

	Provision	Section in Franchise Agreement	Summary
t.	Integration/merger clause	Section 21.4	Only the terms of the Franchise Agreement and other related written agreements are binding (subject to applicable state law.) Any representations or promises outside of the disclosure document and Franchise Agreement may not be enforceable. Notwithstanding the foregoing, nothing in any Franchise Agreement is intended to disclaim the express representations made in this Franchise Disclosure Document.
u.	Dispute resolution by arbitration or mediation	Sections 20.1 and 20.2	At our option, claims that are not resolved internally may be submitted to non-binding mediation at our headquarters, and then to binding arbitration, excluding claims related to injunctive relief, anti-trust, the trademarks, and post-termination obligations, subject to applicable state law.
v.	Choice of forum	Section 20.3	Litigation takes place in Pennsylvania, subject to applicable state law.
w.	Choice of law	Section 20.3	Pennsylvania law applies, subject to applicable state law.

See the state addenda to this Franchise Disclosure Document and the Franchise Agreement for special state disclosures.

ITEM 18: PUBLIC FIGURES

We do not currently use any public figure to promote our franchise. No public figure is currently involved in our management.

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.

HISTORIC FINANCIAL PERFORMANCE REPRESENTATION

This Item 19 discloses certain historic financial performance information for (i) our Affiliate-Owned Business in Warrington, Pennsylvania for the calendar years 2020 to 2025, and (ii) the twenty-five (25) Rolling Suds franchised outlets that reported revenue every month for the full calendar year 2025 (the “Reporting Franchised Outlets”). We have excluded from this Item 19 the financial performance information of our franchised outlets that were not open for the entirety of the 2025 calendar year, or that did not report revenue in one or more months during the 2025 calendar year. For purposes of this Item 19, the time periods described above and indicated on the Tables that follow are each referred to as the “Applicable Measurement Period.”

Our Affiliate-Owned Business in Warrington, Pennsylvania is a mature business that has been open and in operation since 1990. The Affiliate-Owned Business operates under our proprietary Marks and offers all approved goods and services our System franchisees are authorized to offer and sell from their franchised businesses. However, because the Affiliate-Owned Business opened and commenced operating for many years prior to the launch of our franchise System, please note that (a) the Affiliate-Owned Business operates in and services a substantially larger geographic area than our System franchisees and operates with limited

territorial restrictions; and (b) is a mature business, with established relationships and name recognition in its area. For the calendar years 2020 to 2022, the Affiliate-Owned Business operated five (5) service vehicles on a “full-time” basis (205 days per year), with between two (2) to three (3) additional service vehicles supplementing the fleet as needed during peak periods. In the calendar year 2023, the Affiliate-Owned Business operated four (4) service vehicles on a full-time basis, with between one (1) to four (4) additional service vehicles supplementing the fleet as needed during peak periods. In the calendar year 2024, the Affiliate-Owned Business operated four (4) service vehicles on a full-time basis, with between one (1) to three (3) additional service vehicles supplementing the fleet as needed during peak periods. In the calendar year 2025, the Affiliate-Owned Business operated four (4) service vehicles on a full-time basis, with between one (1) to three (3) additional service vehicles supplementing the fleet as needed during peak periods.

Part I of this Item 19 discloses certain historic financial performance information of the Affiliate-Owned Business during the Applicable Measurement Period. Specifically: Table 1.A discloses the total revenue, disclosed expenses, and EBITDA of the Affiliate-Owned Business; Table 1.B discloses revenue and expense information of the Affiliate-Owned Business on a per-“full-time-service”-vehicle basis (as defined in the footnotes to this Item 19). Table 1.C discloses revenue information of the Affiliate-Owned Business on a per-vehicle per-day basis (as defined in the footnotes to this Item 19).

Part II of this Item 19 discloses certain historic financial performance information of the Reporting Franchised Outlets during the Applicable Measurement Period. Specifically: Table 2.A discloses the 2025 revenue distribution of the twenty-five (25) Reporting Franchised Outlets during the Measurement Period, and the subsets of those Reporting Franchised Outlets that recorded 2025 revenue greater than \$200,000 (20 outlets), and less than \$200,000 (5 outlets). Table 2.B discloses the revenue and year-over-year growth of the five (5) Reporting Franchised Outlets that reported revenue every month for both the 2024 and 2025 calendar years.

Part III of this Item 19 discloses certain commercial and residential job-size data for the Affiliate-Owned Business for the Applicable Measurement Period. The Tables in Part III disclose total revenue, number of jobs, job-size statistics (average, median, and tertiles by job price), and the highest and lowest single job price. This data is disclosed for the Affiliate-Owned Business only and is not a representation about the job size, pricing, or service mix of any Franchised Outlet, including but not limited to the Reporting Franchised Outlets. A franchisee's results will vary based on local market conditions, pricing decisions, operator experience, and other factors.

The information in this Item 19 was reported to us by the owners of the Affiliate-Owned Business and Reporting Franchised Outlets, respectively. We have not audited this information.

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

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PART I

Table 1.A. Total Revenue, Disclosed Expenses and EBITDA of the Affiliate-Owned Business

(Applicable Measurement Period: 1/1/2020 – 12/31/2026)

	2025	2024	2023	2022	2021	2020	2025 %	5-Yr Avg %
Revenue	\$1,939,064	\$2,186,050	\$2,008,340	\$2,204,680	\$1,999,180	\$1,586,757	100.00%	100.00%
<i>Cost of Sales</i>								
Field Labor	\$419,603	\$476,654	\$469,808	\$462,983	\$419,828	\$333,219	21.64%	21.75%
Chemicals	\$82,231	\$120,940	\$104,324	\$72,000	\$64,379	\$63,324	4.24%	4.29%
Other	\$8,550	\$10,540	\$5,185	\$10,000	\$9,500	\$8,500	0.44%	0.42%
Total Cost of Sales	\$510,384	\$608,134	\$579,317	\$544,983	\$493,707	\$405,043	26.32%	26.47%
Gross Profit	\$1,428,680	\$1,577,916	\$1,429,023	\$1,659,697	\$1,505,473	\$1,181,714	73.68%	73.53%
<i>Expenses (Actual)</i>								
Truck Expense	\$16,125	\$20,488	\$9,390	\$25,323	\$14,282	\$14,125	0.83%	0.83%
Fuel Expense	\$68,756	\$65,960	\$83,920	\$95,315	\$71,652	\$41,665	3.55%	3.73%
Office/Management expenses	\$143,840	\$112,566	\$159,476	\$176,374	\$159,934	\$126,941	7.42%	7.28%
Insurance	\$48,852	\$61,330	\$58,278	\$46,274	\$44,164	\$40,962	2.52%	2.50%
Rent	\$54,781	\$60,000	\$60,000	\$60,000	\$60,000	\$42,379	2.83%	2.85%
Other General Expenses	\$57,340	\$95,877	\$50,670	\$55,901	\$49,212	\$45,689	2.96%	2.99%
Total Expenses (Actual)	\$389,694	\$416,221	\$421,734	\$459,187	\$399,244	\$311,761	20.10%	20.18%
<i>Expenses (Imputed)</i>								
Marketing	\$120,000	\$120,000	\$120,000	\$150,000	\$150,000	\$150,000	6.19%	6.38%
Franchisor Expenses	\$15,245	\$15,648	\$15,444	\$15,444	\$15,444	\$15,444	0.79%	0.75%
Royalties (8% of Revenue)	\$155,125	\$174,884	\$160,667	\$176,374	\$159,934	\$126,941	8.00%	8.00%
Brand Fund (2% of Revenue)	\$38,781	\$43,721	\$40,167	\$44,094	\$39,984	\$31,735	2.00%	2.00%
Total Expenses (Imputed)	\$329,151	\$354,253	\$336,278	\$385,912	\$365,362	\$324,120	16.97%	17.13%
EBITDA	\$709,835	\$807,442	\$671,011	\$814,598	\$740,867	\$545,833	36.61%	36.22%
EBITDA Margin	36.61%	36.94%	33.41%	36.95%	37.06%	34.40%	36.61%	36.19%

**Table 1.B. Total Revenue, Disclosed Expenses, and EBITDA of the Affiliate-Owned Business
(Per Full-Time Service Vehicle)**

Applicable Measurement Period: 1/1/2020 to 12/31/2025

	2025	2024	2023	2022	2021	2020	2025 %	5-Yr Avg %
Revenue	\$447,131	\$422,107	\$422,915	\$373,305	\$368,180	\$343,375	100.00%	100.00%
<i>Cost of Sales</i>								
Field Labor	\$92,108	\$92,038	\$92,191	\$78,394	\$77,318	\$72,109	20.60%	21.25%
Chemicals	\$18,960	\$23,352	\$21,968	\$12,223	\$11,846	\$13,678	4.24%	4.34%
Other	\$2,044	\$2,035	\$1,092	\$2,000	\$1,750	\$1,836	0.46%	0.44%
Total Cost of Sales	\$113,112	\$117,425	\$115,251	\$92,617	\$90,914	\$87,623	25.30%	26.03%
Gross Profit	\$334,019	\$304,682	\$307,664	\$280,688	\$277,266	\$255,752	74.70%	73.97%
<i>Expenses (Actual)</i>								
Truck Expense	\$3,165	\$3,956	\$1,977	\$2,028	\$2,536	\$3,099	0.71%	0.67%
Fuel Expense	\$15,464	\$12,736	\$17,672	\$14,540	\$13,184	\$9,000	3.46%	3.62%
Insurance	\$10,934	\$11,842	\$12,272	\$6,478	\$8,126	\$8,848	2.45%	2.44%
Rent	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$10,594	3.35%	3.69%
Other General Expenses	\$13,208	\$18,513	\$10,670	\$9,562	\$8,977	\$9,825	2.95%	3.00%
Total Expenses (Actual)	\$57,771	\$62,047	\$57,591	\$47,608	\$47,823	\$41,366	12.92%	13.42%
<i>Expenses (Imputed)</i>								
Marketing	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	6.71%	7.38%
Franchisor Expenses	\$15,648	\$15,648	\$15,444	\$15,444	\$15,444	\$15,444	3.50%	3.82%
Royalties (8% of Revenue)	\$35,770	\$33,769	\$33,833	\$29,864	\$29,454	\$27,470	8.00%	8.00%
Brand Fund (2% of Revenue)	\$8,943	\$8,442	\$8,458	\$7,466	\$7,364	\$6,868	2.00%	2.00%
Total Expenses (Imputed)	\$90,361	\$87,859	\$87,735	\$82,774	\$82,262	\$79,782	20.21%	21.19%
EBITDA	\$185,887	\$154,776	\$162,338	\$150,306	\$147,181	\$134,604	41.57%	39.36%
EBITDA Margin	41.57%	36.67%	38.39%	40.26%	39.98%	39.20%	41.57%	39.37%

Table 1.C: Truck Revenue and EBITDA Per Operating Day Affiliate-Owned Business						
<i>Based on 205 Full-Time Operating Days Per Year Applicable Measurement Period: 1/1/2020 to 12/31/2025</i>						
	2025	2024	2023	2022	2021	2020
<i>Per-Truck Revenue</i>						
Per-Truck Annual Revenue	\$447,131	\$422,107	\$422,915	\$373,305	\$368,180	\$343,375
<i>Operating Days Per Year</i>	205	205	205	205	205	205
Revenue Per Truck Per Day	\$2,181.13	\$2,059.06	\$2,063.00	\$1,821.00	\$1,796.00	\$1,675.00
<i>Year-Over-Year Change</i>	+5.93%	-0.19%	+13.29%	+1.39%	+7.22%	n/a
<i>Per-Truck EBITDA</i>						
Per-Truck Annual EBITDA	\$185,887	\$154,776	\$162,338	\$150,306	\$147,181	\$134,604
<i>Operating Days Per Year</i>	205	205	205	205	205	205
EBITDA Per Truck Per Day	\$906.77	\$755.00	\$791.89	\$733.20	\$717.96	\$656.60
<i>Year-Over-Year Change</i>	+20.10%	-4.66%	+8.00%	+2.12%	+9.35%	n/a

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PART II

Table 2.A Average Annual Revenue of Franchised Outlets							
<i>Applicable Measurement Period: 1/1/2025 to 12/31/2025</i>							
	Average	Median	Maximum	Top 1/3	Middle 1/3	Bottom 1/3	Minimum
All Reporting Franchised Outlets (25)	\$461,189	\$324,973	\$1,406,102	\$831,749	\$324,973	\$193,334	\$92,837
Reporting Franchised Outlets with Revenue Exceeding \$200,000 (20)	\$535,458	\$359,515	\$1,406,102	\$892,526	\$359,515	\$285,437	\$210,076
Reporting Franchised Outlets with Revenue Less Than \$200,000 (5)	\$164,111	\$184,688	\$196,660	--	--	--	\$92,837

Table 2.B: Average Annual Revenue of Franchised Outlets with Two Full Calendar Years	
<i>Applicable Measurement Periods: 1/1/2024 to 12/31/2024 and 1/1/2025 to 12/31/2025</i>	
5 Reporting Franchised Outlets	Average Revenue
Year 1 Revenue	\$477,114
Year 2 Revenue	\$609,681
% Growth	+27.85%

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PART III

Table 3.A: Average Commercial Job Size for the Affiliate-Owned Business						
<i>Applicable Measurement Period: 1/1/2020 to 12/31/2025</i>						
	2025	2024	2023	2022	2021	2020
Commercial Revenue						
Total Commercial Revenue	\$1,072,884	\$1,141,737	\$1,206,852	\$1,195,895	\$955,608	\$529,025
<i>% of Total Affiliate Revenue</i>	<i>55.33%</i>	<i>52.20%</i>	<i>56.00%</i>	<i>56.70%</i>	<i>47.80%</i>	<i>33.30%</i>
Commercial Count						
Number of Commercial Jobs	230	194	227	187	155	153
<i>% of Total Affiliate Jobs</i>	<i>12.17%</i>	<i>8.61%</i>	<i>10.48%</i>	<i>9.37%</i>	<i>6.58%</i>	<i>6.08%</i>
Commercial Sizing						
Average Job Size	\$4,664.71	\$5,885.24	\$5,316.53	\$6,395.16	\$6,165.21	\$3,457.68
Median Job Size	\$2,491.00	\$3,286.00	\$2,600.00	\$3,537.50	\$3,180.00	\$1,590.00
Top 1/3	\$10,902.65	\$13,162.72	\$12,702.20	\$13,047.33	\$14,640.04	\$8,119.20
Middle 1/3	\$2,694.89	\$3,539.08	\$2,831.90	\$3,425.58	\$3,319.08	\$1,832.58
Bottom 1/3	\$636.72	\$876.86	\$817.38	\$706.23	\$718.94	\$459.96
Commercial Pricing						
Highest Single Job Price	\$51,393.25	\$73,234	\$151,000	\$51,000	\$135,000	\$21,000
Lowest Single Job Price	\$212	\$300	\$300	\$300	\$25	\$200

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Table 3.B: Average Residential Job Size for the Affiliate-Owned Business*Applicable Measurement Period: 1/1/2020 to 12/31/2025*

	2025	2024	2023	2022	2021	2020
<i>Residential Revenue</i>						
Total Residential Revenue	\$866,180	\$1,044,314	\$948,229	\$913,647	\$1,043,572	\$1,057,732
<i>% of Total Affiliate Revenue</i>	44.67%	47.80%	44.00%	43.30%	52.20%	66.70%
<i>Residential Count</i>						
Number of Residential Jobs	1,660	2,058	1,939	1,808	2,202	2,362
<i>% of Total Affiliate Jobs</i>	87.83%	91.39%	89.52%	90.63%	93.42%	93.92%
<i>Residential Sizing</i>						
Average Job Size	\$521.80	\$507.44	\$489.03	\$505.34	\$473.92	\$447.81
Median Job Size	\$424.00	\$397.50	\$400.00	\$424.00	\$397.50	\$371.00
Top 1/3	\$787.97	\$800.49	\$738.68	\$788.99	\$736.03	\$691.39
Middle 1/3	\$441.96	\$416.23	\$413.29	\$418.47	\$403.36	\$378.98
Bottom 1/3	\$319.91	\$305.60	\$314.47	\$292.14	\$281.58	\$269.53
<i>Residential Pricing</i>						
Highest Single Job Price	\$2,650	\$6,519	\$4,000	\$3,600	\$2,600	\$2,775
Lowest Single Job Price	\$150	\$150	\$250	\$250	\$200	\$150

NOTES TO ITEM 19

1. **Some outlets have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.**
2. The historic financial performance representation included in this Item 19 includes certain performance information reported by the Affiliate-Owned Business and the Reporting Franchised Outlets for the Applicable Measurement Periods only. It is not a projection of what you can expect to achieve in connection with the operation of a Franchised Business, or a projection of what the Affiliate-Owned Business or any Reporting Franchised Outlet will achieve in the future.
3. The information presented in Tables 1.A and 1.B discloses only the specific expense categories indicated in the tables. It does not include or reflect all operating expenses that you may incur in operating a Franchised Business, including but not limited to fleet repair costs, owner compensation, legal fees, accounting fees, debt service, income taxes, and other costs and expenses. Franchisees and former franchisees listed in Exhibit E to this Disclosure Document may be one source of additional information regarding operating expenses.
4. Tables 1.B and 1.C disclose the performance of the Affiliate-Owned Business on a per full-time service vehicle basis. A “full-time service vehicle” is one that operated 205 days during the applicable calendar year. Per-day figures in Table 1.C are calculated by dividing the corresponding annual per-truck figure by 205 operating days. Your actual per-vehicle or per-day results will depend on your operating calendar, weather, local demand, route density, and other factors, and may differ materially from the figures shown.
5. The Royalty Fee of 8% of Gross Revenues and the Brand Fund Contribution of 2% of Gross Revenues reflected in Tables 1.A and 1.B are imputed amounts. The Affiliate-Owned Business does not actually

incur these fees. We have included them in order to approximate the EBITDA that the Affiliate-Owned Business would have generated had it been required to pay the standard franchise-level charges payable by a Franchisee under the Franchise Agreement.

6. The Office / Management Expenses line item shown in Table 1.A is not allocated to individual service vehicles in Table 1.B. We believe that Office / Management Expenses are not directly attributable to individual service vehicles and that including them in Table 1.B would distort per-vehicle unit economics.
7. As disclosed above, the Affiliate-Owned Business operates similarly to our System franchisees in that the Affiliate-Owned Business (i) operates under our proprietary trademarks, including utilizing our marks on its service vehicles and in all its advertising and promotional materials (since February 2023); and (ii) offers and provides the same approved products and services that our System franchisees are authorized to offer and sell. However, as stated above in this Item 19, because the Affiliate-Owned Business first opened in 1990 and is subject only to limited territorial restrictions (i.e., the Affiliate-Owned Business may not operate within the Territories of our System franchisees), the Affiliate-Owned Business operates in a substantially larger service area than that of a typical Territory; however, approximately eighty percent (80%) of the Revenue generated by the Affiliate-Owned Business during the Applicable Measurement Period is derived from the provision of services in Bucks County and Montgomery County, Pennsylvania, comprising approximately five (5) Territories of a size we typically grant to our System franchisees
8. Table 2.A presents aggregate revenue data for the 25 Reporting Franchised Outlets that operated for the full 2025 calendar year and completed their first full calendar year of operation on December 31, 2025. Table 2.B presents aggregate revenue data, and year-over-year growth data, for the 5 Reporting Franchised Outlets that operated for the entire 2024 and 2025 calendar years. Where a single franchisee operated more than one Reporting Franchised Outlet during the Applicable Measurement Period under common ownership as a single business, those outlets are combined and counted as one franchisee observation.

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 Aaron Harper, 3535 Roswell Road, Suite 52, Marietta, Georgia 30062, (949) 877-2948, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
System-Wide Outlet Summary
For Years 2023 to 2025

Column 1	Column 2	Column 3	Column 4	Column 5
Location Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	0	7	7
	2024	7	64	57
	2025	64	134	70
Company/Affiliate-Owned	2023	1	1	0
	2024	2	2	0
	2025	2	1	-1
Totals	2023	1	8	7
	2024	9	66	57
	2025	66	135	69

**For purposes of this Item 20, each outlet above represents an open Territory.

Table No. 2
Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)
For Years 2023 to 2025

Column 1	Column 2	Column 3
State	Year	Number of Transfers
Florida	2023	0
	2024	1
	2025	0
North Carolina	2023	0
	2024	1
	2025	0
Oklahoma	2023	0
	2024	1
	2025	0
Pennsylvania	2023	0
	2024	1
	2025	0
Texas	2023	0
	2024	3
	2025	0
Total	2023	0
	2024	7
	2025	0