

agreed to pay Ms. Sanchez one-half of one percent of the Royalty Fees that we collect from our franchisees.

Except as stated above, no other public figure appears in the franchise name or symbol, endorses or recommends the franchise to prospective franchisees, is involved in our actual management or control, or has invested in us.

#### **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.

As of December 31, 2024, we had (i) two affiliate-owned locations operating in two Territories (each, an "Affiliate-Owned Location"), and (ii) 49 franchisees operating in 49 Territories (each, a "Franchised Location" and collectively, the "Franchised Locations").

This Financial Performance Representation excludes the data in connection with (i) one Affiliate-Owned Location since the Affiliate-Owned Location was open for less than 12 months during the 2024 calendar year, (ii) 44 Franchised Locations operating in 44 Territories since those Franchised Locations opened during the 2024 calendar year and were open for less than 12 months, and (iii) one Franchised Location that is currently in default of its franchise agreement as a result of its failure to comply with its minimum advertising requirement and other operational issues.

This Financial Performance Representation discloses the historical Total Income, as well as Total Costs of Goods Sold, Total Expenses and Net Income for the Affiliate-Owned Location during the 2024 Calendar Year.

Written substantiation of the data used in preparing these figures will be made available to you upon reasonable request.

Except as set forth herein, there are no material financial or operational characteristics of the outlets that are reasonably anticipated to differ materially from future franchise outlet operations.

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

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**TOTAL INCOME, AS WELL AS TOTAL COSTS OF GOODS SOLD, TOTAL EXPENSES AND NET INCOME FOR THE AFFILIATE-OWNED LOCATION DURING THE 2024 CALENDAR YEAR.**

<b>AFFILIATE-OWNED LOCATION 2024 CALENDAR YEAR</b>		
<b>Category</b>	<b>Total</b>	<b>% of Total Income</b>
<b>Income</b>		
Total Cleaning Services <sup>1</sup>	\$953,138.60	97%
Tips In <sup>2</sup>	\$31,530.24	3%
<b>Total Income<sup>3</sup></b>	<b>\$984,668.84</b>	<b>100%</b>
<b>Cost of Goods Sold</b>		
Contractor Payment <sup>4</sup>	\$9,101.62	1%
Wages <sup>5</sup>	\$291,768.81	30%
Job Supplies <sup>6</sup>	\$51,386.88	5%
<b>Total Cost of Goods Sold<sup>7</sup></b>	<b>\$352,257.31</b>	<b>36%</b>
<b>Gross Profit<sup>8</sup></b>	<b>\$632,411.53</b>	<b>64%</b>
<b>Expenses</b>		
Advertising and Marketing <sup>9</sup>	\$26,755.65	3%
Bank Charges & Fees <sup>10</sup>	\$2,209.24	<1%
Total Car & Truck <sup>11</sup>	\$36,572.87	4%
Commissions <sup>12</sup>	\$3,353.96	<1%
Total Dues & Subscriptions <sup>13</sup>	\$7,527.65	<1%
Equipment & Tools <sup>14</sup>	\$2,044.33	<1%
Insurance <sup>15</sup>	\$6,457.78	<1%
Jobber Payment Fees <sup>16</sup>	\$18,396.64	2%
Legal & Professional Services <sup>17</sup>	\$12,313.35	1%
Total Payroll Expenses <sup>18</sup>	\$68,963.17	7%
Tips Out <sup>19</sup>	\$30,923.94	3%
Uniforms <sup>20</sup>	\$5,615.73	<1%
Estimated Royalty Fee <sup>21</sup>	\$68,926.82	7%
Estimated Brand Fund <sup>22</sup>	\$19,693.38	2%
Estimated Technology Fee <sup>23</sup>	\$7,800	<1%
<b>Total Expenses<sup>24</sup></b>	<b>\$317,554.51</b>	<b>32%</b>
<b>Net Income<sup>25</sup></b>	<b>\$314,857.02</b>	<b>32%</b>

**Notes to Part I:**

- Total Cleaning Services.** "Total Cleaning Services" includes all types of window cleaning revenue from commercial recurring, non-recurring, and residential recurring and non-recurring customers.
- Tips In.** "Tips In" means the amount the Affiliate-Owned Location collected from customers in excess of the Total Cleaning Services based on job performance.
- Total Income.** "Total Income" is calculated by adding together Total Cleaning Services and Tips In.
- Contractor Payment.** "Contractor Payment" includes payments made to contractors to perform a job.

5. **Wages.** “Wages” includes the compensation paid to employed staff to perform a job.
6. **Job Supplies.** “Job Supplies” includes the cost to purchase certain supplies to perform the services such as towels and soap.
7. **Total Cost of Goods Sold.** “Total Cost of Goods Sold” is calculated by adding together Contractor Payment, Wages, and Job Supplies.
8. **Gross Profit.** “Gross Profit” is calculated by subtracting Total Cost of Goods Sold from Total Income.
9. **Advertising and Marketing.** Under our current form of Franchise Agreement, you are obligated to spend (i) \$2,000 per month for the first year of operation, and then (ii) the greater of 3% of Gross Revenue or \$2,000 per month thereafter.
10. **Bank Charges and Fees.** “Bank Charges and Fees” includes the amounts the Affiliate-Owned Location spent on certain fees such as ACH and wire fees.
11. **Total Car & Truck.** “Total Car & Truck” includes the amount that the Affiliate-Owned Location spent on lease payments, gasoline, and maintenance for the vehicle.
12. **Commissions.** “Commissions” is the amount the Affiliate-Owned Location paid to sales representatives as their earning for job sales.
13. **Total Dues & Subscriptions.** “Total Dues & Subscriptions” is the cost for a QuickBooks subscription and networking memberships.
14. **Equipment & Tools.** “Equipment and Tools” includes amounts spent on pressure washing equipment and tools.
15. **Insurance.** “Insurance” includes the amount the Affiliate-Owned Location spent on insurance during the 2024 calendar year.
16. **Jobber Payment Fees.** “Jobber Payment Fees” includes the costs paid to Jobber, which is currently a credit card fee of 2.7% and \$0.20 per transaction.
17. **Legal & Professional Fees.** “Legal & Professional Fees” means the amount the Affiliate-Owned Location spent on legal and accounting fees during the 2024 calendar year.
18. **Total Payroll Expenses.** “Total Payroll Expenses” includes general and administrative employee costs.
19. **Tips Out.** “Tips Out” means the amount the Affiliate-Owned Location paid to employees and other personnel from customers.
20. **Uniforms.** “Uniforms” includes the amount the Affiliate-Owned Location spent on employee uniforms and other items.
21. **Estimated Royalty Fee.** While the Affiliate-Owned Location does pay Royalty Fees, it does not pay at the same rate as franchisees. Accordingly, this line item is estimated by multiplying Gross Revenue by 0.07 (7%), which is the amount you are obligated to pay under the Franchise Agreement.

22. **Estimated Brand Fund.** While the Affiliate-Owned Location does contribute to the Brand Fund, it does not contribute at the same rate as franchisees. Accordingly, this line item is estimated by multiplying Gross Revenue by 0.02 (2%), which is the amount you are obligated to contribute under the Franchise Agreement.
23. **Estimated Technology Fee.** Under our current form of Franchise Agreement, the Technology Fee is currently \$650 per month. This amount is calculated by multiplying \$650 by 12.
24. **Total Expenses.** “Total Expenses” is calculated by adding together all of the line items under “Expenses.”
25. **Net Income.** “Net Income” is calculated by subtracting Total Expenses from Gross Profit.

Except as set forth above, 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 Steven Montgomery, Pink’s Franchising LLC, 12357-C Riata Trace Parkway, Suite 150-200, Austin, Texas 78727, (512) 270 - 0161, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**ITEM 20: OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**  
**System-wide Outlet Summary**  
**For Years 2022 to 2024**

<b>Column 1 Outlet Type</b>	<b>Column 2 Year</b>	<b>Column 3 Outlets at the Start of the Year</b>	<b>Column 4 Outlets at the End of the Year</b>	<b>Column 5 Net Change</b>
<b>Franchised</b>	2022	0	0	0
	2023	0	1	+1
	2024	1	45	+44
<b>Company – Owned*</b>	2022	1	1	0
	2023	1	1	0
	2024	1	2	+1
<b>Total Outlets</b>	<b>2022</b>	<b>1</b>	<b>1</b>	<b>0</b>
	<b>2023</b>	<b>1</b>	<b>2</b>	<b>+1</b>
	<b>2024</b>	<b>2</b>	<b>47</b>	<b>+45</b>

**Table No. 2**  
**Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)**  
**For Years 2022 to 2024**

<b>Column 1 State</b>	<b>Column 2 Year</b>	<b>Column 3 Number of Transfers</b>
<b>None</b>	2022	0
	2023	0
	2024	0
<b>Total</b>	<b>2022</b>	<b>0</b>
	<b>2023</b>	<b>0</b>
	<b>2024</b>	<b>0</b>

**Table No. 3**  
**Status of Franchised Outlets**  
**For Years 2022 to 2024**

<b>Column 1 State</b>	<b>Column 2 Year</b>	<b>Column 3 Outlets at Start of Year</b>	<b>Column 4 Outlets Opened</b>	<b>Column 5 Terminations</b>	<b>Column 6 Non- renewals</b>	<b>Column 7 Reacquired by Franchisor</b>	<b>Column 8 Ceased Operations - Other Reasons</b>	<b>Column 9 Outlets at End of the Year</b>
Arizona	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1
Arkansas	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1
California	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	5	0	0	0	0	5