$756.60	\$1,077.30	\$662.25

Table 1.A: 2025 Gross Billings by Month for 16 Franchisees (Full Time)

Recurring Revenue						
2025	Franchisee 11	Franchisee 12	Franchisee 13	Franchisee 14	Franchisee 15	Franchisee 16
January	\$25,067.63	\$18,395.53	\$30,310.00	\$24,001.57	\$16,728.52	\$18,378.00
February	\$25,168.52	\$17,105.28	\$34,695.00	\$24,001.57	\$16,728.52	\$18,378.00
March	\$26,696.97	\$26,928.22	\$31,380.00	\$24,386.02	\$16,728.52	\$16,278.00
April	\$22,813.29	\$17,496.71	\$29,990.00	\$24,446.97	\$16,728.52	\$13,653.00
May	\$28,389.66	\$26,677.60	\$31,619.32	\$21,765.02	\$16,728.52	\$23,797.40
June	\$26,951.21	\$27,285.53	\$30,455.00	\$21,765.02	\$16,728.52	\$8,883.00
July	\$24,745.39	\$20,906.71	\$29,240.00	\$21,765.02	\$16,728.52	\$24,340.00
August	\$25,408.19	\$23,856.71	\$32,032.32	\$21,765.02	\$16,728.52	\$12,270.00
September	\$27,439.11	\$24,906.71	\$7,145.00	\$21,355.09	\$16,728.52	\$14,370.00
October	\$24,257.49	\$26,121.71	\$9,685.00	\$20,265.02	\$16,728.52	\$16,470.00
November	\$24,983.21	\$21,555.43	\$6,885.00	\$20,045.41	\$16,728.52	\$14,370.00
December	\$25,756.20	\$34,311.71	\$5,585.00	\$19,856.91	\$16,728.52	\$16,470.00
Total	\$307,676.87	\$285,547.85	\$279,021.64	\$265,418.64	\$200,742.24	\$197,657.40

Accounts Serviced as of 12/31/202	45	19	11	8	4	6
Average Monthly Account Billing Account Size	\$ 572.36	\$ 1,805.88	\$ 507.73	\$ 2,482.11	\$ 4,182.13	\$ 2,745.00
	\$390.00	\$1,050.00	\$495.00	\$714.45	\$3,601.86	\$2,622.50

Table 1.B: 2025 Gross Billings by Month for 6 Franchisees (Part Time**)

Recurring Revenue 2025	Franchisee 16	Franchisee 17	Franchisee 18	Franchisee 19	Franchisee 20	Franchisee 21
January	\$4,664.81	\$0.00	\$0.00	\$795.00	\$0.00	\$225.10
February	\$4,664.81	\$0.00	\$675.00	\$795.00	\$0.00	\$225.10
March	\$4,664.81	\$0.00	\$675.00	\$795.00	\$0.00	\$717.15
April	\$4,664.81	\$2,131.43	\$1,525.00	\$795.00	\$0.00	\$717.15
May	\$4,664.81	\$4,179.75	\$1,525.00	\$795.00	\$550.00	\$872.75
June	\$4,664.81	\$6,096.00	\$1,525.00	\$795.00	\$550.00	\$872.75
July	\$4,664.81	\$6,096.00	\$1,685.00	\$1,595.12	\$849.00	\$872.75
August	\$4,664.81	\$6,096.00	\$1,685.00	\$1,445.00	\$849.00	\$677.71
September	\$4,664.81	\$6,216.00	\$2,760.00	\$1,445.00	\$849.00	\$1,029.00
October	\$4,664.81	\$6,216.00	\$2,760.00	\$1,445.00	\$1,407.89	\$1,029.00
November	\$4,664.81	\$6,723.62	\$6,130.10	\$1,445.00	\$1,949.00	\$1,029.00
December	\$4,664.81	\$6,151.70	\$8,495.61	\$1,445.00	\$6,550.00	\$1,029.00
Total	\$ 55,977.72	\$ 49,906.50	\$ 29,440.71	\$ 13,590.12	\$ 13,553.89	\$ 9,296.46
Number of Accounts Serviced as of 12/31/2025	2	10	10	1	4	4
Monthly Account Billing	\$ 2,332.41	\$ 615.17	\$ 849.56	\$ 1,445.00	\$ 1,637.50	\$ 257.25
Median Account Size	\$2,332.41	\$450.00	\$350.00	\$1,445.00	\$550.00	\$225.10

****Franchisee operates part-time, or may work a full-time job or has no employees and does all the cleaning themselves.**

Information About Tables 1.A. and 1.B.

16 Full Time Affiliates	\$ Amount	# of Franchisees Attaining that Amount	% of Franchisees Attaining that Amount
Average Annual Gross Billings in 2025	\$565,090.42	4	25.00%
Median Annual Gross Billings in 2025	\$405,064.71	8	50.00%
Average Number of Accounts	29	6	37.50%
Median Number of Accounts	21	9	56.25%
Average Account Size	\$2,214.82	8	50.00%
Median Account Size	\$2,078.75	3	18.75%

6 Part-Time Affiliates	\$ Amount	# of Franchisees Attaining that Amount	% of Franchisees Attaining that Amount
Average Annual Gross Billings in 2025	\$32,493.79	3	50%
Median Annual Gross Billings in 2025	\$29,440.71	3	50%
Average Number of Accounts	5	2	33%
Median Number of Accounts	4	4	67%
Average Account Size	\$1,375.93	3	50%
Median Account Size	\$1,445.00	3	50%

Table 2
Gross Profit by Franchisee in March, 2026

Franchisee	Monthly Gross Billing	Image One Fees	COGS Direct Labor	Monthly Gross Profit	Monthly Gross Profit %
Franchisee 1	\$179,839.64	\$36,177.93	\$81,350.75	\$62,310.96	34.65%
Franchisee 2	\$125,641.10	\$19,064.17	\$68,722.33	\$37,854.60	30.13%
Franchisee 3	\$70,446.23	\$14,155.25	\$34,802.70	\$21,488.28	30.50%
Franchisee 4	\$55,540.00	\$8,347.00	\$31,850.00	\$15,343.00	27.63%
Franchisee 5	\$31,018.50	\$4,690.78	\$14,378.00	\$11,949.72	38.52%
Franchisee 6	\$42,367.69	\$6,313.15	\$22,190.00	\$13,864.54	32.72%
Franchisee 7	\$39,356.38	\$5,989.46	\$22,843.57	\$10,523.35	26.74%
Franchisee 8	\$38,241.73	\$5,766.26	\$19,432.62	\$13,042.85	34.11%
Franchisee 10	\$49,321.56	\$9,932.31	\$26,517.68	\$12,871.57	26.10%
Franchisee 11	\$23,260.64	\$4,730.13	\$11,768.23	\$6,762.28	29.07%
Franchisee 12	\$36,891.71	\$5,579.76	\$18,234.67	\$13,077.28	35.45%
Franchisee 13	\$7,420.00	\$1,135.00	\$4,727.83	\$1,557.17	20.99%
Franchisee 14	\$19,131.91	\$3,840.38	\$11,150.00	\$4,141.53	21.65%
Franchisee 16	\$14,370.00	\$2,094.25	\$6,240.00	\$6,035.75	42.00%

The single largest portion of COGS (Cost of Goods Sold) in a service business is labor. COGS as represented above is the direct labor cost incurred by the franchisees in paying their employees. This figure does not include cost of workers compensation insurance or unemployment insurance or other items that vary from franchisee to franchisee and from market to market. Gross Profit therefore as a dollar amount and a percentage will be reduced when including additional expenses.

	Monthly Gross Profit \$ Amount	# of Franchisees Attaining that Amount	% of Franchisees Attaining that Amount
Average Monthly Gross Profit	\$16,487.35	3	21%
Median Monthly Gross Profit	\$12,957.21	7	50%

	Monthly Gross Profit as a Percentage	# of Franchisees attaining that percentage	% of Franchisees attaining that percentage
Average Monthly Gross Profit	30.73%	4	29%
Median Monthly Gross Profit	30.32%	7	50%

Information about Table 2

The information furnished for each of the 14 Franchisees is as follows: Their total billing in the month of March 2026, the fees they paid to us, and their cost of goods (actual compensation arrangement with the franchisees' employees). The information included in Table 2 is based on data furnished by the Franchisees.

Notes to Table 2

1. The Gross Billing to the Clients is established by the Franchise Owner and or Image One on behalf of the franchisee. It is set forth in the customer contract.
2. Image One Fees. The fees the Franchisees pay to us include royalties, administrative fees, advertising fees, and a \$2 charge per client per month for a surety bond. It also includes the PAPO (Payment Assurance Program Option) fees for those Franchisees who elect to participate in that program.
3. The Cost of Goods ("COGS") is based on the Franchise Owner's actual compensation arrangement with its employees.
4. The Gross Profit is calculated by subtracting the Image One Fees and the COGS from the Gross Billing.
5. The Gross Profit % is calculated by dividing the Gross Profit dollar amount by the total Gross Billing.

Table 3.A. Gross Billings During First 12 Months in Operation
(Full-Time Franchisees)

Franchisee #	Franchisee 1	Franchisee 2	Franchisee 3	Franchisee 4	Franchisee 6
Month 1	\$ 9,524.88	\$ 500.00	-	\$ 9,879.00	\$ 32,503.25
Month 2	\$ 9,901.21	\$ 10,765.37	\$ 3,400.00	\$ 8,119.00	\$ 33,666.60
Month 3	\$ 10,894.25	\$ 11,526.65	\$ 5,025.00	\$ 10,109.00	\$ 31,086.84
Month 4	\$ 11,329.65	\$ 11,489.01	\$ 5,025.00	\$ 12,099.00	\$ 32,819.30
Month 5	\$ 8,474.73	\$ 12,522.01	\$ 6,225.00	\$ 10,109.00	\$ 34,569.38
Month 6	\$ 14,928.05	\$ 12,352.69	\$ 26,938.00	\$ 8,119.00	\$ 34,510.78
Month 7	\$ 10,428.25	\$ 6,490.01	\$ 26,938.00	\$ 19,518.35	\$ 35,117.13
Month 8	\$ 8,909.05	\$ 12,434.66	\$ 33,394.38	\$ 15,529.00	\$ 30,905.98
Month 9	\$ 10,414.11	\$ 14,687.26	\$ 35,113.38	\$ 15,529.00	\$ 45,342.02
Month 10	\$ 10,997.05	\$ 14,685.02	\$ 36,173.38	\$ 18,119.00	\$ 39,052.13
Month 11	\$ 10,997.05	\$ 23,198.78	\$ 37,666.88	\$ 18,119.00	\$ 37,807.13
Month 12	\$ 10,797.05	\$ 20,379.94	\$ 40,984.11	\$ 26,941.47	\$ 45,781.26
Year 1 Revenue	\$ 127,595.33	\$ 151,031.40	\$ 256,883.13	\$ 172,189.82	\$ 433,161.80

Franchisee #	Franchisee 7	Franchisee 8	Franchisee 9	Franchisee 10	Franchisee 11
Month 1	\$ 20,631.75	\$ 525.00	\$ 13,728.50	-	\$ 4,806.65
Month 2	\$ 20,507.00	\$ 525.00	\$ 21,229.57	\$900.69	\$ 5,433.20
Month 3	\$ 18,917.00	\$ 740.00	\$ 9,702.50	\$4,550.00	\$ 6,383.20
Month 4	\$ 23,002.22	\$ 14,330.00	\$ 14,883.50	\$9,535.00	\$ 5,908.20
Month 5	\$ 21,705.60	\$ 14,330.00	\$ 14,006.50	\$11,319.61	\$ 235.00
Month 6	\$ 19,612.00	\$ 14,555.00	\$ 13,527.50	\$12,245.88	\$ 3,001.61
Month 7	\$ 20,398.00	\$ 14,555.00	\$ 14,074.61	\$14,637.41	\$ 3,603.00
Month 8	\$ 20,305.00	\$ 14,555.00	\$ 15,069.51	\$15,139.14	\$ 6,702.47
Month 9	\$ 20,455.00	\$ 14,765.00	\$ 14,480.10	\$19,437.06	\$ 5,269.58
Month 10	\$ 28,886.60	\$ 14,765.00	\$ 16,755.09	\$21,340.29	\$ 4,568.00
Month 11	\$ 58,385.54	\$ 14,765.00	\$ 15,728.50	\$22,891.28	\$ 4,818.00
Month 12	\$ 38,383.25	\$ 14,970.00	\$ 16,592.98	\$26,699.39	\$ 7,117.20
Year 1 Revenue	\$ 311,188.96	\$ 133,380.00	\$ 179,778.86	\$158,695.75	\$ 57,846.11

Franchisee #	Franchisee 12	Franchisee 15	Franchisee 16
Month 1	\$ 15,903.00	\$ 11,312.63	\$ 6,624.75
Month 2	\$ 19,573.00	\$ 11,931.08	\$ 11,829.93
Month 3	\$ 19,883.00	\$ 11,312.63	\$ 8,096.43
Month 4	\$ 19,883.00	\$ 11,312.63	\$ 9,093.43
Month 5	\$ 20,198.00	\$ 11,312.63	\$ 7,626.43
Month 6	\$ 21,248.00	\$ 11,312.63	\$ 7,626.43
Month 7	\$ 21,248.00	\$ 11,312.63	\$ 10,161.43
Month 8	\$ 22,248.00	\$ 11,392.63	\$ 8,731.43
Month 9	\$ 22,248.00	\$ 11,355.93	\$ 6,617.93
Month 10	\$ 22,248.00	\$ 11,355.93	\$ 12,947.12
Month 11	\$ 22,248.00	\$ 11,355.93	\$ 12,569.43
Month 12	\$ 23,493.00	\$ 11,355.93	\$ 13,488.27
Year 1 Revenue	\$ 250,421.00	\$ 136,623.21	\$ 115,413.01

"Month 1" begins at the opening as an Image One Affiliate Franchisee, after completing training and pre-opening obligations. There is no correlation between month number and the calendar month.