

Provision	Section in Development Agreement	Summary
v. Choice of forum	§ 14.2.8	The parties consent to venue in the federal or state courts in the Passaic County, New Jersey, subject to applicable state law.
w. Choice of law	§ 14.1	Nevada laws shall govern, subject to applicable state law.

Please refer to the disclosure addenda and contractual amendments appended to this disclosure document for additional terms that may be required under applicable state law. These additional disclosures, if any, appear in an addendum or rider in **Exhibit L**.

ITEM 18
PUBLIC FIGURES

We do not use any public figures 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 Disclosure Document. 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 a franchisee is 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.

The following tables show the historical information for the 35 Franchises (each an **Included Franchisees**) that were open continuously and operated as a Franchise during the fiscal year ended December 31, 2024 ("FY 2024"). Of the 42 Franchises that were open at any time during FY 2024, we did not include data in this Item 19 for the following:

- Two Franchises were reacquired by us and operated as company-owned units during 2024.
- Two Franchises were reacquired by us in 2024 and resold to franchisees in 2024.
- Three Franchises that commenced operations in 2024.

*Note that in 2024, one Franchise was transferred to a new franchisee. There was no break in operations as a result of the transfer, and this Franchise's data has been included in this Item 19.

Table 1
FY 2024 Annual Gross Revenue
for
All Included Franchises^{1,2,3}

Average Gross Revenue	\$754,108.71
Median Gross Revenue	\$618,915.21
High Gross Revenue	\$2,418,997.11
Low Gross Revenue	\$29,937.17
Franchises Meeting/Exceeding Average Gross Revenue	12/35 (34.3%)

Table 2
FY 2024 Expenses for
Included Franchises Who Provided Us with Expense Data^{2,3,11}

The following table is a summary statement for the 27 Included Franchises that provided us with complete financial information. Eight of the 35 Included Franchises did not submit financial information or provide us with complete financial information sufficient to prepare this expense statement.

Expense Category	High	Average	Median	Low	Percentage of Franchisees Meeting or Exceeding Average
Franchise Fees ⁴	\$276,826.11	\$120,185.13	\$103,327.52	\$33,827.21	39.1%
Personnel Expenses ⁵	\$1,029,044.83	\$401,991.48	\$372,170.38	\$75,000.00	39.1%
Chemicals & Supplies ⁶	\$199,396.68	\$48,850.11	\$29,529.16	\$3,982.93	20.0%
Fuel	\$150,758.93	\$51,190.86	\$39,801.43	\$15,443.14	20.0%
Insurance ⁷	\$157,269.06	\$39,620.53	\$26,509.56	\$6,610.44	20.0%
Miscellaneous Expenses ⁸	\$336,727.50	\$129,393.35	\$116,460.86	\$26,174.33	48%
Gross Revenue¹	\$2,419,269.30	\$983,879.22	\$812,910.14	\$329,326.98	39.1%
Net Profits⁹	\$502,896.31	\$192,647.76	\$144,724.73	\$15,383.30	34.8%
Net Profits %¹⁰	40.0%	15.4%	13.6%	2.1%	43.5%

NOTES TO TABLES:

1. As used in this **Item 19**, “**Gross Revenue**” means amounts derived from all products or services sold from or through the Franchise, including any sale of products or services made for cash or credit, or partly for cash and partly for credit, less refunds.
2. As detailed above, 35 Franchisees met the stated criteria for Table 1, and 27 Franchisees met the stated criteria for Table 2 and are included for the purpose of this Item 19.
3. For certain Franchises, due to a single franchisee owning multiple Franchises, Gross Revenue and the expenses listed in the chart above for each individual Franchise owned by the franchisee were not reported separately. Therefore, in those instances, we calculated Gross Revenue and expenses for the purpose of determining the information in Tables 1 and 2 by dividing the respective amounts for that franchisee by the number of Franchises owned by the franchisee. For example, if a franchisee owns three Franchises, the total Gross Revenue and total expenses in each category reported by that franchisee was divided by three for purposes of calculating the average, high, low, and median amounts, as indicated, for each of those three Franchises in these tables.
4. Includes continuing fees paid under the Franchise Agreement including Royalty Fees, Call Center & Brand Fund Contributions and National Account Support Fees. See **Item 6** for further information.
5. “**Personnel Expenses**” includes wages paid to management and employees of a Franchise, including bonuses, payroll expenses, health insurance, workers' compensation, vacation, other employee benefits and associated payroll taxes paid to employees.
6. “**Chemicals & Supplies**” includes chemicals and replacement parts for Fleet Clean Vehicles.
7. “**Insurance**” includes coverage general liability, business automobile liability insurance, worker's compensation, commercial general liability insurance, property insurance. See Section 11 of the Franchise Agreement for our current insurance requirements.
8. “**Miscellaneous Expense**” includes miscellaneous expenses like Fleet Clean vehicle tags and taxes; if the franchisee has a physical location, rent, common area maintenance, real estate taxes; other miscellaneous expenses associated with occupancy; expenses associated with the storage of Fleet Clean Vehicles; repairs and maintenance; utilities; water; office supplies; accounting and other professional fees; meals and entertainment; business licenses and fees; and bank service charges. We do not include costs for interest and other debt service costs, taxes, depreciation, or amortization, because they vary considerably depending on the particular business and typically are excluded when calculating the free cash flow from a Franchise's operation.
9. “**Net Profits**” for a particular Franchise is the Gross Revenue minus the Franchise Fees, Personnel Expenses, Chemicals & Supplies, Fuel, Insurance, and Miscellaneous Expenses for that Franchise. Each Franchise may incur additional expenses, including, among others, interest, taxes, depreciation, and amortization. For the median in this row, this data point

represents the median Net Profits, it is sum of the medians for the Gross Revenue minus the medians of each category of Expenses.

10. “**Net Profits %**” for a particular Franchise is the percentage that the Net Profits for that Franchise constitutes of the Franchise’s Gross Revenue. For the median in this row, this data point represents the median Net Profits %.

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

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

We have assumed the information provided by our franchises is accurate; we prepared the information in the table from information provided by our franchisees.

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 our management by contacting Kyle Mason at 921 Empire Mesa Way, Henderson, Nevada 89011, telephone: (559) 275-5698, the Federal Trade Commission and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1 -- Systemwide Outlet Summary
for Years 2022, 2023 and 2024**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	40	42	+2
	2023	42	37	-5
	2024	37	40	+3
Company-Owned	2022	9	8	-1
	2023	8	17	+9
	2024	17	17	0
Total Outlets	2022	49	50	+1
	2023	50	54	+4
	2024	54	57	+3