

o. Franchisor's option to purchase developer's business	Not applicable	Not applicable
p. Death or disability of developer	Article 6	Interest must be assigned to approved buyer within 12 months
q. Non-competition covenants during the term of the franchise	Not applicable	Can't divert business or operate a Competitive Business anywhere
r. Non-competition covenants after the franchise is terminated or expires	Article 5	Includes prohibition on owning or operating a business, other than businesses operating for at least six months prior to your signing the Franchise Agreement, which sells similar services for three years and is located within 20 miles of any Business in the System
s. Modification of the agreement	Article 9	Must be in writing by both parties
t. Integration/merger clause	Article 6	Only the terms of the Development Agreement are binding (subject to applicable federal and/or state law). Any other promises may not be enforceable
u. Dispute resolution by arbitration or mediation	Article 8	Mediation and arbitration in the county where we have our headquarters (subject to state law)
v. Choice of forum	Article 9	Michigan (subject to state law)
w. Choice of law	Article 9	Michigan (subject to state law)

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 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.

This Item 19 includes a historical financial performance representation of existing Tommy's Express franchised outlets for the calendar year 2024. The sites are categorized based on their duration of operation, as follows: (i) open for more than 12 months but less than 24 months; (ii) open for more than 24 months but less than 36 months; (iii) open more than 36 months but less than 48 months; (iv) open more than 48 months but less than 60 months; and (v) open more than 60 months.

As of December 31, 2024, we had a total of 217 outlets open, of which 207 are franchised outlets. The financial performance of 42 franchised outlets has been excluded due to their operation duration being less than a full 12 months. Additionally, the financial performance of 10 corporate locations, as well as one

corporate location that was majority owned throughout the year and subsequently transferred to a franchisee, has also been excluded.

**TOMMY'S EXPRESS CAR WASH
GROSS SALES JAN. 1 – DEC. 31, 2024**

First Year Sites

(Outlets open more than 12 months but less than 24 months - must be open 12 full months in 2024)

Number of Outlets	Average Gross Sales¹	Median Gross Sales	Lowest Gross Sales	Highest Gross Sales
43	\$1,093,264	\$995,079	\$351,087	\$3,139,557

Second Year Sites

(Outlets open for 24 months but less than 36 months - must be open 12 full months in 2024)

Number of Outlets	Average Gross Sales¹	Median Gross Sales	Lowest Gross Sales	Highest Gross Sales
43	\$1,603,302	\$1,596,436	\$368,715	\$3,120,435

Third Year Sites

(Outlets open for 36 months but less than 48 months - must be open 12 full months in 2024)

Number of Outlets	Average Gross Sales¹	Median Gross Sales	Lowest Gross Sales	Highest Gross Sales
28	\$1,876,137	\$1,817,593	\$984,829	\$3,375,173

Fourth Year Sites

(Outlets open for 48 months, but less than 60 months - must be open 12 full months in 2024)

Number of Outlets	Average Gross Sales¹	Median Gross Sales	Lowest Gross Sales	Highest Gross Sales
25	\$2,028,912	\$1,731,858	\$932,682	\$4,267,227

Fifth Year + Sites

(Outlets open for 60 months or more - must be open 12 full months in 2024)

Number of Outlets	Average Gross Sales¹	Median Gross Sales	Lowest Gross Sales	Highest Gross Sales
25	\$2,204,358	\$2,108,433	\$663,968	\$4,135,566

All Sites Open Full Year

(Outlets open for 12 months or more - must be open 12 full months in 2024)

Number of Outlets	Average Gross Sales ¹	Median Gross Sales	Lowest Gross Sales	Highest Gross Sales
164	\$1,647,523	\$1,566,920	\$351,087	\$4,267,227

All Sites Open Before January 1, 2022

(Must be open 12 full months in 2024)

Number of Outlets	Lowest Gross Sales	First Quartile Gross Sales (25 th Percentile)	Median Gross Sales (50 th Percentile)	Third Quartile Gross Sales (75 th Percentile)	Highest Gross Sales
78	\$657,167	\$1,541,308	\$1,866,787	\$2,265,150	\$4,154,928

As noted above, of the 25 outlets that have been open for 60 months or more, and operated continuously throughout 2024, 19 outlets had been open for a period ranging from 60 to 72 months (the "Fifth Year Outlets"), and 6 outlets had been open for at least 72 months (the "Sixth Year Outlets"). The Average Gross Sales of the Fifth Year Outlets was \$2,000,940, while the Average Gross Sales for the Sixth Year Outlets was \$2,848,516.

¹ "Gross Sales" is all revenue, less any returns or credits, from the sale of all products and services and all other income of every kind and nature at or from the Franchised Business or otherwise related to the Franchised Business, including any proceeds from business interruption insurance, whether for cash or credit, and regardless of collection in the case of credit. "Gross Sales" does not include any sales taxes or any customer refunds or adjustments. Gross Sales does not reflect the cost of sales, operating expenses, royalty fees, marketing fees, or other costs or expenses that must be deducted from gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating a Tommy's Express business. Franchisees or former franchisees listed in this Disclosure Document may be one source of this information.

With regards to costs and expenses, we closely monitor cost of goods wash expenses. These expenses are chemical costs (soap, detergents, tire shine, etc.) Repair & Maintenance, Utilities, Customer Claims and Labor. The table below reflects corresponding Costs of Goods expenses for the first, second, third, fourth and five year sites described above. Note: Utilities sub accounts are calculated based on historical average dispersion of the utilities account.

	1st Year Sites		2nd Year Sites		3rd Year Sites		4th Year Sites		5th+ Year sites	
COGS										
Detergents	\$ 70,590	6.46%	\$ 84,212	5.25%	\$ 98,436	5.25%	\$ 100,028	4.93%	\$ 126,645	5.75%
Customer Claims	\$ 6,858	0.63%	\$ 9,760	0.61%	\$ 13,139	0.70%	\$ 11,591	0.57%	\$ 15,167	0.69%
Labor	\$ 324,246	29.66%	\$ 355,676	22.18%	\$ 344,013	18.34%	\$ 387,733	19.11%	\$ 428,260	19.43%
Repairs & Maintenance	\$ 51,056	4.67%	\$ 104,488	6.52%	\$ 124,211	6.62%	\$ 154,526	7.62%	\$ 165,087	7.49%
Utilities Total	\$ 128,392	11.74%	\$ 161,525	10.07%	\$ 178,624	9.52%	\$ 177,660	8.76%	\$ 201,262	9.13%
Waste Removal	\$ 3,553	0.32%	\$ 4,517	0.28%	\$ 4,488	0.24%	\$ 4,529	0.22%	\$ 5,570	0.25%
Communications	\$ 5,014	0.46%	\$ 4,833	0.30%	\$ 5,407	0.29%	\$ 4,496	0.22%	\$ 7,859	0.36%
Gas	\$ 12,606	1.15%	\$ 16,071	1.00%	\$ 16,350	0.87%	\$ 16,234	0.80%	\$ 19,761	0.90%
Sewer	\$ 12,255	1.12%	\$ 28,602	1.78%	\$ 29,650	1.58%	\$ 18,194	0.90%	\$ 19,210	0.87%
Water	\$ 51,623	4.72%	\$ 60,323	3.76%	\$ 73,820	3.93%	\$ 75,176	3.71%	\$ 80,921	3.67%
Electric	\$ 43,342	3.96%	\$ 47,179	2.94%	\$ 48,909	2.61%	\$ 59,031	2.91%	\$ 67,941	3.08%

Other operational expenses include cost of merchandise, credit card charges, G&A expenses, property taxes, advertising, computer and technology costs, insurance, works compensation, health insurance costs, payroll taxes, supplies, bank charges, team member uniforms, hiring & recruiting costs, permits & licenses, training, transportation, royalty and brand fund.

	1st Year Sites		2nd Year Sites		3rd Year Sites		4th Year Sites		5th+ Year sites	
Other										
Local Marketing	\$ 44,899	4.11%	\$ 31,762	1.98%	\$ 31,789	1.69%	\$ 40,970	2.02%	\$ 29,938	1.36%
Credit Card Fees	\$ 19,219	1.76%	\$ 33,578	2.09%	\$ 37,881	2.02%	\$ 35,074	1.73%	\$ 40,306	1.83%
Property Tax	\$ 31,401	2.87%	\$ 44,097	2.75%	\$ 47,807	2.55%	\$ 42,762	2.11%	\$ 30,102	1.37%
P&C Insurance	\$ 25,029	2.29%	\$ 22,591	1.41%	\$ 20,361	1.09%	\$ 25,570	1.26%	\$ 32,021	1.45%
Technology Costs	\$ 4,680	0.43%	\$ 4,680	0.29%	\$ 4,680	0.25%	\$ 4,680	0.23%	\$ 4,680	0.21%
Bank Charges	\$ 2,025	0.19%	\$ 1,852	0.12%	\$ 3,250	0.17%	\$ 1,729	0.09%	\$ 3,219	0.15%
Payroll Taxes	\$ 27,103	2.48%	\$ 31,126	1.94%	\$ 30,709	1.64%	\$ 31,574	1.56%	\$ 35,618	1.62%
Workers Compensation	\$ 4,923	0.45%	\$ 5,746	0.36%	\$ 4,853	0.26%	\$ 9,626	0.47%	\$ 6,304	0.29%
Health Insurance	\$ 11,771	1.08%	\$ 10,194	0.64%	\$ 8,258	0.44%	\$ 9,057	0.45%	\$ 17,727	0.80%
Team Member Uniforms	\$ 1,852	0.17%	\$ 2,834	0.18%	\$ 1,871	0.10%	\$ 2,158	0.11%	\$ 2,518	0.11%
Hiring & Recruiting	\$ 1,689	0.15%	\$ 4,283	0.27%	\$ 5,304	0.28%	\$ 1,068	0.05%	\$ 2,397	0.11%
General Administrative	\$ 23,226	2.12%	\$ 30,860	1.92%	\$ 32,950	1.76%	\$ 35,238	1.74%	\$ 40,288	1.83%
Office Supplies	\$ 7,375	0.67%	\$ 7,741	0.48%	\$ 7,390	0.39%	\$ 15,389	0.76%	\$ 12,254	0.56%
Merchandise	\$ 7,329	0.67%	\$ 20,975	1.31%	\$ 14,119	0.75%	\$ 17,055	0.84%	\$ 20,582	0.93%
Permits & Licenses	\$ 408	0.04%	\$ 832	0.05%	\$ 577	0.03%	\$ 797	0.04%	\$ 1,560	0.07%
Professional Fees	\$ 6,109	0.56%	\$ 7,926	0.49%	\$ 10,972	0.58%	\$ 5,842	0.29%	\$ 8,013	0.36%
Brand Fund	\$ 10,933	1.00%	\$ 16,033	1.00%	\$ 18,761	1.00%	\$ 20,289	1.00%	\$ 22,044	1.00%
Royalty	\$ 43,731	4.00%	\$ 64,132	4.00%	\$ 75,045	4.00%	\$ 81,156	4.00%	\$ 88,174	4.00%
Training	\$ 5,203	0.48%	\$ 8,983	0.56%	\$ 7,052	0.38%	\$ 8,339	0.41%	\$ 9,722	0.44%
Transportation	\$ 5,800	0.53%	\$ 9,289	0.58%	\$ 8,114	0.43%	\$ 10,547	0.52%	\$ 12,593	0.57%

We offered the same services to the Franchised Businesses described in this statement. These Businesses offered the same products and services to the public as you will.

These outlets have earned these amounts. Your individual results may differ. There is no assurance that you will earn as much.

Tommy's Express businesses report gross sales information to us based upon a uniform reporting system. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request. The information presented above has not been audited.

Other than the preceding financial performance representation, Tommy's Express LLC does not make any financial 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 Ryan Essenburg at 648 South Point Ridge, Holland, Michigan, 49423, and (616) 834-0544, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20

OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
System wide Outlet Summary
For years 2022 to 2024