

**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 franchises 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.

This Item sets forth certain historical data submitted by our franchised locations (the “Franchised Locations”), including annual gross receipts for the period beginning on March 1, 2023 and ending on February 29, 2024 (the “2023 Measurement Period”), the period beginning on March 1, 2024 and ending on February 28, 2025 (the “2024 Measurement Period”), and for the period beginning on March 1, 2025 and ending on February 28, 2026 (the “2025 Measurement Period” and with the 2023 Measurement Period and the 2024 Measurement Period, collectively, the “Measurement Periods”). The Franchised Locations disclosed in this Item 19 were all open and operating for the entire Measurement Periods.

During the 2023 Measurement Period, there were eighteen (18) franchised locations in operation for some portion of the 2023 Measurement Period.

During the 2024 Measurement Period, there were twenty-six (26) franchised locations in operation for some portion of the 2024 Measurement Period.

During the 2025 Measurement Period, there were thirty (30) franchised locations in operation for some portion of the 2025 Measurement Period.

All of the Franchised Locations included in this Item 19 are all the same type of Franchises being offered under this Disclosure Document (same in territory, services and operations).

**Some Franchised Locations have earned this amount. Your individual results may differ. There is no assurance that you’ll earn as much.**

The chart below presents the date the Franchised Location commenced operation with us, the number of customer account claims serviced and the annual gross receipts, for each of the Franchised Locations during the 2023, 2024 and 2025 Measurement Periods.

Location	Effective Date of Franchise Agreement <sup>(1)</sup>	2023 Measurement Period <sup>(2)</sup>		2024 Measurement Period		2025 Measurement Period	
		Number of Claims in 2023 <sup>(3)</sup>	2023 Annual Gross Receipts <sup>(4)</sup>	Number of Claims in 2024 <sup>(3)</sup>	2024 Annual Gross Receipts <sup>(4)</sup>	Number of Claims in 2025 <sup>(3)</sup>	2025 Annual Gross Receipts <sup>(4)</sup>
Franchised Location 1	7/15/2020	6,658	\$827,321.41	4,435	\$613,081.25	N/A	N/A
Franchised Location 2	7/15/2020	5,232	\$636,858.26	19,464	\$1,996,967.92	23,388	\$2,450,513.90
Franchised Location 3	7/15/2020	30,881	\$1,156,525.45	56,841	\$1,787,143.50	62,600	\$1,978,281.05
Franchised Location 4	10/1/2020	2,114	\$297,362.27	1,546	\$225,206.12	N/A	N/A

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		Number of Claims in 2023 <sup>(3)</sup>	2023 Annual Gross Receipts <sup>(4)</sup>	Number of Claims in 2024 <sup>(3)</sup>	2024 Annual Gross Receipts <sup>(4)</sup>	Number of Claims in 2025 <sup>(3)</sup>	2025 Annual Gross Receipts <sup>(4)</sup>
Franchised Location 5	7/15/2020	6,108	\$751,521.25	5,361	\$651,382.25	5,725	\$1,061,354.14
Franchised Location 6	7/15/2020	2,972	\$389,004.70	N/A	N/A	N/A	N/A
Franchised Location 7	1/1/2022	463	\$58,516.62	506	\$68,292.83	557	\$87,291.82
Franchised Location 8	5/17/2021	431	\$79,349.97	486	\$91,140.04	599	\$120,849.34
Franchised Location 9	9/5/2021	3,594	\$425,429.40	2,794	\$367,618.06	N/A	N/A
Franchised Location 10	9/5/2021	857	\$109,272.04	789	\$118,527.25	N/A	N/A
Franchised Location 10	3/29/2021	5,627	\$897,594.99	6,274	\$1,107,901.89	5,620	\$1,098,551.99
Franchised Location 12	10/9/2023	193	\$34,303.00	526	\$132,737.50	485	\$108,696.16
Franchised Location 13	10/2/2023	286	\$63,232.06	1,679	\$365,557.71	N/A	N/A
Franchised Location 14	10/17/2022	168	\$38,235.66	202	\$33,895.30	212	\$53,564.77
Franchised Location 15	10/17/2022	149	\$19,717.21	137	\$27,354.43	491	\$96,484.51
Franchised Location 16	9/19/2022	2,686	\$556,656.72	2,708	\$563,038.87	2,651	\$607,936.12
Franchised Location 17	10/17/2022	576	\$77,398.86	160	\$28,689.24	153	\$33,849.14
Franchised Location 18	9/15/2023	487	\$65,039.55	1,339	\$188,845.01	1,124	\$207,209.99
Franchised Location 19	3/25/2024	N/A	N/A	110	\$14,522.32	30	\$4,280.00
Franchised Location 20	9/3/2024	N/A	N/A	857	\$94,509.05	386	\$49,374.50
Franchised Location 21	9/16/2024	N/A	N/A	384	\$87,687.15	787	\$169,149.44
Franchised Location 22	9/16/2024	N/A	N/A	81	\$21,640.67	178	\$39,782.27
Franchised Location 23	3/25/2024	N/A	N/A	2,140	\$283,365.19	496	\$81,642.06
Franchised Location 24	9/23/2024	N/A	N/A	123	\$26,886.17	246	\$51,946.24
Franchised Location 25	9/16/2024	N/A	N/A	168	\$44,656.55	523	\$113,864.93
Franchised Location 26	4/22/2024	N/A	N/A	395	\$84,236.57	328	\$71,053.79
Franchised Location 27	9/3/2024	N/A	N/A	680	\$84,349.93	1,713	\$258,739.26
Franchised Location 28	9/14/2024	N/A	N/A	N/A	N/A	1,514	\$214,990.35
Franchised Location 29	3/17/2025	N/A	N/A	N/A	N/A	674	\$89,097.75

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		Number of Claims in 2023 <sup>(3)</sup>	2023 Annual Gross Receipts <sup>(4)</sup>	Number of Claims in 2024 <sup>(3)</sup>	2024 Annual Gross Receipts <sup>(4)</sup>	Number of Claims in 2025 <sup>(3)</sup>	2025 Annual Gross Receipts <sup>(4)</sup>
Franchised Location 30	4/1/2025	N/A	N/A	N/A	N/A	466	\$94,360.69
Franchised Location 31	4/1/2025	N/A	N/A	N/A	N/A	1,119	\$284,573.99
Franchised Location 32	9/15/2025	N/A	N/A	N/A	N/A	130	\$25,150.08
Franchised Location 33	9/15/2025	N/A	N/A	N/A	N/A	75	\$19,785.44
Franchised Location 34	9/15/2025	N/A	N/A	N/A	N/A	314	\$61,510.71
Franchised Location 35	12/15/2025	N/A	N/A	N/A	N/A	641	\$81,880.24
Franchised Location 36	12/15/2025	N/A	N/A	N/A	N/A	384	\$49,809.25

Notes:

1. This column shows the date the franchise license agreement was signed with each franchisee. Franchised Locations 1-5 were operators of a Doan license under a previous owner of the Doan brand.
2. Some of the Franchised Locations were not in operation for the full Measurement Periods so the figures are listed as “N/A” or “Not Applicable”.
3. “Claims” means the total number of vehicle appraisals completed during the applicable Measurement Period.
4. “Annual Gross Receipts” mean the amount of all cash collected, or other consideration received, including check, credit and debit card, barter exchange, trade credit, or other credit transactions, for all services provided by the Franchised Location during the applicable Measurement Period.

Number of Claims				
	Average <sup>(5)</sup>	Median <sup>(6)</sup>	High	Low
<b>March 1, 2023 to February 29, 2024</b>	3,860	1,485	30,881	149
<b>March 1, 2024 to February 28, 2025</b>	4,238	735	56,841	81
<b>March 1, 2025 to February 28, 2026</b>	3,787	509	62,600	30

<b>Gross Receipts</b>				
	<b>Average</b>	<b>Median</b>	<b>High</b>	<b>Low</b>
<b>March 1, 2023 to February 29, 2024</b>	\$360,185.52	\$203,317.16	\$1,156,525.45	\$19,717.21
<b>March 1, 2024 to February 28, 2025</b>	\$350,355.11	\$106,518.15	\$1,996,967.92	\$14,522.32
<b>March 1, 2025 to February 28, 2026</b>	\$322,185.80	\$91,729.22	\$2,450,513.90	\$4,280.00

5. “Average” is defined as the sum of the Number of Claims or Gross Receipts divided by the number of Franchised Locations in operation during the Measurement Periods.
6. “Median” is defined as the center of all Number of Claims or Gross Receipts data points used.

**General Notes to Item 19**

This analysis does not contain complete information concerning the operating costs and expenses that you will incur in operating your business. This Item 19 also does not contain any information about fees that you must pay to us, such as royalty or advertising fees or other expenses such as rent.

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

Other than the preceding financial performance representation, we do not make any representations about a franchisee’s future financial performance or the past financial performance of company-owned or franchised outlets. 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 Amanda Williams, Woodland Capital Franchising, Inc., at 5090 Highway 212, Covington, Georgia 30016, or (770) 788-8328, the Federal Trade Commission, and the appropriate state regulatory agencies.

**Item 20**  
**Outlets and Franchisee Information**

**Table No. 1**  
**Systemwide Outlet Summary**  
**For years 2024-2026**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2024	25	18	-7