

Provision	Section in Franchise Agreement	Summary
u. Dispute resolution by arbitration or mediation	Sections 23.2, 23.3 and 23.4	<p>With the exception of actions for provisional relief, to collect fees due under the Franchise Agreement, to seek an injunction, to protect our intellectual property, to terminate the Franchise Agreement for default, and to enforce post-term obligations, we, you, and the Owners must arbitrate all disputes in Columbia, Maryland.</p> <p>All of these provisions are subject to state law in your state.</p>
v. Choice of forum	Section 23.6	<p>Subject to the arbitration requirement, you and the Owners must file any suit against us in federal court in the district where our headquarters is located at the time the suit is filed (currently Columbia, Maryland). We can sue you in federal or state court in the district where our headquarters is located at the time the suit is filed or where the Franchised Business is located. You and we both waive the right to trial by jury and the right to seek punitive damages.</p> <p>All of these provisions are subject to state law in your state.</p>
w. Choice of law	Section 23.1	Maryland law applies (subject to state law).

ITEM 18

PUBLIC FIGURES

We do not use any public figures to promote the sale of 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.

The tables below contain historical results for the calendar year 2024 and prior years of operations of THE JUNKLUGGERS Company-Owned Outlets (for purposes of Table 1) and Franchised Businesses, as reported to us by our franchisees. The explanatory notes following the tables are an important part of the information presented. The financial information in this Item from the period prior to December 30, 2022, was collected by our predecessors. As of December 31, 2024, there were 69 franchisees (representing 147 Territories) and 4 Company-Owned Outlets in operation (the “**Company-Owned Outlets**”).

TABLE 1
SYSTEMWIDE SALES

Table 1 sets forth the aggregate Gross Revenue (“**Systemwide Sales**”) reported to us and our predecessor from all franchisees and Company-Owned Outlets whose businesses were operational for any part of the year. See Note 1 to this table for the definition of “**Gross Revenue**.”

Year	2021	2022	2023	2024
All Franchised Businesses	\$29,671,884	\$47,945,060	\$50,077,114	\$51,352,754
All Company-Owned Outlets	\$10,890,552	\$11,486,794	\$12,646,972	\$13,252,005
Total Systemwide Sales	\$40,562,436	\$59,431,854	\$62,724,086	\$64,604,760
Year-over-Year Growth	107%	47%	6%	3%
Franchise Territory Count	96	122	143	173
Company-Owned Territory Count	4	4	4	4
Total Systemwide Territory Count	100	126	147	177

Note to Table 1:

- (1) The term “**Gross Revenue**” is generally defined in the applicable forms of franchise agreement as all revenue from the sale of products and services 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. Further, 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 us) 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. The Gross Revenue data for a franchisee may include sales in “open” Territory, that is, territory that had not been awarded to a franchisee.

TABLE 2
ACTIVE FRANCHISE REVENUE GROWTH
(In Business and Reporting as of December 31, 2021 to December 31, 2022,
December 31, 2022 to December 31, 2023, and December 31, 2023 to December 31, 2024)

Table 2 below shows the total Gross Revenue growth between calendar years (a) 2021 and 2022, (b) 2022 and 2023, and (c) 2023 and 2024 for the Territories that were in business and reporting revenue as of December 31st in both calendar years in the respective grouping. A Territory was considered in business as of December 31st if it reported Gross Revenue greater than \$0 during the month of December in both calendar years in the grouping. See Note 1 to Table 1 for the definition of “Gross Revenue.”

Year	Same Store Sales Total Gross Revenue	Year-over-Year Growth Percent	Same Store Sales Territory Count
Calendar Years 2021 and 2022			
2021	\$33,146,869	16%	41
2022	\$38,571,929		
Calendar Years 2022 and 2023			
2022	\$53,234,892	7%	83
2023	\$57,187,844		
Calendar Years 2023 and 2024			
2023	\$57,767,874	6%	97
2024	\$61,036,054		

TABLE 3
FRANCHISEE AVERAGE JOB SIZE
(For the Fiscal Year 2024)⁽¹⁾

Table 3 below presents information on 141 Territories operated by 65 franchisees that were in operation for any part of the 2024 fiscal year. See Note 1 to Table 1 for the definition of “Gross Revenue.”

	Number of Franchisees in Group	Number of Territories in Group	Average Job Size per Franchisee in Group	Median Average Job Size per Franchisee in Group	Highest Average Job Size per Franchisee in Group	Lowest Average Job Size per Franchisee in Group	Number of Franchisees Achieving or Exceeding Group Average	Percent of Franchisees Achieving or Exceeding Group Average
Top Third	22	47	\$801	\$709	\$1,657	\$586	5	23%
Middle Third	21	45	\$543	\$543	\$584	\$498	10	48%
Bottom Third	22	49	\$460	\$459	\$497	\$354	11	50%
TOTALS	65	141	\$606	\$543	\$1,657	\$354	20	31%

Notes to Table 3:

- (1) Table 3 reports the Average Job Size for 65 franchisees that operated in Territories that were in operation for any part of the 2024 fiscal year.
- (2) Some franchisees may have added Territories to and/or removed Territories from their existing operation during the 2024 fiscal year and those Territories have been included in this Table.

- (3) The “**Average Job Size**” was calculated by adding together the Gross Revenue of all jobs performed by franchisees in Territories that were operational for any part of the 2024 fiscal year and dividing the sum by the total number of jobs performed during the 2024 fiscal year.

TABLE 4
GROSS REVENUE OF FRANCHISEES

Tables 4-A, 4-B, and 4-C below present information on 65 franchisees (representing 114 Territories) that were in operation for the entire 2024 fiscal year. Excluded from these Tables are 4 franchisees (representing 7 territories) that opened during the 2024 fiscal year and 14 franchisees (representing 23 Territories) that ceased operations during the 2024 fiscal year. The included franchisees collectively added 26 Territories to their existing operations during the 2024 fiscal year and 1 of the included franchisees terminated 1 of their 4 Territories but remained in operation in the other 3 Territories; those new Territories are excluded from Tables 4-A, 4-B, 4-C, and 4-D. See Note 1 to Table 1 for the definition of “Gross Revenue.”

TABLE 4-A
GROSS REVENUE PER TERRITORY, BY THIRDS ⁽¹⁾
(For the Fiscal Year Ended December 31, 2024)

	Number of Franchises in Group	Number of Territories in Group	Average Gross Revenue Per Territory in Group	Median Gross Revenue of Territories in Group	Highest Gross Revenue of Territories in Group	Lowest Gross Revenue of Territories in Group	Number of Territories Achieving or Exceeding Group Average	Percent of Territories Achieving or Exceeding Group Average
Top Third	34	38	\$781,106	\$668,668	\$2,259,589	\$410,194	13	34%
Middle Third	22	38	\$277,022	\$262,765	\$403,548	\$183,581	16	42%
Bottom Third	9	38	\$108,056	\$110,288	\$175,344	\$16,201	21	55%
TOTALS	65	114	\$388,728	\$262,765	\$2,259,589	\$16,201	41	36%

Note to Table 4-A:

- (1) The Table reports on 114 Territories, ranked in order of Highest Average Gross Revenue per Territory to lowest Average Gross Revenue per Territory.

TABLE 4-B
GROSS REVENUE PER FRANCHISEE, BY THIRDS ⁽¹⁾
(For the Fiscal Year Ended December 31, 2024)

	Number of Franchisees in Group	Number of Territories in Group	Average Gross Revenue Per Franchisee in Group ⁽²⁾	Median Gross Revenue of Franchisees in Group ⁽³⁾	Highest Gross Revenue of Franchisees in Group	Lowest Gross Revenue of Franchisees in Group	Number of Franchisees Achieving or Exceeding Group Average	Percent of Franchisees Achieving or Exceeding Group Average
Top Third	22	43	\$1,346,540	\$1,042,920	\$3,623,199	\$770,253	6	27%
Middle Third	21	38	\$612,045	\$599,244	\$767,701	\$488,165	8	38%
Bottom Third	22	33	\$318,800	\$329,255	\$479,431	\$120,658	12	55%
TOTALS	65	114	\$761,391	\$599,244	\$3,623,199	\$120,658	24	37%

Notes to Table 4-B:

- (1) The Table reports on 65 franchisees ranked in order of highest Average Gross Revenue per franchisee to lowest Average Gross Revenue per franchisee.
- (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.

TABLE 4-C
FRANCHISEE COMMERCIAL REVENUE
PERCENTAGE OF GROSS REVENUE ⁽¹⁾
(For the Fiscal Year Ended December 31, 2024)

Average Franchisee Commercial Percentage ⁽²⁾	Median Franchisee Commercial Percentage	Highest Franchisee Commercial Percentage	Lowest Franchisee Commercial Percentage	Number of Franchisees Achieving or Exceeding Group Average	Percent of Franchisees Achieving or Exceeding Group Average
32%	31%	73%	11%	27	42%

Notes to Table 4-C:

- (1) The Table reports the average percentage of Gross Revenue for the 65 Franchisees in Table 4-B that was attributable to “**Commercial Revenue**,” defined as the Gross Revenue derived from commercial (i.e., non-residential) jobs in the 2024 fiscal year.

- (2) The Average Franchisee Commercial Percentage is calculated by (i) adding each franchisee's Commercial Revenue and dividing it by the franchisee's total Gross Revenue "**Commercial Percentage**", then (b) adding each franchisee's Commercial Percentage and dividing it by 65.

TABLE 4-D
FRANCHISEE COMMERCIAL REVENUE
AVERAGE COMMERCIAL REVENUE PER JOB ⁽¹⁾
(For the Fiscal Year Ended December 31, 2024)

Average Commercial Revenue Per Commercial Job ⁽²⁾	Median Commercial Revenue Per Commercial Job	Highest Commercial Revenue Per Commercial Job	Lowest Commercial Revenue Per Commercial Job	Number of Franchisees Achieving or Exceeding Group Average	Percent of Franchisees Achieving or Exceeding Group Average
\$816	\$748	\$3,277	\$307	26	40%

Notes to Table 4-D:

- (1) The Table reports the Average Commercial Revenue Per Commercial Job for the 65 Franchisees in Table 4-B in the 2024 fiscal year.
- (2) The Average Commercial Revenue Per Commercial Job is calculated by (i) adding each franchisee's Commercial Revenue and dividing it by the total number of commercial jobs performed by the franchisee ("**Commercial Revenue Per Commercial Job**"), then (ii) adding each franchisee's Commercial Revenue Per Commercial Job and dividing by 65.

* * *

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

Other than the data for the Company-Owned Outlets, the financial information we utilized in preparing the preceding financial performance representations 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, Junkluggers Franchising SPE LLC does not make any representation. 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 Junkluggers Franchising SPE LLC, 7120 Samuel Morse Drive, Suite 300, Columbia, Maryland 21046, (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) (4)}

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	95	115	+20
	2023	115	134	+19
	2024	134	147	+13
Company-Owned	2022	1	4	+3
	2023	4	4	0
	2024	4	4	0
TOTALS	2022	96	119	+23
	2023	119	138	19
	2024	138	151	13

Notes to all Item 20 Tables:

- (1) Our fiscal year ends December 31.
- (2) The figures are for the number of territories in operation at year-end. It is not uncommon for franchisees to own more than one Territory. Each franchise Territory has a separate Franchise Agreement.
- (3) As of December 31, 2024, there were 69 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.
- (4) As described in Item 1, we became the franchisor of the THE JUNKLUGGERS system on December 31, 2022. For each Table in this Item 20, the information relating to the period before that date is from our predecessor.