

ITEM 18

PUBLIC FIGURES

We do not use any public figures to promote the sale of our franchises to prospective franchisees.

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.

We do not authorize our salespersons to furnish any oral information concerning the actual or potential sales, costs, income or profits of a Precision Tune Auto Care Center. Except as provided in this Item 19, we do not provide any written information concerning the actual or potential sales, costs, income or profits of a Precision Tune Auto Care Center.

Your experience is likely to differ.

If we wish to disclose to a prospective franchisee additional information, or average sales, income, profits, or earnings of other franchisees or the projected sales, profits, or earnings for a prospective franchisee, we will comply with the requirements of applicable federal and state laws and regulations before making such disclosure, which will be in writing.

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

SUMMARY
FDD AVERAGE SALES BY BAY
52 WEEKS ENDED DECEMBER 29, 2024

<u>Number of Bays</u>	<u>Number of Shops that reported 52 Weeks Ended 12/29/2024</u>	<u>Average Sales for calender year ended December 29, 2024 for shops that reported 52 Weeks</u>	<u>Total Stores Above Average</u>	<u>Perccenatge (of Centers Surveyed) Above Average</u>
3 Bays	9	618,779		
4 Bays	30	730,026		
5 Bays	12	748,691		
6 Bays	95	765,016		
7 Bays	6	932,212		
8 Bays	35	984,347		
+8 Bays	11	1,420,459		
Total Shops/Average Sales	198	832,329	<u>73</u>	<u>36.87%</u>

**Note: Only domestic centers that reported 52 weeks ended 12/29/2024 were included.*

SUMMARY
FDD AVERAGE SALES
52 WEEKS ENDED DECEMBER 29th, 2024

Stratified Results*

	<u>Total</u>	<u>Stratified by Sales Ranking</u>			
		<u>Quartile 1</u>	<u>Quartile 2</u>	<u>Quartile 3</u>	<u>Quartile 4</u>
# of centers in survey	198	50	50	50	48
Total annual sales	164,801,077	68,803,022	41,846,914	31,564,274	22,586,866
Average sales per center	832,329	1,376,060	836,938	631,285	470,560
Total Stores Above Avg	73	17	22	23	31
Percentage (of Centers surveyed) Above Avg.	36.9%	34.0%	44.0%	46.0%	64.6%
Total Stores Below Avg	125	33	28	27	17
Median	716,842	1,224,770	829,076	626,406	502,418
Average number of bays	6.1	7.0	5.7	6.1	5.6
Survey centers/ Total active centers (198)	94.74%	25.25%	25.25%	25.25%	24.24%

**Note: Only domestic centers that reported 52 weeks ending 12/29/2024 were included.*

Footnotes:

1. The above tables reflects gross sales as reported by 198 franchised Precision Tune Auto Care centers located in the United States which reported their weekly sales figures to us for all 52 weeks ended December 29, 2024. These 198 centers in the survey represent 94.7% of the 209 Precision Tune Auto Care centers open and in operation in the United States on December 29, 2024. Centers in the survey were comprised of franchised centers. The actual number of Auto Care Centers that are not included in the FRP is 198 with exclusions: 11 franchised stores, 20 company stores.
2. The franchise agreement defines “gross sales” to be the amount of sales of all products and services sold in or from a Center, whether for charge or credit, without deduction for uncollected amounts. Gross sales do not include excise, sales or use taxes levied on sales. We assume that franchisees used this definition when providing gross sales information to us.
3. The data is not audited.
4. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.
5. Data from some of the centers used to compile the above tables are owned and operated by our area developers under franchise agreements with us.
6. We do not provide expense information because the data may vary significantly from one location to another. Examples of expenses that vary materially from location to location include salaries and owner’s draw, rent, marketing, refunds and allowances, and interest expenses.
7. The tables shown above do not reflect expenses or debt service costs. If you finance the initial franchise fee, development and constructions costs, costs to purchase furniture, fixtures and equipment, or costs to acquire the Center, you will incur costs to pay back the money you borrow.
8. The Center may face competition from other auto repair centers, including dealerships, independents and other franchised chains.
9. Factors including those bearing upon business cycles and performance of the national and world economy may affect the results of the Center.

We recommend that you make your own independent investigation to determine whether the franchise may be profitable and that you consult with your attorney and other advisors prior to signing the franchise agreement.

Other than the preceding financial performance representation, Precision Franchising LLC does not make any financial performance 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 Michael Heineman, President, Precision Franchising LLC, 19980 Highland Vista Drive, Suite 155, Ashburn, VA 20147 (703) 777-9095, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

The information in the tables below reflects the twelve-months ending December 31, 2024. So, for example, the “year” 2024 in the tables below corresponds with the twelve-month period commencing January 1, 2024 and ending December 31, 2024. These twelve-month periods coincide with our fiscal year.

Table No. 1

Systemwide Outlet Summary For Years 2022 to 2024

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2022	199	202	+3
	2023	202	201	-1
	2024	201	209	+8
Company-Owned	2022	37	32	-5
	2023	32	23	-9
	2024	23	20	-3
Total	2022	236	234	-2
	2023	234	229	-5
	2024	229	229	-0

Table No. 2

Transfers of Outlets from Franchisees to New Owners (Other than the Franchisor) For Years 2022 to 2024

Column 1 State	Column 2 Year	Column 3 Number of Transfers
California	2022	0
	2023	1
	2024	0
Georgia	2022	1
	2023	1
	2024	1
Minnesota	2022	0
	2023	0
	2024	1

North Carolina	2022	0
	2023	0
	2024	1
Tennessee	2022	0
	2023	1
	2024	2
Total	2022	1
	2023	3
	2024	5

Table No. 3

**Status of Franchised Outlets
For Years 2022 to 2024**

COLUMN 1 STATE	Column 2 Year	Column 3 Outlets at Start of Year	Column 4 Outlets Opened	Column 5 Termin- ations	Column 6 Non- Renewals	Column 7 Reacquired by Franchisor	Column 8 Ceased Operatio ns – Other Reasons	Column 9 Outlets at End of the Year ¹
Alabama	2022	12	0	0	0	0	0	12
	2023	12	0	0	0	0	1	12
	2024	12	0	0	0	0	0	12
Arkansas	2022	2	0	0	0	1	0	1
	2023	1	0	0	0	0	0	2
	2024	1	0	0	0	2	0	2
California	2022	6	0	0	0	0	1	6
	2023	6	0	0	0	0	0	6
	2024	6	0	0	0	0	1	5
Florida	2022	13	0	0	0	0	1	10
	2023	10	1	0	0	0	1	11
	2024	11	0	0	0	0	0	11
Kansas	2022	0	1	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2024	1	0	0	0	0	0	1
Georgia	2022	35	0	0	0	0	0	35
	2023	35	1	0	0	0	0	36
	2024	36	0	0	0	0	0	36
Louisiana	2022	4	0	0	0	0	0	4
	2023	4	0	0	0	0	0	4
	2024	4	1	0	0	0	0	5
Maryland	2022	12	2	0	0	0	0	14
	2023	14	2	0	0	0	0	16
	2024	16	0	0	0	0	1	15
Michigan	2022	1	0	0	0	0	0	1
	2023	1	2	0	0	0	1	2
	2024	2	0	0	0	0	0	2
Minnesota	2022	10	0	0	0	1	0	9
	2023	9	1	0	0	0	0	10
	2024	10	0	0	0	1	1	8
Mississippi	2022	2	0	0	0	0	0	2

COLUMN 1 STATE	Column 2 Year	Column 3 Outlets at Start of Year	Column 4 Outlets Opened	Column 5 Termin- ations	Column 6 Non- Renewals	Column 7 Reacquired by Franchisor	Column 8 Ceased Operatio ns – Other Reasons	Column 9 Outlets at End of the Year ¹
	2023	2	0	0	0	0	0	2
	2024	2	1	0	0	0	0	3
Missouri	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2024	1	0	0	0	0	0	1
Nevada	2022	0	1	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2024	1	0	0	0	0	0	1
North Carolina	2022	34	1	0	0	0	0	35
	2023	35	0	0	0	0	0	35
	2024	35	0	0	0	0	0	35
Oklahoma	2022	9	0	0	0	0	0	9
	2023	9	0	0	0	0	0	9
	2024	9	0	0	0	0	0	9
Pennsylvania	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1
	2024	1	0	0	0	0	0	1
South Carolina	2022	22	0	0	0	0	0	22
	2023	22	0	0	0	0	3	19
	2024	19	0	0	0	0	0	19
Tennessee	2022	6	0	0	0	0	0	6
	2023	6	0	0	0	0	0	6
	2024	6	0	0	0	0	0	5
Texas	2022	17	1	0	0	0	0	18
	2023	18	0	0	0	0	0	18
	2024	18	1	0	0	0	0	17
Utah	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
	2024	3	0	0	0	0	0	3
Virginia	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2024	1	1	0	0	1	0	1
Washington	2022	5	0	0	0	0	1	4
	2023	4	0	0	0	0	1	4
	2024	4	1	0	0	0	1	4
Total	2022	187	4		0	0	0	191
	2023	191	9	0	0	0	0	201
	2024	201	9	0	0	0	0	209

1. If a single Center was impacted by multiple events (e.g., was renewed and then reacquired by us, or was opened and then terminated by us) the table reflects the last event in time. Therefore, in some circumstances, the total Centers reflected in Column 3, adjusted by the additions and deletions of Columns 4 through 8, may not total the Center count in Column 9.

Table No. 4

**Status of Company-Owned Outlets
For Years 2022 to 2024**

Column 1 State	Column 2 Year	Column 3 Outlets at Start of Year	Column 4 Outlets Opened	Column 5 Outlets Reacquired from Franchisees	Column 6 Outlets Closed	Column 7 Outlets Sold to Franchisees	Column 8 Outlets at End of the Year
Arizona	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	1
	2024	1	0	0	0	0	1
Arkansas	2022	3	0	0	0	0	3
	2023	3	0	0	0	2	1
	2024	1	0	0	0	0	1
Maryland	2022	6	0	0	0	3	1
	2023	4	0	0	0	0	1
	2024	1	0	0	0	0	1
Michigan	2022	2	0	0	0	1	1
	2023	1	0	0	0	0	1
	2024	1	0	0	0	0	1
Minnesota	2022	4	0	0	0	0	4
	2023	4	0	0	0	0	4
	2024	4	0	0	0	1	3
Missouri	2022	1	0	0	0	0	1
	2023	1	0	0	0	1	0
	2024	0	0	0	0	0	0
Ohio	2022	4	0	0	0	0	4
	2023	4	0	0	0	0	4
	2024	4	0	0	1	0	3
Tennessee	2022	4	0	0	0	1	4
	2023	4	0	0	0	2	2
	2024	2	0	0	0	0	2
Virginia	2022	10	0	0	0	1	8
	2023	10	0	0	0	1	9
	2024	9	0	0	0	2	7
Washington	2022	4	0	0	0	0	4
	2023	4	0	0	0	0	4
	2024	4	1	0	2	1	4

Column 1 State	Column 2 Year	Column 3 Outlets at Start of Year	Column 4 Outlets Opened	Column 5 Outlets Reacquired from Franchisees	Column 6 Outlets Closed	Column 7 Outlets Sold to Franchisees	Column 8 Outlets at End of the Year
Total	<u>2022</u>	38	0	0	0	7	32
	2023	32	0	0	0	9	23
	2024	23	0	0	0	3	20

Table No. 5

Projected Openings as of December 31, 2025

Column 1 State	Column 2 Franchise Agreements Signed But Outlet Not Opened	Column 3 Projected New Franchised Outlets in the Next Fiscal Year	Column 4 Projected New Company-Owned Outlets in the Current Fiscal Year
Louisiana	0	1	0
New Mexico	0	0	1
South Carolina	0	3	0
Texas	0	2	0
Utah	0	1	0
Total	0	6	1

Exhibit D lists the names of all current franchises and the addresses and telephone numbers of their outlet as of December 31, 2024.

Exhibit E lists the name, city and state, and the current business telephone number (or, if unknown, the last known home telephone number) of every franchisee who had an outlet terminated, canceled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the franchise agreement during our most recently completed fiscal year (fiscal year ended December 31, 2024) or who has not communicated with us within 10 weeks of the issuance date of this offering circular. If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

During the last three fiscal years, we have signed confidentiality clauses with current or former franchisees. Each confidentiality agreement was entered into as part of a settlement of a dispute between us and the current or former franchisee. In some instances, current and former franchisees sign provisions restricting their ability to speak openly about their experience with Precision Tune Auto Care, Inc. You may wish to speak with current and former franchisees but be aware that not all such franchisees will be able to communicate with you.

Exhibit F lists, to the extent known, the names, addresses, telephone numbers, e-mail address and Web address of each trademark-specific franchisee organization associated with the franchise system being offered which we have created, sponsored or endorsed.