

ITEM 19
FINANCIAL PERFORMANCE REPRESENTATION

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.

In this Item, we present historical information for DRYMEDIC Franchised Businesses for the 2024 fiscal year. The explanatory notes following the tables are an important part of the information presented. As of December 31, 2024, we had 40 franchisees operating in 67 Territories.

Tables 1 and 2 present information on 21 franchisees (representing 35 Territories) that were in operation for the entire 2024 fiscal year. 14 franchisees (representing 14 Territories) operated under the STOP name in the 2024 fiscal year. Excluded from these tables are 3 franchisees (representing 3 Territories) that ceased operation during 2024, 3 franchisees (representing 5 Territories) that did not report Gross Revenue for the entire 2024 fiscal year, and 16 franchisees (representing 27 Territories) that opened in 2024 and therefore did not operate for the entire 2024 fiscal year. See Note 2 in Table 1 for the definition of “Gross Revenue”.

TABLE 1
GROSS REVENUE BY TERRITORY, BY QUARTILE
(For the Fiscal Year Ended December 31, 2024)

Quartile ⁽¹⁾	Number of Franchisees in Group	Number of Territories in Group	Aggregate Territory Gross Revenue for Group ⁽²⁾	Average Territory Gross Revenue in Group ⁽²⁾⁽³⁾	Highest Territory Gross Revenue in Group ⁽²⁾	Lowest Territory Gross Revenue in Group ⁽²⁾	Median Territory Gross Revenue in Group ⁽²⁾	Number of Territories Exceeding Group Average ⁽³⁾	Percent of Territories Exceeding Group Average ⁽³⁾
Top 25%	6	6	\$12,911,128	\$2,151,855	\$3,125,831	\$1,331,759	\$1,895,901	2	33%
2nd Quartile	5	9	\$8,411,086	\$934,565	\$1,220,171	\$653,118	\$746,082	4	44%
3rd Quartile	5	9	\$3,003,633	\$333,737	\$639,035	\$202,904	\$366,645	3	33%
Bottom 25%	5	11	\$799,268	\$72,661	\$188,934	\$36,189	\$64,772	3	27%
TOTALS	21	35	\$25,125,114	\$717,860	\$3,125,831	\$36,189	\$653,118	12	34%

Notes:

- (1) The Table reports 21 franchisees, ranked in order of highest Average Gross Revenue Per Territory to lowest Average Gross Revenue per Territory.
- (2) Total Gross Revenue of the Territories in the quartile, as reported by those franchisees. The term “Gross Revenue” means all revenue from products and services sold, rendered, invoiced, billed, performed, bartered or traded from and all other income of every kind related to the Franchised Business, whether for cash, credit, trade, barter or other value and regardless of collection in the

case of credit and even if you have contracted with third parties to provide certain of the services, less any bona fide refunds given to customers in the ordinary course of business. Gross Revenue also includes amounts billed to insurance or government programs. “Gross Revenue” includes all revenue related to the sale of any products and the performance of any services (whether or not the products or services are approved by Franchisor) that are provided using any portion of the Franchised Business in any manner, including the Marks (such as service vehicles, invoices, and uniforms bearing the Marks), the System, Confidential Information, any of the employees of the Franchised Business, or the telephone number of the Franchised Business. “Gross Revenue” is not reduced on account of any fees or commissions you pay to third parties who refer customers. “Gross Revenue” does not include any sales taxes or other taxes you collect from customers and pay directly to the appropriate taxing authority. We reserve the right to modify our policies and practices regarding revenue recognition, revenue reporting, and the inclusion or exclusion of certain revenue from “Gross Revenue” as circumstances, business practices, and technology change.

- (3) The averages reported in the table are calculated by dividing the Aggregate Gross Revenue by the number of the Territories in the respective quartile.

TABLE 2
GROSS REVENUE OF FRANCHISEES, BY QUARTILE
(For the Fiscal Year Ended December 31, 2024)

Quartile	Number of Franchisees in Group	Number of Territories in Group	Aggregate Gross Revenue for Group ⁽¹⁾	Average Gross Revenue for Group ⁽²⁾	Highest Gross Revenue in Group	Lowest Gross Revenue in Group	Median Gross Revenue in Group ⁽³⁾	Number of Franchisees Exceeding Group Average ⁽²⁾	Percent of Franchisees Exceeding Group Average ⁽²⁾
Top 25%	6	6	\$16,460,052	\$2,743,342	\$4,880,683	\$1,613,007	\$2,510,532	3	50%
2nd Quartile	5	9	\$5,020,658	\$1,004,132	\$1,332,772	\$746,082	\$811,614	2	40%
3rd Quartile	5	9	\$2,845,136	\$569,027	\$653,118	\$366,645	\$633,269	3	60%
Bottom 25%	5	11	\$799,268	\$159,854	\$279,606	\$48,822	\$188,934	3	60%
TOTALS	21	35	\$25,125,114	\$1,196,434	\$4,880,683	\$48,822	\$746,082	8	38%

Notes:

- (1) Total Gross Revenue of the franchisees in the quartile, as reported by those franchisees. See Note 2 to Table 1 for definition of Gross Revenue.
- (2) The averages reported in the Table are per franchisee, not per Territory. “**Franchisee**” refers to the business entity that signed the Franchise Agreement; some franchisees are under common ownership by the same individual or group of individuals.
- (3) The medians reported in the Table are per franchisee, not per Territory.

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

The financial information we utilized in preparing the financial performance representations in Tables 1 and 2 was based on information reported to us by franchisees.

Written substantiation for these financial performance representations will be made available to you upon reasonable request.

Other than the preceding financial performance representations, we do not make any representations. 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 Jordan Wilson, STOP Franchising SPE LLC, 7120 Samuel Morse Drive, Suite 300, Columbia, Maryland, 21046 and (410) 740-1900, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE 1
Systemwide Outlet Summary
For Years 2022 to 2024 ⁽¹⁾⁽²⁾⁽³⁾

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	28	27	-1
	2023	27	43	+16
	2024	43	67	+24
Company Owned	2022	6	16	+10
	2023	16	22	+6
	2024	22	22	0
TOTALS	2022	34	43	+9
	2023	43	65	+22
	2024	65	89	+24

Notes to all Item 20 Tables:

- (1) Our fiscal year end is December 31. The figures in the tables are based on fiscal years ending on December 31 of each year.
- (2) The figures are for the number of territories in operation at year-end. Each franchise territory has a separate Franchise Agreement.
- (3) As of December 31, 2024, there were 40 franchisees in operation; the number of territories in operation for each franchisee is shown in Exhibit F. See Table 5 below regarding territories that were not yet in operation under Franchise Agreements that had been signed as of year-end.