

Provision	Section in Franchise Agreement	Summary
		franchisees' Protected Territory (same restrictions apply after assignment).
s. Modification of the agreement	Paragraph 18.13	Franchise Agreement- No modifications except by written agreement, but Confidential Operating Manual and System Standards are subject to change.
t. Integration/merger clause	Paragraph 18.13	Only the terms of the Franchise Agreement and other related written agreements are binding (subject to state law). Any representations or promises outside the Disclosure Document and Franchise Agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	Paragraphs 18.9 and 18.10 and Exhibit One D	Except for certain claims, all disputes must be mediated at and arbitrated at our headquarters (subject to State Law, see Exhibit "O" to the Disclosure Document).
v. Choice of forum	Paragraphs 18.8; 18.9 and 18.10	Mediation/Arbitration in Jefferson County, Alabama.
w. Choice of law	Paragraph 18.5; and Exhibit One D	Alabama law applies (subject to State Law, see Exhibit "O" to the Disclosure Document).

Certain States may require different or additional disclosures or revisions to the agreements (see State specific riders or addendum) with respect to the choice of forum, choice of law provisions in the Franchise Agreement.

The provisions of the Franchise Agreement that provide for termination upon your bankruptcy may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101, et seq.).

ITEM 18

PUBLIC FIGURES

We do not use any public figure 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 this 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.

Chart 1

Chart 1 represents monthly Booked Revenue from nine (9) franchise operations open and operating at the end of 2024 for at least six (6) months. Chart 1 is divided into franchises with:

- (a.) one (1) office and one (1) territory;
- (b.) one (1) office and two (2) territories; and
- (c.) one (1) office and three (3) territories.

Booked Revenue is defined as scheduled moving and / or packing services billable within the reported period. This dollar figure may vary from Gross Revenue due to timing of collection of deposits and/or final payment or other factors (i.e., discretionary discounts, unpaid balances...).

Gross Revenue is the aggregate of all billings whether collected or not, including cash sales and sales on account, monies billed or collected for any and all moving services whether performed by franchisee or subcontracted, monies billed in connection with trade or barter agreements, or monies billed or collected by Franchisee for any sale of products, or any other items including without limitation, all proceeds from any business interruption insurance, but excluding (a) all refunds made in good faith, (b) any sales and equivalent taxes that are collected by franchisee for or on behalf of and paid to any governmental taxing authority, and any rebate received by franchisee from a manufacturer or supplier.

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Chart 1
2024 Booked Revenue

1 Unit	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Montgomery	\$22,778.00	\$12,458.00	\$26,825.00	\$45,834.00	\$56,753.00	\$57,504.00	\$62,641.00	\$58,355.00	\$37,913.00	\$42,174.00	\$61,165.00	\$43,147.00	\$527,547.00
1 Unit	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Low	\$22,778.00	\$12,458.00	\$26,825.00	\$45,884.00	\$56,753.00	\$56,429.00	\$62,161.00	\$58,355.00	\$37,318.00	\$39,350.00	\$61,165.00	\$42,297.00	\$521,773.00
Average	\$22,778.00	\$12,458.00	\$26,825.00	\$45,884.00	\$56,753.00	\$56,429.00	\$62,161.00	\$58,355.00	\$37,318.00	\$39,350.00	\$61,165.00	\$42,297.00	\$521,773.00
Median	\$22,778.00	\$12,458.00	\$26,825.00	\$45,884.00	\$56,753.00	\$56,429.00	\$62,161.00	\$58,355.00	\$37,318.00	\$39,350.00	\$61,165.00	\$42,297.00	\$521,773.00
High	\$22,778.00	\$12,458.00	\$26,825.00	\$45,884.00	\$56,753.00	\$56,429.00	\$62,161.00	\$58,355.00	\$37,318.00	\$39,350.00	\$61,165.00	\$42,297.00	\$521,773.00
2 Units	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Wilmington	\$52,590.41	\$54,023.45	\$52,137.54	\$89,063.23	\$136,729.19	\$109,105.41	\$110,241.87	\$97,515.34	\$83,438.65	\$105,052.98	\$76,511.07	\$61,856.94	\$1,028,266.08
Columbus/ Auburn	\$45,755.00	\$43,490.00	\$52,484.00	\$37,424.00	\$66,283.00	\$44,133.00	\$74,168.00	\$54,357.00	\$71,317.00	\$28,361.00	\$24,001.00	\$26,982.00	\$568,755.00
Chesterfield	\$0.00	\$0.00	\$2,674.00	\$8,675.00	\$26,980.00	\$27,822.00	\$37,947.00	\$26,168.00	\$34,912.00	\$28,023.00	\$33,241.00	\$30,929.00	\$257,371.00
Somerset	\$0.00	\$0.00	\$0.00	\$14,192.00	\$17,184.00	\$23,606.00	\$43,817.00	\$57,271.00	\$38,238.00	\$34,499.00	\$32,761.00	\$19,608.00	\$281,176.00
Mobile	\$0.00	\$0.00	\$0.00	\$0.00	\$15,284.00	\$32,294.00	\$32,663.00	\$22,145.00	\$36,129.00	\$16,247.00	\$10,094.00	\$24,907.00	\$189,763.00
Atlanta	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,524.00	\$25,065.00	\$13,581.00	\$11,341.00	\$32,318.00	\$23,647.00	\$33,814.00	\$144,290.00
2 Units	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Low	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,524.00	\$25,065.00	\$13,581.00	\$11,341.00	\$32,318.00	\$23,647.00	\$33,814.00	\$144,290.00
Average	\$49,172.71	\$48,756.73	\$35,765.18	\$37,338.56	\$52,492.04	\$40,247.40	\$53,983.65	\$45,172.89	\$45,895.94	\$40,750.16	\$33,375.85	\$33,016.16	\$515,967.25
Median	\$49,172.71	\$45,612.73	\$52,137.54	\$25,808.00	\$36,815.67	\$30,058.00	\$40,882.00	\$40,262.50	\$37,183.50	\$30,339.50	\$28,381.00	\$28,955.50	\$445,608.64
High	\$52,590.41	\$54,023.45	\$52,137.54	\$89,063.23	\$136,729.19	\$109,105.41	\$110,241.87	\$97,515.34	\$83,438.65	\$105,052.98	\$76,511.07	\$61,856.94	\$1,028,266.08
3 Units	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Oklahoma City	\$24,702.00	\$38,166.00	\$59,980.00	\$54,665.00	\$59,893.00	\$88,169.51	\$87,980.00	\$115,610.00	\$124,936.00	\$114,346.00	\$119,215.00	\$57,480.00	\$945,142.51
Boston	\$0.00	\$0.00	\$935.00	\$24,078.00	\$20,632.00	\$22,438.00	\$42,392.00	\$45,885.00	\$53,304.00	\$14,171.00	\$34,394.00	\$24,481.00	\$282,710.00
3 Units	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Low	\$0.00	\$0.00	\$935.00	\$24,078.00	\$20,632.00	\$22,438.00	\$42,392.00	\$45,885.00	\$53,304.00	\$14,171.00	\$34,394.00	\$24,481.00	\$282,710.00
Average	\$24,702.00	\$38,166.00	\$30,457.50	\$39,371.50	\$40,262.50	\$55,303.76	\$65,186.00	\$80,747.50	\$89,120.00	\$64,258.50	\$76,804.50	\$40,980.50	\$645,360.26
Median	\$12,351.00	\$19,083.00	\$30,457.50	\$39,371.50	\$40,262.50	\$55,303.76	\$65,186.00	\$80,747.50	\$89,120.00	\$64,258.50	\$76,804.50	\$40,980.50	\$613,926.26
High	\$24,702.00	\$38,166.00	\$59,980.00	\$54,665.00	\$59,893.00	\$88,169.51	\$87,980.00	\$115,610.00	\$124,936.00	\$114,346.00	\$119,215.00	\$57,480.00	\$945,142.51

Chart 2

Chart 2 represents the low, average, median, and high revenue, expenses, and net operating Income of three (3) franchises which operated for a full year during 2024. The remaining franchises shown in Chart 1 either were not open and operating for a full year or did not report expenses for the full year.

Chart 2				
<u>2024 Revenues / Expenses / Net Operating Income</u>				
Description	Low	Average	Median	High
Booked Revenues	\$526,564	\$844,608	\$940,624	\$1,066,635
Gross Profit	\$526,564	\$840,554	\$940,624	\$1,054,475
Business Expenses	\$66,184	\$103,267	\$133,088	\$110,528
Customer Experience Expense	\$6,568	\$4,802	\$6,502	\$1,337
Franchise Expenses	\$64,005	\$92,890	\$105,344	\$109,321
Insurance Expense	\$27,999	\$38,497	\$47,177	\$40,316
Labor Expense	\$264,937	\$362,368	\$417,281	\$404,885
Long Distance Move Expense	\$2,925	\$5,338	\$3,371	\$9,716
Marketing Expense	\$37,449	\$93,851	\$87,883	\$156,222
Other Business Expense	\$0	\$13,844	\$2,792	\$38,740
Truck Expense	\$29,948	\$63,784	\$73,472	\$87,931
Total Expenses	\$500,015	\$778,640	\$876,910	\$958,996
Net Operating Income	\$26,455	\$61,711	\$63,200	\$95,479

Some outlets have sold this amount. Your individual results may differ. There is no assurance that you will sell as much.

You should conduct an independent investigation of the cost and expenses you will incur in

operating your franchised Pink Zebra Moving Company. Many factors, including location, management capabilities, local market conditions and other factors, are unique to each business and may significantly impact the financial performance of your franchise business.

All information should be evaluated in light of current market conditions including such cost and price information as may then be available.

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

Other than the preceding financial performance representation, Pink Zebra Moving, LLC does 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 Pink Zebra Moving, LLC, 505 20th Street North, Suite 1010, Birmingham, Alabama 35203, (205) 203-4881, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

TABLE 1
System-wide Outlet Summary
For the Fiscal Year 2022, 2023 and 2024

Outlet Type	Year	Outlets at Start of Year	Outlets at the End of the Year	Net Change
Franchised	2022	0	2	+2
	2023	2	9	+7
	2024	9	13	+4
Company-Owned	2022	1	1	0
	2023	1	0	-1
	2024	0	1	+1
Total Outlets	2022	1	3	+2
	2023	3	9	+6
	2024	9	14	+5