

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 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 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

Company-Controlled Franchise Data

The following financial data represents the performance of the franchise which operates as a company-controlled franchise. This company-controlled franchise provides training services and is controlled by us for use in pilot programs and development of operations and franchise system standards. It was in operation throughout all of 2024. It presents such data in the form of a Profit-Loss Report prepared on an accrual basis. This reflects its performance as an established outlet, and does not show expenses related to ramp-up, startup, or similar early-stage operations. It likewise reflects performance related to a territory which has unique location-specific aspects in the San Diego area, which may not all be replicated or representative of your operation in your territory.

Profit and Loss **1-800 Packouts San Diego** **January-December, 2024**

Distribution account	Total
Income	
Cleaning	3,435.57
Packout	688,326.08
Storage Onsite	294,661.18
Storage	730,916.49
Takeback	378,509.56
Specialty	<u>350,554.33</u>
Total for Income	\$2,446,403.21
Cost of Goods Sold	
Breakage	13,271.17
Job Materials Purchased	47,862.31
Other Job Related Costs	1,687.57
Subcontractors Expense	61,188.61
Tech Payroll Expenses	17.71
Taxes	27,281.03
Wages	<u>296,756.72</u>
Total for Tech Payroll Expenses	\$324,055.46
Total for Cost of Goods Sold	\$448,065.12

Gross Profit	\$1,998,338.09
Expenses	
Advertising & Marketing	<u>49,365.27</u>
Total for Advertising & Marketing	\$49,365.27
Auto	2,783.00
Bank Charges & Fees	1,536.17
Car & Truck	40,903.76
Contractors	32,195.01
Donations	1,945.91
Dues & subscriptions	167,825.39
Employee Benefits	5,725.54
Insurance	194,066.98
Interest Paid	708.91
Job Supplies	1,494.00
Legal & Professional Services	7,002.85
Meals & Entertainment	61,345.65
Office Hardware	979.42
Office Supplies & Software	30,839.51
Payroll Expenses	4,056.68
Company Contributions	0.00
Health Insurance	<u>5,464.77</u>
Total for Company Contributions	\$5,464.77
Taxes	20,193.45
Wages	<u>212,884.72</u>
Total for Payroll Expenses	\$233,078.17
QuickBooks Payments Fees	17,929.37
Reimbursable Expenses	292.00
Reimbursements	1,216.57
Rent & Lease	235,117.31
Repairs & Maintenance	16,914.74
Sales Referral	11,362.31
Taxes & Licenses	43,044.93
Textiles Costs	141,079.32
Travel	24,895.65
Uniforms	4,376.69
Utilities	<u>21,415.84</u>
Total for Expenses	1,358,961.72
Net Operating Income	\$639,376.37
Other Income	
Other Expenses	

Net Other Income	0.00
Net Income	\$639,376.37

Accrual Basis Wednesday, March 26, 2025 11:07 PM GMTZ

System-Wide Franchisee Data (Table 1)

The following financial data represents 16 franchisees with twelve or more months of operations and reported data who operated for all of 2024, with data excluded only from the locations who were not in operation for the full year in 2024 (total of 20). Of these 16 franchisees whose data is reported, each operated an average of 2.06 locations/units.

Table 1: Per Franchisee Performance

During the Fiscal Year ended December 31, 2024, the per-franchisee revenues* reflected the following:

*revenues includes all sales or revenues received, without any deductions.

Average Revenues	Median Revenues	High	Low	Number Exceeding Average	Percent Exceeding Average	Average Number of Locations/Units
\$1,983,853	\$819,532	\$9,120,164	\$222,419	4	25%	2.06

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

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

Other than the preceding financial performance representation, 1-800-Packouts 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 Stefan Figley, at 761 W. 1200 N., Ste 300, Springville UT 84663, (800) 722-5688, the Federal Trade Commission, and the appropriate state regulatory agencies.