

## **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 disclose 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 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 performance at a particular location or under particular circumstances.

This Item 19 will present information on certain franchised VICTORY LANE® Centers (“Franchised Locations”) and VICTORY LANE® Centers owned by our affiliates (“Affiliate-Owned Locations”). Franchised Locations will share many of the same characteristics as our Affiliate-Owned Locations, including services and goods offered, except that Affiliate-Owned Locations do not pay Royalty Fees or System Development Fees, and are not subject to the local advertising suggestion.

As of December 31, 2024, there were 22 Affiliate-Owned Locations and 12 Franchised Locations. One Franchised Location was reacquired by our Affiliate in June 2024. We have reported the Franchised Location reacquired in June as an Affiliate-Owned Location. The financial information provided in the following tables represents the actual performance of the Affiliate-Owned Locations and Franchised Locations that were open and operating the entire 2024 calendar year, and have included financial information for the 2024 calendar year. No Affiliate-Owned Locations or Franchised Locations have been excluded. The numbers were gathered from the POS system and internal accounting records and are compiled on a cash basis. The numbers have not been audited. We have presented the operating results for the Affiliate-Owned Locations and Franchised Locations on a combined basis, and also separately reported the results of the Affiliate-Owned Locations and Franchised Locations.

<b>2024</b>						
High Annual Gross Sales	Low Annual Gross Sales	Median Annual Gross Sales	Average Annual Gross Sales	Number and % that Met or Exceeded Average	Reporting Group Median Weekly Gross Sales*	Reporting Group Average Weekly Gross Sales**
\$1,472,865.37	\$247,848.27	\$587,841.08	\$645,382.45	14/41% %	\$11,305	\$12,411
<b>Franchised Locations Only</b>						
High Annual Gross Sales	Low Annual Gross Sales	Median Annual Gross Sales	Average Annual Gross Sales	Number and % that Met or Exceeded Average	Reporting Group Median Weekly Gross Sales*	Reporting Group Average Weekly Gross Sales**
\$1,472,865.37	\$247,848.27	\$639,304.07	\$702,402.70	4/33%	\$12,294	\$13,508

2024						
Affiliate-Owned Locations Only						
High Annual Gross Sales	Low Annual Gross Sales	Median Annual Gross Sales	Average Annual Gross Sales	Number and % that Met or Exceeded Average	Reporting Group Median Weekly Gross Sales*	Reporting Group Average Weekly Gross Sales**
\$1,092,185.56	\$283,499.81	\$562,036.53	\$614,280.49	9/41%	\$10,808	\$11,813

\* The Reporting Group Median Weekly Gross Sales is derived by dividing median annual gross sales of the group by 52 and is included for illustrative purposes.

\*\*The Reporting Group Average Weekly Gross Sales is derived by dividing average annual gross sales of the group and dividing it by 52 and is included for illustrative purposes.

Notes:

1. “Gross Sales” means the total of all of your revenue, sales, and other income and consideration from the sale of all merchandise, products and services to customers whether or not sold or performed at or from the business, and whether received in cash, coupon, in services in kind, from barter or exchange, on credit (whether or not payment is received) or otherwise. Gross Sales includes all proceeds from any business interruption insurance. Gross Sales excludes the amount of all sales tax receipts or similar tax receipts which, by law, are chargeable to customers, if the taxes are separately stated when the customer is charged and if the taxes are paid to the appropriate taxing authority. Gross Sales also excludes the amount of any documented refunds, chargebacks, credits, charged tips and allowances given in good faith to customers.

2. The financial performance representations above do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. Franchisees or former franchisees, listed in this Franchise Disclosure Document, may be one source of this information.

Written substantiation of the data used in preparing this financial performance representation will be made available to you on reasonable request.

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

Other than the preceding financial performance representation, Victory Lane Quick Oil Change, Inc. 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 Justin Cialella, 45550 Helm St., Plymouth, MI 48170, (734) 667-4304, 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 - 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised Outlets	2022	15	16	+1
	2023	16	14	-2
	2024	14	12	-2
Company-Owned*	2022	19	20	+1
	2023	20	21	+1
	2024	21	22	+1
Total Outlets	2022	34	36	+2
	2023	36	35	-1
	2024	35	34	-1

\*These outlets are owned by our affiliates.

Table No. 2

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

State	Year	Number of Transfers
Arizona	2022	1
	2023	1
	2024	0
Totals	2022	1
	2023	1
	2024	0

Table No. 3

Status of Franchise Outlets  
for Years 2022 - 2024

State	Year	Outlets at Start of the Year	Outlets Opened	Terminations	Non-Renewals	Re-acquired by Franchisor	Ceased Operations-Other Reasons	Outlets at End of the Year
Arizona	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2024	1	0	0	0	0	0	1