

ITEM 18:
PUBLIC FIGURES

We do not use any public figure to promote the 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 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.

As of December 31, 2024, there were 25 franchised Purchase Green Businesses and 7 Territory Holder Locations open and in operation. This franchise performance representation discloses financial results of 21 franchised Purchase Green Businesses (collectively, the “**Covered Businesses**”) that were open and operating for the entire 2024 calendar year (the “**Covered Period**”). 4 franchised Purchase Green businesses were not open and operating for the full Covered Period and, as a result, were excluded from this financial performance representation. The financial performance representation does not include results of affiliate-owned Purchase Green Businesses or Territory Holder Locations that operate under Territory Holder Agreements with PTP.

The financial performance representation below provides the monthly Gross Revenues (defined below) during the Covered Period for the Covered Businesses. There are no material financial or operational characteristics of the Covered Businesses that we reasonably anticipate to differ from operational franchise outlets.

“**Gross Revenues**” means the total of all receipts and revenues derived from the sale of merchandise and/or services from operations, whether from cash, check or credit. Gross Revenues does not include any sales or other taxes that the Franchised Business collects from customers and pays directly to the appropriate taxing authority.

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Monthly Gross Revenues During Covered Period

	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
Monthly Median Gross Revenue	\$34,531	\$55,402	\$78,971	\$73,944	\$102,753	\$96,723	\$89,931	\$85,512	\$61,166	\$57,143	\$42,673	\$41,805
Highest Monthly Gross Revenues	\$85,845	\$209,455	\$248,525	\$205,758	\$295,769	\$257,3212	\$224,331	\$202,233	\$158,809	\$184,228	\$107,381	\$129,157
Lowest Monthly Gross Revenues	\$0	\$6,166	\$6,166	\$26,124	\$29,368	\$8,949	\$24,753	\$14,112	\$17,823	\$1,330	\$7,664	\$3,770
Monthly Average Gross Revenues	\$37,026	\$60,934	\$79,645	\$88,204	\$110,610	\$101,987	\$101,752	\$93,634	\$72,947	\$69,405	\$48,818	\$47,708
# Exceeding Average Monthly Gross Revenues	10	8	10	8	8	9	9	9	9	10	8	9
% Exceeding Average Monthly Gross Revenues	48%	38%	48%	38%	38%	43%	43%	43%	43%	48%	38%	43%

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Notes to Table

1. The 21 Covered Businesses included in this financial performance representation are located in the following states: California (2 franchised Purchase Green Businesses); Colorado (2 franchised Purchase Green Businesses); Florida (4 franchised Purchase Green Businesses); Georgia (2 franchised Purchase Green Businesses); Michigan (1 franchised Purchase Green Business); Missouri (1 franchised Purchase Green Business); Ohio (1 franchised Purchase Green Business); South Carolina (1 franchised Purchase Green Business); Texas (4 franchised Purchase Green Businesses); Utah (2 franchised Purchase Green Business); and Virginia (1 franchised Purchase Green Business). Additionally, 3 of these Covered Businesses have been open for at least 3 years; 8 have been open for 2 years but less than 3 years; 10 have been open for 1 year but less than 2 years.
2. The Covered Businesses also may operate one or more Tile Businesses. However, sales from the Tile Businesses are not included in Gross Revenues and, therefore, do not affect the financial performance representation above. The results from Covered Businesses operating Tile Businesses and Covered Businesses not operating Tile Businesses do not materially differ.
3. **“Average Gross Revenues”** is determined by taking the sum of the Covered Businesses’ Gross Revenues during the applicable month and dividing it by the number of Covered Businesses.
4. **“Median Gross Revenues”** is determined by sorting the Covered Businesses’ Gross Revenues during the applicable month in ascending order and identifying the point above and below which 50% of the data falls.
5. This financial performance representation does not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from the Gross Revenues figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised Purchase Green business. Franchisees listed in this disclosure document may be one source of this information.

We calculated the figures in the table above using information that Covered Businesses provided to us. Upon your reasonable request, we will provide written substantiation for these financial performance representations.

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

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 Joshua Turcotte at (909) 321-2969, 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 to 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	3	10	+7
	2023	10	21	+11
	2024	21	25	+4
Company Owned*	2022	14	18	+4
	2023	18	25	+7
	2024	25	22	-3
Total Outlets	2022	17	28	+11
	2023	28	46	+18
	2024	46	47	+1

*These outlets are owned and operated by our parent, PTP.

The following table reflects Territory Holder Locations operating under Territory Holder Agreements with PTP that were signed between 2014 and 2020, before we offered franchises:

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Territory Holder Locations	2022	10	8	-2
	2023	8	8	0
	2024	8	7	-1
Total Outlets	2022	10	8	-2
	2023	8	8	0
	2024	8	7	-1