

**ITEM 19**  
**FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC 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 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 that 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.

The charts below provide certain historical Gross Consumer Sales information for Men In Kilts franchises located in the United States and Canada that were open and operating as of December 31, 2024 and who operated for at least 6 months of 2024.

As of December 31, 2024, there were 12 Men In Kilts franchises operating 23 Territories in the Men In Kilts U.S. franchise system and 12 Men In Kilts franchises operating 15 Territories in the Men In Kilts Canada franchise system. All of these franchises were operating in their territories for at least 6 months of 2024. Of the 12 Men In Kilts Canada franchises, 2 franchises operating 5 territories are owned and operated by our Brand Leader disclosed in Item 2. We have included the results of those franchises in the results of the Canadian franchises as disclosed below.

With respect to the Men In Kilts US franchise system, the numbers above exclude one franchise that permanently closed in 2024. This franchise was open for more than 12 months before closing. With respect to the Men In Kilts Canada franchise system, the numbers above exclude one franchise operating two territories that permanently closed in 2024. This franchise was open for 12 months before closing. Otherwise, we have included all franchises operating in each of the franchise systems as all franchises operated for more than 6 months in 2024.

The first of the Men In Kilts U.S. franchises was opened as a franchise in 2020 and the most recent was opened in 2022. The first of the Men In Kilts Canada franchises was opened as a franchise in 2011 and the most recent was opened in 2022.

This Item 19 is broken into 3 sections. Section A provides certain Gross Consumer Sales information for the 12-month period ended December 31, 2024 of the 12 Men In Kilts U.S. franchises as a group and then by franchise. Section B provides Gross Consumer Sales information for the 14 Men In Kilts Canada franchises as a group, including the 2 owned by the individual disclosed in Item 2. Section C provides this same Gross Consumer Sales Information (excluding the 2 franchises owned by the individual disclosed in Item 2) for those Canada franchises referred to in Section B that had been open and operating as MaidPro franchises for less than 10 years, and those that had been open and operating for more than 10 years, all as of December 31, 2024. This section also provides Gross Consumer Sales information for the 2 franchises owned by the individual disclosed in item 2.

## **2024 GROSS CONSUMER SALES INFORMATION**

### **UNITED STATES FRANCHISES**

#### **SECTION A - TOTAL GROSS CONSUMER SALES**

US Franchise	Average Gross Consumer Sales	Median Gross Consumer Sales	#/% of Franchises Equal to or Above Average Gross Consumer Sales	Highest and Lowest Gross Consumer Sales
12	\$185,097	\$397,548	4/33%	\$480,057/ \$56,064

### **GROSS CONSUMER SALES BY FRANCHISE**

Franchise	Gross Consumer Sales	Territories
Franchise No. 1	\$480,057	1
Franchise No. 2	\$464,439	3
Franchise No. 3	\$226,131	2
Franchise No. 4	\$196,265	1
Franchise No. 5	\$177,542	4
Franchise No. 6	\$176,210	1
Franchise No. 7	\$127,717	4
Franchise No. 8	\$93,996	1
Franchise No. 9	\$90,909	2
Franchise No. 10	\$70,102	1
Franchise No. 11	\$61,729	2
Franchise No. 12	\$56,064	1

## CANADIAN FRANCHISES

### SECTION B – TOTAL GROSS CONSUMER SALES

Franchises <sup>1</sup>	Average Gross Consumer Sales	Median Gross Consumer Sales	#/% of Franchises Equal to or Above Average Gross Consumer Sales	Highest and Lowest Gross Consumer Sales
14	\$801,783	\$598,211	5 / 36%	\$3,017,888 / \$100,219

1. As discussed above, we have included 2 franchises operating 5 territories that are owned and operated by our Brand Leader disclosed Item 2. The Gross Consumer Sales information for these 2 franchises can be found in the last chart to Section C and are referred to as the “Owned Outlets”.

### SECTION C - GROSS CONSUMER SALES – FRANCHISES OPEN LESS THAN 10 YEARS

Year Opened	Gross Consumer Sales	Territories
2017	\$1,334,287	1
2017	\$746,210	1
2016	\$616,099	1
2020	\$580,323	1
2022	\$364,596	4
2017	\$314,852	1
2016	\$288,536	1
2015	\$233,792	1
Average Gross Consumer Sales: \$559,837		
#/% of Franchises that Met or Exceed Average: 4 / 50%		
High/Low Gross Consumer Sales: \$1,334,287 / \$233,792		
Median Gross Consumer Sales: \$472,459		

## 2024 GROSS CONSUMER SALES – FRANCHISES OPEN MORE THAN 10 YEARS

Year Opened	Gross Consumer Sales	Territories
2012*	\$3,017,888	1
2014	\$1,162,585	1
2013	\$821,081	1
2011	\$100,219	1
Average Gross Consumer Sales: \$1,275,443		
#/% of Franchises that Met or Exceed Average: 1 / 25%		
High/Low: \$3,017,888 / \$100,219		
Median Gross Consumer Sales: \$991,833		

\*This franchise was converted to a Men In Kilts franchise in 2012. It had been in operation since 1992.

## 2024 GROSS CONSUMER SALES – OWNED OUTLETS

Year Opened	Gross Consumer Sales	Territories
2011*	\$1,258,624	4
2017	\$385,876	1
Average Gross Consumer Sales: \$822,250		
#/% of Franchises that Met or Exceed Average: 1 / 50%		
High/Low: \$1,258,624 / \$385,876		
Median Gross Consumer Sales: \$822,250		

\*This franchise was converted to a Men In Kilts franchise in 2011. It had been in operation since 2002.

## **NOTES TO THIS ITEM 19**

1. US franchise Gross Consumer Sales are stated in US Dollars.
2. Gross Consumer Sales of the Men In Kilts Canada franchises are stated in Canadian Dollars.
3. The dollar amounts shown in the charts above have been rounded to the nearest dollar and percentages to the nearest whole percent.
4. Both the US franchises and the Canada franchises provided substantially similar products and services which are the same as the products and services you will be providing in your Franchised Business.
5. The Gross Consumer Sales information in this Item 19 was provided by the US franchises. The information regarding the Canadian franchises was provided by Men In Kilts Canada Inc., our affiliate and the franchisor of the Men In Kilts brand in Canada.
6. Franchises operating in more than one territory do not separate their revenue among territories when reporting it to us so it is combined in the charts above.

**Some US and Canadian Men In Kilts Franchises have sold these amounts. Your individual results may differ. There is no assurance that you will sell as much.**

Written substantiation for the financial performance representations in this Item 19 will be made available to you in writing, upon reasonable request.

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 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 Kelli Schroeder, 77 North Washington Street, Boston, MA 02114, (617) 997-4729, the Federal Trade Commission, and the appropriate state regulatory agencies.

## **ITEM 20** **OUTLETS AND FRANCHISEE INFORMATION**

All of the information in the tables below is as of December 31 of the applicable year.

The tables below contain information for both the Men In Kilts US franchise system and the Men In Kilts Canada franchise system. As discussed in Item 1 and 19, the Canadian franchise system is owned and operated by our affiliate Men In Kilts Canada Inc. and the information below regarding the Canadian franchise system was provided by our affiliate. All of the information contained in the tables below is denoted as U.S. when referring to the U.S. franchises and franchise system and as CN when referring to the Canadian franchises and franchise system. We believe that the businesses operated by franchises in each