

Provision	Section in Franchise Agreement	Summary
		applicable franchise laws of other states.

## ITEM 18: PUBLIC FIGURES

We do not use any public figures to promote the sale of our franchises to prospective franchisees.

## 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 master franchisee's business 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 master franchise territory under particular circumstances.

These fees were reported to us for the fiscal year 2024. The financial information from our affiliate-operated Master Franchise Business located in Charlotte, North Carolina are collected from our own internal reporting of gross sales in the same manner as that obtained by the Master Franchise Owners set forth in the chart below. We have included the results of our Master Franchise Business that are owned and managed by us or our affiliate(s) with the results of the master franchises owned by individual Master Franchise Owners.

The operation of a Master Franchise that is owned by a Master Franchise Owner is operated in the same manner that we operate our master franchises. Our Master Franchise Owners account for the fees received by the Master Franchise Owner from the sale of Unit Franchises and their operations in the same manner as we do. Specifically, we account for our revenues for our master franchises in the same manner as our Master Franchise Owners. We also use the same methods as our Master Franchise Owners to solicit clients for unit franchisees.

We have grouped each Master Franchise Owner by the market in which it operates its Master Franchise Business. Each territory is granted to the Master Franchise Owner based on the population of the market granted.

STATEMENT OF GROSS PROFITS FOR MASTER FRANCHISEES IN DESIGNATED MARKETS SET FORTH BELOW. EACH MASTER FRANCHISE REPRESENTED BELOW HAS BEEN OPERATING FOR AT LEAST ONE YEAR, AND WE HAVE EXCLUDED THREE MASTER FRANCHISE WHICH HAS BEEN OPERATING FOR LESS THAN ONE YEAR AS OF DECEMBER 31, 2024. THE TABLE ALSO INCLUDES THE NUMBER OF ACTIVE FRANCHISES WITHIN THE TERRITORY OF A MASTER FRANCHISEE AND A CALCULATION OF THE GROSS PROFITS PER FRANCHISEE THAT THE MASTER FRANCHISEE REALIZED IN FISCAL YEAR 2024. WE HAVE ALSO INCLUDED THE AVERAGE OF THE GROSS PROFITS PER MASTER FRANCHISEE.

### System-Wide

	Total Gross Billings <sup>1</sup>	Total Service Revenue <sup>2</sup>	Total Service Revenue Fees <sup>3</sup>	Unit Franchise Fees <sup>4</sup>	Periodic Services Gross Profit <sup>5</sup>	Supplies Sales Gross Profit <sup>6</sup>	Total Gross Profit <sup>7</sup>
Charlotte, NC*	\$4,717,625	\$4,011,839	\$1,125,746	\$164,969	\$141,231	\$39,645	\$1,352,514
Atlanta, GA	\$2,642,697	\$2,294,725	\$580,069	\$59,595	\$79,623	\$34,497	\$753,784
Nashville/Chattanooga, TN	\$2,334,226	\$2,172,740	\$651,682	\$69,339	\$33,193	\$11,824	\$766,038
Raleigh, NC	\$2,307,230	\$1,989,695	\$548,707	\$60,535	\$6,972	\$52,030	\$668,244
Greensboro, NC	\$2,311,937	\$2,014,118	\$580,307	\$11,772	\$37,074	\$11,397	\$640,550

Lancaster, PA	\$1,681,433	\$1,615,518	\$357,342	\$79,653	\$19,775	\$0	\$456,770
Houston, TX	\$1,302,172	\$1,205,530	\$317,475	\$62,271	\$25,166	\$44	\$404,956
Greenville, SC	\$571,087	\$462,163	\$95,854	\$19,065	\$28,936	\$3,480	\$147,335
Jacksonville, FL	\$434,735	\$420,229	\$130,497	\$0	\$36,111	\$272	\$156,437
Salt Lake City, UT	\$399,353	\$379,228	\$97,599	\$13,400	\$3,566	\$2,294	\$116,859
Fort Lauderdale, FL	\$266,009	\$261,043	\$47,198	\$17,735	\$1,890	\$417	\$67,240
<b>Total</b>	\$18,968,504	\$16,826,828	\$4,532,476	\$558,334	\$413,536	\$155,900	\$5,530,727
<b>Average</b>	\$1,724,409	\$1,529,712	\$412,043	\$50,758	\$37,594	\$14,173	\$502,793
<b>Median</b>	\$1,681,433	\$1,615,518	\$357,342	\$59,595	\$28,936	\$3,480	\$456,770
<b>Percentage of Outlets that Met or Exceeded the Average</b>	45%	55%	45%	55%	18%	23%	45%

Top 50%

	<b>Total Gross Billings<sup>1</sup></b>	<b>Total Service Revenue<sup>2</sup></b>	<b>Total Service Revenue Fees<sup>3</sup></b>	<b>Unit Franchisee Fees<sup>4</sup></b>	<b>Periodic Services Gross Profit<sup>5</sup></b>	<b>Supplies Sales Gross Profit<sup>6</sup></b>	<b>Total Gross Profits<sup>7</sup></b>
Charlotte, NC*	\$4,717,625	\$4,011,839	\$1,125,746	\$164,969	\$141,231	\$39,645	\$1,352,514
Atlanta, GA	\$2,642,697	\$2,294,725	\$580,069	\$59,595	\$79,623	\$34,497	\$753,784
Nashville/Chattanooga, TN	\$2,334,226	\$2,172,740	\$651,682	\$69,339	\$33,193	\$11,824	\$766,038
Raleigh, NC	\$2,307,230	\$1,989,695	\$548,707	\$60,535	\$6,972	\$52,030	\$668,244
Greensboro, NC	\$2,311,937	\$2,014,118	\$580,307	\$11,772	\$37,074	\$11,397	\$640,550
Lancaster, PA	\$1,681,433	\$1,615,518	\$357,342	\$79,653	\$19,775	\$0	\$456,770
<b>Total</b>	\$15,995,148	\$14,098,635	\$3,843,853	\$445,863	\$317,868	\$149,393	\$4,637,900
<b>Average</b>	\$2,665,858	\$2,349,773	\$640,642	\$74,311	\$52,978	\$24,899	\$772,983
<b>Median</b>	\$2,323,082	\$2,093,429	\$580,188	\$64,937	\$35,134	\$23,161	\$711,014
<b>Percentage of Outlets that Met or Exceeded the Average</b>	17%	17%	33%	33%	33%	50%	17%

Bottom 50%

	<b>Total Gross Billings<sup>1</sup></b>	<b>Total Service Revenue<sup>2</sup></b>	<b>Total Service Revenue Fees<sup>3</sup></b>	<b>Unit Franchisee Fees<sup>4</sup></b>	<b>Periodic Services Gross Profit<sup>5</sup></b>	<b>Supplies Sales Gross Profit<sup>6</sup></b>	<b>Total Gross Profit<sup>7</sup></b>
Houston, TX	\$1,302,172	\$1,205,530	\$317,475	\$62,271	\$25,166	\$44	\$404,956
Greenville, SC	\$571,087	\$462,163	\$95,854	\$19,065	\$28,936	\$3,480	\$147,335
Jacksonville, FL	\$434,735	\$420,229	\$130,497	\$0	\$36,111	\$272	\$156,437
Salt Lake City, UT	\$399,353	\$379,228	\$97,599	\$13,400	\$3,566	\$2,294	\$116,859
Fort Lauderdale, FL	\$266,009	\$261,043	\$47,198	\$17,735	\$1,890	\$417	\$67,240
<b>Total</b>	\$4,654,789	\$4,343,711	\$1,045,965	\$192,124	\$115,443	\$6,507	\$1,349,597
<b>Average</b>	\$775,798	\$723,952	\$174,328	\$32,021	\$19,241	\$1,085	\$224,933
<b>Median</b>	\$502,911	\$441,196	\$114,048	\$18,400	\$22,470	\$345	\$151,886
<b>Percentage of Outlets that Met or Exceeded the Average</b>	39%	33%	33%	33%	67%	33%	33%

<sup>1</sup> Total Gross Billings includes, for the period of January 1, 2024, to December 31, 2024, all revenue for any cleaning or maintenance services, whether for contractual services, initial cleans, one-time cleaning services, extra work performed, and/or any other revenue related to, connected with, or derived from the provision of any janitorial, cleaning, and maintenance services, including commercial, industrial, institutional and other services,

whether such services are provided by the Unit Franchise Owners or sub-contractors. It also includes any sales of supplies, equipment, or other goods by the Master Franchisor.

<sup>2</sup> Total Service Revenue includes, for the period of January 1, 2024 to December 31, 2024, all revenue derived from the provision of any contractual janitorial, cleaning, and maintenance services, including commercial, industrial, institutional and other services, whether such services are provided by the Unit Franchise Owners or sub-contractors

<sup>3</sup> Total Service Revenue Fees is the total amount received by the Master Franchise Owner paid by its Unit Franchise Owners for Royalty Fees, Accounting Management Fees, Revenue Replacement Fees, Insurance Fees and Franchise Fees. On every transaction that a Unit Franchise Owner generates, the Master Franchise Owner will receive a Royalty Fee (9%), an Accounting and Management Fee (8%), an (optional) Revenue Replacement Fee (9%), and an (optional) Insurance Fee (4%).

<sup>4</sup> Unit Franchisee Fees include Initial Business Franchise Fees as well as (optional) Business Procurement Fees. Under the Unit Franchise Agreement, Master Franchise Owners may offer Unit Franchise Owners the opportunity to perform additional janitorial services to Master Franchise Owners' customers after the Initial Business obligation of Master Franchise Owners are fulfilled ("Additional Business"). In the event a Unit Franchise Owner accepts the Master Franchise Owner's offer of such Additional Business, the Unit Franchise Owner is required to pay a Business Procurement Fee calculated as twice the gross monthly revenues represented by the Additional Business, in addition to Royalty Fees, Revenue Replacement Fees (optional), Accounting-Cash Flow Assistance Plan and optional fees under the Insurance Plan on gross monthly revenues represented by the Additional Business.

<sup>5</sup> Periodic Services Gross Profit includes, for the period of January 1, 2024 to December 31, 2024, all billable and contractual periodic revenue, less the direct expenses paid to Unit Franchise Owners, sub-contractors, and/or other vendors for services and/or floorwork supplies.

<sup>6</sup> Supplies Sales Gross Profit includes, for the period of January 1, 2024 to December 31, 2024, all customer billable and contractual supplies revenue, less the direct expenses paid to vendors for those supplies. It does not include the initial equipment package (see Item 7, Note 4 in Unit Franchise FDD) nor any supplies provided to Unit Franchise Owners.

<sup>7</sup> Total Gross Profit is the sum of the Total Service Revenue Fees, Franchisee Fees, Periodic Services Gross Profit, and Supplies Sales Gross Profit. Total Gross Profit does not include any sales taxes that may be required to be paid, depending upon the market where the Master Franchise is located, nor does it reflect the payment of any fees paid to the Franchisor or the Master Franchise Owner's annual administrative expenses in operating its Master Franchise.

In this table we included both our company owned master franchises as well as master franchises that are owned by individual master franchisees. Our company owned master franchises are noted by \* and are located in the Charlotte, North Carolina market.

**Some outlets have earned this amount. Your individual results may differ. There is no assurance you will earn 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, we do 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 (location), however, we may provide you with the actual records of that outlet (location). 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 Jack Saumby, 1057 Red Ventures Drive, Suite 165, Fort Mill, South Carolina 29707, 804-548-6121, the Federal Trade Commission and the appropriate state regulatory agencies.

## **ITEM 20: OUTLET AND FRANCHISEE INFORMATION**

**Table No. 1**  
**System-wide MASTER Franchise Business Outlet Summary**  
**For Fiscal Years Ending 2022, 2023 and 2024\*(1)(2)**

(Column 1) Outlet Type	(Column 2) Year	(Column 3) Outlets at the Start of the Year	(Column 4) Outlets at the End of the Year	(Column 5) Net Changes
<b>Franchised Owned</b>	2022	10	10	0
	2023	10	10	0
	2024	10	14	+4
<b>Company-Operated</b>	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
<b>Total Outlets</b>	<b>2022</b>	<b>11</b>	<b>11</b>	<b>0</b>
	<b>2023</b>	<b>11</b>	<b>11</b>	<b>0</b>
	<b>2024</b>	<b>11</b>	<b>15</b>	<b>+4</b>

\*All Master Franchise Businesses were our direct franchisees.

1. This table includes all Master Franchises of Franchisor, Mint Condition Franchise Group, LLC.
2. "Company-operated" in this table refers to the Master Franchise business directly operated by Franchisor.

**Table No. 2**  
**Transfers of Master Franchised Businesses Outlets from Master**  
**Franchisees to New Owners (other than the Franchisor)**  
**For Fiscal Years Ending 2022, 2023 and 2024**

(Column 1) State	(Column 1) Year	(Column 1) Number of Transfers
Texas	2022	1
	2023	0
	2024	0
<b>Totals</b>	<b>2022</b>	<b>1</b>
	<b>2023</b>	<b>0</b>
	<b>2024</b>	<b>0</b>

**Table No. 3**  
**Status of Master Franchise Businesses Outlets**  
**For Fiscal Years Ending 2022, 2023 and 2024\***