

Provision	Section in Franchise or Other Agreement	Summary
		lacks jurisdiction, the state courts of the state and county where our headquarters is then located (subject to applicable state law).
w. Choice of law	FA: § 18.8 MUDA: Section 7	Minnesota (subject to applicable 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.

As of December 31, 2024, there were 15 locations in the Tumble Fresh franchise system, of which 13 were affiliate owned locations and 2 were franchised locations.

The information below is split into two Sections: Section A and Section B. Section A provides average annual revenue for 2024 for the 11 affiliate owned locations and the one franchised location that operated for the entire 12-month period ended December 31, 2024. We excluded two affiliate owned locations and one franchised location because they did not operate for the entire 12-month period ended December 31, 2024.

Section B provides average annual same store sales information for 2024 based on a comparison of revenue in 2024 and 2023 for this same group of Tumble Fresh Coin Laundry locations, except that we excluded the franchised location because it was not operated for the entire 12-month period ended December 31, 2024 as a franchised location.

All of these locations offered the same products and services that we would require a franchised location to offer. Some of the affiliate-owned locations offered additional services, but we have excluded the amounts paid for those services from the Revenue reported below for those

locations as a franchisee may not be able to provide those services based on applicable state law. Four of these locations also included a Pet Fresh Dog Wash either in-store or adjacent to the store. We have included Revenue attributable to the dog wash in the tables below, although a franchisee would not be required to operate a Pet Fresh Dog Wash from its location.

Section A – Average Annual Revenue – Affiliate and Franchised Locations

2024	Average	# / % of Locations at or above Average	Median	High	Low
Total Revenue	\$555,006.64	5 / 42%	\$512,390	\$815,967	\$377,693

Section B – 2024 Same Store Revenue Information – Affiliate Locations

Same Store Revenue Growth 2024 over 2023		# / % of Locations at or above Average
Average	8.32%	4 / 36%
High	19%	
Low	3.95%	
Median	7.23%	

Notes Applicable to this Item 19:

Of the 12 locations in the Section A subset, 10 are located in the Minneapolis, St. Paul metropolitan area, one is located in Minnesota outside of the Minneapolis, St. Paul metropolitan area, and one is located in Hudson, Wisconsin.

“Revenue” as used in this Item 19 has the same definition as Gross Sales in our franchise agreement. Gross Sales is the total dollar amount of all sales generated through the business including commissions generated by ATM and/or Bitcoin machines. Gross Sales excludes: (i) bona fide refunds to customers, (ii) sales taxes collected, (iii) sale of used equipment not in the ordinary course of business, and (iv) sales of prepaid cards or similar products (but the redemption of any such card or product would be included in Gross Sales).

The dollar amounts shown in this Item 19 have been rounded to the nearest dollar, the percentages have been rounded to the nearest whole percent.

Written substantiation for the data presented in this Item 19 will be made available to all prospective franchisees upon reasonable request.

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

Other than the preceding financial information, 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, 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 our management by contacting William Wallace, 7616 Currell Boulevard, Suite 100, Woodbury, Minnesota 55125, (651) 731-0515, 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 2024¹

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 Change
Franchised	2022	0	0	0
	2023	0	1	1
	2024	1	2	+1
Company-Owned ²	2022	12	12	0
	2023	12	11	-1
	2024	11	13	+2
Total Outlets	2022	12	12	0
	2023	12	12	0
	2024	12	15	+3

1. All numbers are as of December 31 of the applicable year.
2. These outlets are owned by our affiliate.