

Provision	Section in Multi-Unit Agreement	Summary
(q) Non-competition covenants during the term of the Multi-Unit Agreement	Section 6.1	You are bound to the same restrictive covenants in the Franchise Agreements (subject to applicable state law).
(r) Non-competition covenants after the Multi-Unit Agreement is terminated or expires	Section 6.1	You are bound to the same restrictive covenants in the Franchise Agreements (subject to applicable state law).
(s) Modification of the Multi-Unit Agreement	Section 8.6	No modification except on signing of a written agreement.
(t) Integration/merger clause	Section 8.8	Only terms of Multi-Unit Agreement, and to the extent not inconsistent terms of the Franchise Agreement are binding (subject to applicable state law); no disclaimer of representations in the Multi-Unit Agreement or in this Franchise Disclosure Document. Any representations or promises made outside the Franchise Disclosure Document and Multi-Unit Agreement may not be enforceable.
(u) Dispute resolution by arbitration or mediation	Sections 8.1 and 8.2	All disputes, except those based on the Marks or enforcement of the covenants not to compete, will be arbitrated in Denver, Colorado, subject to applicable state law.
(v) Choice of forum	Section 8.7	All disputes must be arbitrated, and if applicable, litigated in Denver, Colorado, except as provided in the State-Specific Addendum to this Franchise Disclosure Document, subject to applicable state law.
(w) Choice of law	Section 8.7	All disputes must be arbitrated, and if applicable, litigated in Denver, Colorado, except as provided in the State-Specific Addendum to this Franchise Disclosure Document, subject to applicable state law.
(x) Security Interest	Section 8.7	Colorado law applies, subject to any contrary provision contained in the State-Specific Addendum (See <u>Exhibit N</u> ), subject to applicable state law. The Colorado Consumer Protection Act does not apply.

## ITEM 18 PUBLIC FIGURES

We do not use any public figures 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.

**CHART I**  
**OPERATIONAL RESULTS BASED ON**  
**FRANCHISEE-OWNED GREASE MONKEY CENTERS**  
**ANNUAL SALES RANGES**  
**FISCAL YEAR 2024**

<b>SALES RANGE</b>	<b>Category “A” Less than \$400,000</b>		<b>Category “B” \$400,001 – \$600,000</b>		<b>Category “C” \$600,001 – \$800,000</b>		<b>Category “D” \$800,001 – \$1,000,000</b>		<b>Category “E” Greater than \$1,000,000</b>	
Number of Centers	6		16		16		34		77	
Daily Vehicle Count Range	7 - 35		10 - 36		7 - 25		17 - 38		19 - 103	
Ticket Range	\$33.24 - \$154.30		\$48.02 - \$186.89		\$82.48 - \$337.08		\$69.16 - \$161.76		\$64.53 - \$341.87	
Average Daily Vehicle Count	13		15		16		23		35	
Average Ticket	\$102.38		\$118.12		\$139.59		\$126.11		\$134.41	
Median Daily Vehicle Count	8.99		13.55		16.66		21.73		31.41	
Median Ticket	\$108.48		\$114.89		\$129.63		\$128.90		\$133.12	
<b>Operating Statement</b>										
<b>Average Net Sales</b>	\$323,437	100%	\$504,063	100%	\$706,395	100%	\$896,005	100%	\$1,487,347	100%
Cost of Goods Sold	\$92,316	28.5%	\$136,155	27.0%	\$187,258	26.5%	\$233,219	26.0%	\$368,273	24.8%
<b>Gross Profit</b>	<b>\$231,122</b>	<b>71.5%</b>	<b>\$367,908</b>	<b>73.0%</b>	<b>\$519,136</b>	<b>73.5%</b>	<b>\$662,785</b>	<b>74.0%</b>	<b>\$1,119,074</b>	<b>75.2%</b>
Salaries, Wages and Benefits	\$153,194	47.4%	\$194,433	38.6%	\$217,366	30.8%	\$288,448	32.2%	\$443,852	29.8%
Retail Operating Expenses	\$100,239	31.0%	\$129,925	25.8%	\$151,812	21.5%	\$189,346	21.1%	\$305,716	20.6%
Office and G&A Expenses	\$14,753	4.6%	\$16,957	3.4%	\$21,211	3.0%	\$18,109	2.0%	\$33,326	2.2%
<b>EBITDAR</b>	<b>\$(37,064)</b>	<b>-11.5%</b>	<b>\$26,594</b>	<b>5.3%</b>	<b>\$128,748</b>	<b>18.2%</b>	<b>\$166,882</b>	<b>18.6%</b>	<b>\$336,179</b>	<b>22.6%</b>

<b>SALES RANGE</b>	<b>Category “A”</b> Less than \$400,000		<b>Category “B”</b> \$400,001 – \$600,000		<b>Category “C”</b> \$600,001 – \$800,000		<b>Category “D”</b> \$800,001 – \$1,000,000		<b>Category “E”</b> Greater than \$1,000,000	
Net Sales Range	\$271,889 - \$373,410		\$407,736 - \$599,600		\$617,121 - \$779,412		\$801,481 - \$992,567		\$1,003,621 - \$3,156,002	
Median Net Sales	\$314,556		\$512,093		\$712,169		\$890,079		\$1,282,159	
#/% of Centers Exceeding Avg Net Sales	2/33.3%		8/50.00%		9/56.25%		17/50.00%		29/37.66%	
#/% of Centers Exceeding Avg Gross Profits	3/50.00%		8/50.00%		9/56.25%		19/55.88%		32/41.56%	
# of Centers Exceeding Avg EBITDAR	3/50.00%		10/62.50%		7/43.75%		16/47.06%		36/46.75%	

**CHART II**  
**OPERATIONAL RESULTS BASED ON QUARTILES OF AVERAGE SALES**  
**FRANCHISEE-OWNED GREASE MONKEY CENTERS**  
**(149 CENTERS)**

<b>Operating Statement</b>									
<b>TOP QUARTILE OF SALES REVENUE AVERAGES</b> <b>(37 Centers)</b>									
	<b>Average Sales</b>			<b>Low Performer</b>		<b>Median Performer</b>		<b>High Performer</b>	<b>#/% of Centers Exceeding Average</b>
<b>Average Net Sales</b>	\$1,863,739	100.0%		\$1,319,926		\$1,677,709		\$3,156,002	13/35%
<b>Gross Profit</b>	\$1,398,678	75.0%		\$1,000,143		\$1,269,461		\$2,364,345	12/32%
<b>EBITDAR</b>	\$411,438	22.1%		\$148,219		\$388,319		\$809,833	16/43%
<b>THIRD QUARTILE OF SALES REVENUE AVERAGES</b> <b>(37 Centers)</b>									
	<b>Average Sales</b>			<b>Low Performer</b>		<b>Median Performer</b>		<b>High Performer</b>	<b>#/% of Centers Exceeding Average</b>
<b>Average Net Sales</b>	\$1,150,069	100.0%		\$1,009,417		\$1,152,030		\$1,302,465	21/57%
<b>Gross Profit</b>	\$867,721	75.4%		\$683,242		\$859,810		\$1,302,465	16/43%
<b>EBITDAR</b>	\$254,367	22.1%		\$70,978		\$242,912		\$490,169	17/46%

**SECOND QUARTILE OF SALES REVENUE AVERAGES**  
(37 Centers)

	Average Sales			Low Performer		Median Performer		High Performer		#/% of Centers Exceeding Average
Average Net Sales	\$904,838	100.0%		\$801,481		\$909,751		\$1,006,842		19/51%
Gross Profit	\$671,531	74.2%		\$436,420		\$678,495		\$828,076		19/51%
EBITDAR	\$169,831	18.8%		\$(21,786)		\$161,412		\$346,780		17/46%

**BOTTOM QUARTILE OF SALES REVENUE AVERAGES**  
(38 Centers)

	Average Sales			Low Performer		Median Performer		High Performer		#/% of Centers Exceeding Average
Average Net Sales	\$560,735	100.0%		\$271,889		\$555,354		\$779,412		19/50%
Gross Profit	\$409,985	73.1%		\$191,513		\$404,282		\$586,480		19/50%
EBITDAR	\$59,555	10.6%		\$(192,566)		\$68,980		\$241,538		23/61%

**Notes to Charts:**

- The charts include a historic financial performance representation for the calendar year 2024 from franchisee-owned Centers located in the United States that, in each case, were in operation for more than one year as of December 31, 2024, operated the entire calendar year 2024, and who provided complete Profit and Loss Statements to us (“Subset”). Only those Centers that fall within the Subset are included in the Chart I and Chart II charts.
- The charts include a historic financial performance representation from 149 franchisee-owned Centers. The total number of franchisee-owned Centers located in the United States as of December 31, 2024 was 209. Centers that are not shown in the charts include Centers that commenced operations during calendar year 2024 or otherwise did not operate for the entire calendar year 2024, Centers that were involved in transfers during calendar year 2024 and thus the current owners did not operate for the entire calendar year 2024, and Centers for which complete Profit and Loss Statements were not provided to us. Five franchisee-owned Center closed during the year 2024, none of which was open for less than 12 months.
- The charts do not show any financial information from any of our affiliate-owned outlets. The affiliate-owned Centers are those Centers owned and operated by our affiliate GMI.
- The Centers included in Chart I were classified into five separate categories based on Net Sales during calendar year 2024 with Category A being Centers with annual Net Sales of up to \$400,000, Category B being Centers with annual Net Sales between \$400,001 and \$600,000; Category C being Centers with annual Net Sales between \$600,001 and \$800,000; Category D being Centers with annual Net Sales between \$800,001 and \$1,000,000; and Category E being Centers with annual Net Sales in excess of \$1,000,000. The statistical and financial averages and median ranges shown in Chart I were then compiled within each category for each chart.

5. The Centers in Chart II are the same Centers shown in Chart I, but classified into quartiles based on Net Sales. There are 38 Centers shown in the bottom quartile and 37 Centers shown in each other quartile.
6. The operating statement figures are actual averages of Net Sales, Cost of Goods Sold, Gross Profit, salaries, wages, and benefits, various other operating expenses, office and general administrative expenses and EBITDAR of the Centers in each category.
7. The charts also include the median Net Sales for all the Centers in each category, the Center with the lowest Net Sales and the Center with the highest Net Sales in each category, as well as the number of Centers and percentage of Centers in each category that exceeded the average numbers shown in the charts for each category. Chart I also shows the average, median, and range of daily vehicle counts and tickets sales range in each category.
8. The “median” number for purposes of the charts means the results of the Center falling in the middle of the group of Centers in each category, or, where there is an even number of Centers, the average of the results of the two Centers falling in the middle of the group.
9. Net Sales mean the aggregate amount received from all sales of services, products or merchandise of every kind or nature, performed or sold from, at or in connection with the operation of the Center or arising out of the operation or conduct of the Center, whether for cash or credit, but excluding (i) the amount of the discount given off the regular retail price of such services or products in connection with the use of coupons or other discount promotions; and (ii) federal, state or municipal sales or services taxes collected from customers and paid to the appropriate taxing authority.
10. Cost of Goods Sold includes only inventory items (oil, filters, greases, fluids, etc.). Franchisee-owned Centers are able to purchase products at national account prices available to you and may purchase in sufficient quantities (approximately one month’s supply) to earn volume discounts.
11. Gross Profit is Net Sales minus Cost of Goods Sold.
12. Salaries, Wages, and Benefits includes the salaries, wages (including overtime), benefits, payroll taxes, worker’s compensation, training, and payroll processing fees for all employees, including managers. Salaries, Wages and Benefits can vary significantly depending on local and regional employment conditions and the availability of labor.
13. Retail Operating Expenses include the following items: advertising, sales promotions, Advertising Contributions, Royalty fees, customer satisfaction, customer warranties, mystery shopper program, equipment rental, equipment maintenance and repair, computer maintenance and support, laundry and uniforms, building maintenance and repairs, security service, operating supplies, small tools, over and short cash drawer, utilities including water, gas and sewer, trash disposal, bank charges, late charges, merchant card fees, and other miscellaneous operating expenses.
14. Office and G&A Expenses include the following items: office supplies and expenses, bad debt expense, charitable contributions, licenses and fees, postage and freight, property taxes, telephone, accounting, legal and professional fees, beverage service, dues and subscriptions, general insurance, and other miscellaneous overhead expenses.
15. EBITDAR means Earnings before Interest, Taxes, Depreciation, Amortization, Occupancy Costs, and Non-Operating Income/Expense. This figure is not an actual amount earned. Your occupancy costs will vary based on the location of your Center, whether you secure a build-to-suit lease, purchase the

property and construct a building, or select another rental or ownership arrangement, as well as other factors relating to your occupancy. Your interest expense will depend on your borrowing requirements. You should determine the occupancy costs which will apply based on the location and the rental or ownership arrangement alternatives which are available to you. Non-Operating Income/Expenses include: travel and entertainment expenses, interest income, owners' compensation, draws and life insurance expenses, overhead expense allocations by multi-unit operators, and other non-operating income/expense items.

### **General Notes**

The compiled statistical and financial information in Chart I and Chart II (collectively referred to as the "Statement") are based on the Profit and Loss Statements provided to us by the franchisee-owned Centers and have not been audited or reviewed by an independent certified public accountant. The Statement does not include any estimate of the federal income tax that would be payable or the state or local income tax that may be applicable to the particular jurisdiction in which a Center is located. In addition, the Statement does not include any information or estimate regarding the occupancy expenses which will be incurred at a particular location. You are strongly urged to consult with your tax and other advisors regarding the impact that federal, state, and local taxes and occupancy expenses will have on the amounts shown in the Statement.

You are urged to make your own investigation and determine whether your Center will be profitable, including consulting with your financial, business, and legal advisers to conduct your own analysis of the information contained in this Item 19.

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

Written substantiation for the financial performance representation will be made available to the prospective franchisee at our company headquarters in Greenwood Village, Colorado upon your reasonable request.

Other than the financial performance representation set forth above, GMF does 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 Center, however, we may provide you with the actual records of that Center. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting our President at 5575 DTC Parkway, Suite 100, Greenwood Village, Colorado 80111, (303) 308-1660, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

TABLE NO. 1  
System-wide Outlet Summary  
Grease Monkey Branded Franchised and Company-Owned Outlets  
For Years 2022-2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	185	187	+2
	2023	187	201	+14
	2024	201	209	+8
Company Owned*	2022	116	150	+34
	2023	150	150	0
	2024	150	162	+12
<b>Total Outlets</b>	<b>2022</b>	<b>301</b>	<b>337</b>	<b>+36</b>
	<b>2023</b>	<b>337</b>	<b>351</b>	<b>+14</b>
	<b>2024</b>	<b>351</b>	<b>371</b>	<b>+20</b>

\* Company Owned Grease Monkey Brand Centers are operated by GMI, our affiliate (See Item 1).

TABLE NO. 2  
Transfers of Franchised Outlets to New Owners  
(other than the Franchisor)  
For Years 2022-2024

State	Year	Number of Transfers
Arizona	2022	0
	2023	0
	2024	2
California	2022	0
	2023	0
	2024	1
Colorado	2022	2
	2023	15
	2024	7
Kentucky	2022	1
	2023	0
	2024	0
Louisiana	2022	2
	2023	0
	2024	0
Maryland	2022	0
	2023	1
	2024	0
North Carolina	2022	0
	2023	1
	2024	1