

## **Item19**

### **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 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.

#### **A. Reports on Gross Sales for the Period January 1, 2024 to December 31, 2024**

The sales figures listed below include average and median Gross Sales derived from historical operating results of the franchised businesses indicated for the time periods covered. We obtained these sales figures from information provided to us by our franchisees for the period from January 1, 2024 through December 31, 2024 (the “Full 2024 Reporting Period”).

On December 31, 2024, there were 162 U.S. PIRTEK Franchised Centers open and 138 were in continuous operation during the entire calendar year. The analysis set forth below is based on the average yearly gross sales and median sales for those 138 PIRTEK Centers for 2024. Of the 138 PIRTEK Centers open and in continuous operation as of December 31, 2024, 102 were Tier 1 Centers and 36 were Tier 2 Centers. The information provided in Tables 1 and 2 does not include data from 24 franchised businesses that opened during the year 2024 and therefore were not in operation for the Full 2024 Reporting Period. No U.S. franchises opened and closed during the 12 month period of the Full 2024 Reporting Period.

The following tables refer to “Gross Sales.” “Gross Sales” includes cash and credit sales as well as any goods or services received by the franchisee in exchange for goods and services sold at the PIRTEK Center. “Gross Sales” does not include sales or use taxes.

**TABLE 1**  
**Gross Sales**  
**Centers Operating for the Entire 2024 Calendar Year**

Table 1 provides Gross Sales for all 2024 Full Year Operational Centers, with a separate breakdown for Tier 1 Centers and Tier 2 Centers.

Type of Center	Number of Centers	Average Gross Sales	# and % of Centers that met or exceeded the average (Note 1)	Median Gross Sales
All Franchised Centers	138	\$1,072,875	61/44%	\$937,025

Type of Center	Number of Centers	Average Gross Sales	# and % of Centers that met or exceeded the average (Note 1)	Median Gross Sales
Tier 1 Centers	102	\$1,286,739	39/38%	\$1,133,899
Tier 2 Centers	36	\$466,926	13/36%	\$392,186

Note 1. The highest and lowest reported Gross Sales for the 138 operational PIRTEK Centers included in the average were \$3,471,639 and \$52,035, respectively. The highest and lowest reported Gross Sales for the 102 Tier 1 PIRTEK Centers included in the average were \$3,471,639 and \$297,980, respectively. The highest and lowest reported Gross Sales for the 36 Tier 2 PIRTEK Centers included in the average were \$1,392,577 and \$52,035, respectively.

**TABLE 2**  
**Gross Sales by “Time Period”**  
**for the Entire 2024 Calendar Year**

Table 2 provides Gross Sales for all 2024 Full Year Operational Centers separated by the number of years each Center has been in operation.

# of Full Calendar Years	Number of Centers	Average Gross Sales	High	Median	Low	Number & % Above Average	Number & % Below Average
5+*	80	\$1,378,459	\$3,471,639	\$1,231,883	\$265,577	35/44%	45/56%
3-4	24	\$738,576	\$1,283,883	\$729,077	\$163,288	12/50%	12/50%
1-2	34	\$589,829	\$1,755,729	\$498,980	\$52,035	14/41%	20/59%

\* The highest number of years of operation by a franchisee in this category is 26 years.

**B. Reports on Gross Sales for the Period January 1, 2023 to December 31, 2023**

The sales figures listed below include average and median Gross Sales derived from historical operating results of the franchised businesses indicated for the time periods covered. We obtained these sales figures from information provided to us by our franchisees for the period from January 1, 2023 through December 31, 2023 (the “Full 2023 Reporting Period”).

On December 31, 2023, there were 141 PIRTEK Centers open and 116 were in continuous operation during the entire calendar year. The information set forth below is based on the average yearly gross sales and median sales for those 116 PIRTEK Centers for 2023 (the “2023 Full Year Operational Centers”). The information provided in Tables 3 and 4 does not include data from 25 franchised businesses that opened during the year 2023 and therefore were not in operation for the Full 2023 Reporting Period. One business opened and closed during the 12 month period of the Full 2023 Reporting Period.

Of the 116 PIRTEK Centers open and in continuous operation as of December 31, 2023, 93 were Tier 1 Centers and 23 were Tier 2 Centers.

The following tables refer to “Gross Sales.” “Gross Sales” includes cash and credit sales as well as any goods or services received by the franchisee in exchange for goods and services sold at the PIRTEK Center. “Gross Sales” does not include sales or use taxes.

**TABLE 3**  
**Systemwide Gross Sales**  
**Centers Operating for the Entire 2023 Calendar Year**

Table 3 provides Gross Sales for all 2023 Full Year Operational Centers, with a separate breakdown for Tier 1 Centers and Tier 2 Centers.

Type of Center	Number of Centers	Average Gross Sales	# and % of Centers that met or exceeded the average (Note 1)	Median Gross Sales
All Franchised Centers	116	\$1,159,382	51/44%	\$1,068,512
Tier 1 Centers	93	\$1,318,314	41/44%	\$1,219,934
Tier 2 Centers	23	\$516,741	9/39%	\$466,834

Note 1. The highest and lowest reported Gross Sales for the 116 operational PIRTEK Centers included in the average were \$2,888,279 and \$158,464, respectively. The highest and lowest reported Gross Sales for the 93 Tier 1 PIRTEK Centers included in the average were \$2,888,279 and \$176,026, respectively. The highest and lowest reported Gross Sales for the 23 Tier 2 PIRTEK Centers included in the average were \$1,799,148 and \$158,464, respectively.

**TABLE 4**  
**Gross Sales by “Time Period”**  
**for the Entire 2023 Calendar Year**

Table 4 provides Gross Sales for all 2023 Full Year Operational Centers separated by the number of years each Center has been in operation.

<b># of Full Calendar Years</b>	<b>Number of Centers</b>	<b>Average Gross Sales</b>	<b>High</b>	<b>Median</b>	<b>Low</b>	<b>Number &amp; % Above Average</b>	<b>Number &amp; % Below Average</b>
5+*	73	\$1,411,222	\$2,888,279	\$1,305,927	\$176,026	32/44%	41/56%
3-4	19	\$876,327	\$1,436,216	\$718,065	\$166,109	9/47%	10/53%
1-2	24	\$617,451	\$1,799,148	\$574,880	\$158,464	9/38%	15/63%

\* The highest number of years of operation by a franchisee in this category is 25 years.

**C. Reports on Gross Profit for the Period January 1, 2024 to December 31, 2024**

The Gross Profit figures listed below include average and median Gross Profit derived from historical operating results of the franchised businesses indicated for the time periods covered. We obtained these figures from information provided to us by our franchisees for the period from January 1, 2024 through December 31, 2024 (the “Full 2024 Reporting Period”).

On December 31, 2024, there were 162 U.S. PIRTEK Franchised Centers open and 138 were in continuous operation during the entire calendar year. The analysis set forth below is based on the average yearly gross profit and median gross profit for those 138 PIRTEK Centers for 2024. Of the 138 PIRTEK Centers open and in continuous operation as of December 31, 2024, 102 were Tier 1 Centers and 36 were Tier 2 Centers. The information provided in Tables 5 and 6 does not include data from 24 franchised businesses that opened during the year 2024 and therefore were not in operation for the Full 2024 Reporting Period. No U.S. franchises opened and closed during the 12-month period of the Full 2024 Reporting Period.

The following tables refer to “Gross Profit.” “Gross Profit” is defined as Gross Sales minus Cost of Goods Sold. “Gross Sales” includes cash and credit sales as well as any goods or services received by the franchisee in exchange for goods and services sold at the PIRTEK Center. “Gross sales” does not include sales or use taxes. Cost of Goods Sold reported to us by the franchisees only includes the cost of product sold. No other allocations of Labor or Direct Cost are considered Cost of Goods Sold.

**TABLE 5**  
**Gross Profit**  
**Centers Operating for the Entire 2024 Calendar Year**

Table 5 provides Gross Profit for all 2024 Full Year Operational Centers, with a separate breakdown for Tier 1 Centers and Tier 2 Centers.

Type of Center	Number of Centers	Average Gross Profit	# and % of Centers that met or exceeded the average (Note 1)	Median Gross Profit
All Franchised Centers	138	\$800,980	57/41%	\$692,033
Tier 1 Centers	102	\$955,514	42/41%	\$865,910
Tier 2 Centers	36	\$363,132	13/36%	\$317,855

Note 1. The highest and lowest reported Gross Profit for the 138 operational PIRTEK Centers included in the average were \$2,607,093 and \$46,015, respectively. The highest and lowest reported Gross Profit for the 102 Tier 1 PIRTEK Centers included in the average were \$2,607,093 and \$166,214, respectively. The highest and lowest reported Gross Profit for the 36 Tier 2 PIRTEK Centers included in the average were \$1,032,847 and \$46,015, respectively.

**TABLE 6**  
**Gross Profit by “Time Period”**  
**for the Entire 2024 Calendar Year**

Table 6 provides Gross Profit for all 2024 Full Year Operational Centers separated by the number of years each Center has been in operation.

# of Full Calendar Years	Number of Centers	Average Gross Profit	High	Median	Low	Number & % Above Average	Number & % Below Average
5+*	80	\$1,026,166	\$2,607,093	\$956,079	\$155,562	33/41%	47/59%
3-4	24	\$556,299	\$947,919	\$588,884	\$127,690	13/54%	11/46%
1-2	34	\$443,845	\$1,106,963	\$366,480	\$46,015	14/41%	20/59%

\* The highest number of years of operation by a franchisee in this category is 26 years.

#### **D. Reports on Gross Profit for the Period January 1, 2023 to December 31, 2023**

The Gross Profit figures listed below include average and median Gross Profit derived from historical operating results of the franchised businesses indicated for the time periods covered. We obtained these figures from information provided to us by our franchisees for the period from January 1, 2023 through December 31, 2023 (the “Full 2024 Reporting Period”).

On December 31, 2023, there were 141 U.S. PIRTEK Franchised Centers open and 116 were in continuous operation during the entire calendar year. The analysis set forth below is based on the average yearly gross profit and median gross profit for those 116 PIRTEK Centers for 2023. Of the 116 PIRTEK Centers open and in continuous operation as of December 31, 2023, 93 were Tier 1 Centers and 23 were Tier 2 Centers. The information provided in Tables 7 and 8 does not include data from 25 franchised businesses that opened during the year 2023 and therefore were not in operation for the Full 2023 Reporting Period. No U.S. franchises opened and closed during the 12-month period of the Full 2023 Reporting Period.

The following tables refer to “Gross Profit.” “Gross Profit” is defined as Gross Sales minus Cost of Goods Sold. “Gross Sales” includes cash and credit sales as well as any goods or services received by the franchisee in exchange for goods and services sold at the PIRTEK Center. “Gross sales” does not include sales or use taxes. Cost of Goods Sold reported to us by the franchisees only includes the cost of product sold. No other allocations of Labor or Direct Cost are considered Cost of Goods Sold.

**TABLE 7**  
**Gross Profit**  
**Centers Operating for the Entire 2023 Calendar Year**

Table 7 provides Gross Profit for all 2023 Full Year Operational Centers, with a separate breakdown for Tier 1 Centers and Tier 2 Centers.

Type of Center	Number of Centers	Average Gross Profit	# and % of Centers that met or exceeded the average (Note 1)	Median Gross Profit
All Franchised Centers	116	\$884,061	49/42%	\$810,825
Tier 1 Centers	93	\$1,003,464	40/43%	\$916,330
Tier 2 Centers	23	\$401,259	9/39%	\$344,615

Note 1. The highest and lowest reported Gross Profit for the 116 operational PIRTEK Centers included in the average were \$2,189,753 and \$53,413, respectfully. The highest and lowest reported Gross Profit for the 93 Tier 1 PIRTEK Centers included in the average were

\$2,189,753 and \$149,497, respectively. The highest and lowest reported Gross Profit for the 23 Tier 2 PIRTEK Centers included in the average were \$1,383,930 and \$53,413, respectively.

**TABLE 8**  
**Gross Profit by “Time Period”**  
**for the Entire 2023 Calendar Year**

Table 8 provides Gross Profit for all 2023 Full Year Operational Centers separated by the number of years each Center has been in operation.

# of Full Calendar Years	Number of Centers	Average Gross Profit	High	Median	Low	Number & % Above Average	Number & % Below Average
5+*	73	\$1,071,692	\$2,189,753	\$998,442	\$149,497	34/47%	39/53%
3-4	19	\$654,738	\$1,197,497	\$612,098	\$53,413	9/47%	10/53%
1-2	24	\$494,898	\$1,383,930	\$453,602	\$124,704	11/46%	13/54%

\* The highest number of years of operation by a franchisee in this category is 26 years.

**Some outlets have earned this amount. Your individual results may differ. There is no assurance you'll earn as much.**

Written substantiation for these financial performance representations will be made available to a 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, 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 Kim H. Gubera, Chief Executive Officer, PIRTEK USA, LLC, 300 Gus Hipp Boulevard, Rockledge, Florida 32955, (321) 701-3330, the Federal Trade Commission and any appropriate state regulatory agencies.

**Item20****OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**  
**Systemwide Outlet Summary**  
**For Years 2022 to 2024\***

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised Outlets	2022	106	11 9	+13
	2023	119	141	+22
	2024	141	162	+21
Company-Owned	2022	3	0	-3
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	109	11 8	+12
	2023	119	14 1	+22
	2024	141	16 2	+21

\*Table 1: All numbers are as of December 31, 2024, 2023, and 2022. The numbers are for PIRTEK franchisees and company- owned/affiliate locations in the United States and include Tier 1 and Tier 2 franchises.

**Table No. 2**  
**Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)**  
**For Years 2022 to 2024\***

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Colorado	2022	1
	2023	0
	2024	0

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Florida	2022	2
	2023	0
	2024	3
Missouri	2022	0
	2023	2
	2024	1
North Carolina	2022	0
	2023	0
	2024	2
Ohio	2022	1
	2023	0
	2024	0
Pennsylvania	2022	1
	2023	0
	2024	0
Tennessee	2022	0
	2023	0
	2024	1
Texas	2022	5
	2023	0
	2024	3
Virginia	2022	2
	2023	0
	2024	0
Wisconsin	2022	0
	2023	1
	2024	0
<b>Total</b>	2022	12
	2023	3
	2024	10

\* Table 2. All numbers are as of December 31, 2024, 2023, and 2022. The numbers are for PIRTEK franchisees in the United States. States not listed had no transfer activity during the relevant time period.

**Table No. 3**  
**Status of Franchised Outlets For**  
**Years 2022 to 2024\***

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations / Other Reasons	Outlets at End of the year
Alabama	2022	3	0	0	0	0	0	3
	2023	3	1	0	0	0	0	4
	2024	4	0	0	0	0	0	4
Arizona	2022	1	0	0	0	0	0	1
	2023	1	1	0	0	0	0	2
	2024	2	0	0	0	0	0	2
California	2022	7	0	0	0	0	0	7
	2023	7	2	0	0	0	0	9
	2024	9	1	1	0	0	0	9
Colorado	2022	3	0	0	0	0	0	3
	2023	3	1	0	0	0	0	4
	2024	4	0	0	0	0	0	4
Florida	2022	15	3	0	0	0	0	18
	2023	18	0	0	0	0	2	16
	2024	16	0	0	0	0	0	16
Georgia	2022	6	2	0	0	0	0	8
	2023	8	4	0	0	0	0	12
	2024	12	1	0	0	0	0	13
Idaho	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1
Illinois	2022	6	0	0	0	0	0	6
	2023	6	0	0	0	0	0	6
	2024	6	0	0	0	0	0	6
Indiana	2022	2	0	0	0	0	0	2
	2023	2	2	0	0	0	0	4
	2024	4	0	0	0	0	0	4
Iowa	2022	0	1	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2024	1	0	0	0	0	0	1

\* Table 3. All numbers are as of December 31, 2024, 2023, and 2022. The numbers are for PIRTEK franchisees in the United States. If multiple events occurred affecting an outlet, this table shows the event that occurred last in time. States not listed had no franchised activity to report during the relevant time period.