

Provision	Section in Franchise Agreement	Summary
o. Franchisor's option to purchase franchisee's business	Section 8.F	Option to purchase some or all equipment, chemicals, supplies, inventory, advertising materials and any items with our logo, for cash at fair market value, exercisable up to 90 days after termination or expiration. If no agreement on fair market value, an appraiser appointed by us will decide.
p. Death or disability of franchisee	Section 9.E	You must assign franchise to an approved buyer within 90 days. All transfer provisions of Section 9 apply.
q. Non-competition covenants during the term of the franchise	Section 5.K	No involvement in a Competitive Business.
r. Non-competition covenants after the franchise is terminated or expires	Section 8.G	No Competitive Business for three years within your Protected Area or within any other protected area. No solicitation or acceptance of business from former customers for three years.
s. Modification of the agreement	Sections 5.D and 12.E	Modification by written agreement signed by you and us. The Manual can be revised and modified by us.
t. Integration/merger clause	Section 12.E	Only the terms of the Franchise Agreement (including the System Standards in the Manual) are binding (subject to state law). Any representations or promises outside this Disclosure Document and the Franchise Agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	Section 10.B	Subject to state law and except for certain claims, all disputes must be arbitrated in the city where our headquarters is located when the proceedings are conducted (currently Lombard, Illinois).
v. Choice of forum	Section 10.F	Court litigation must be in any Illinois state court of general jurisdiction or a federal court for Chicago, Illinois (subject to state law).
w. Choice of law	Section 10.F	Except for Federal Arbitration Act, other federal law and certain state laws, the laws of the state in which the Protected Area is located apply.

Item 18. PUBLIC FIGURES

We do not use any public figure to promote our franchise. No public figure is involved in our management.

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 described more fully below, the financial performance representations in this Item are based on historical data concerning the franchised RENUE® businesses. As of December 31, 2024, there were 24 franchised RENUE® businesses.

Table 1 in this Item provides prospective franchisees with financial information based upon the 19 franchised RENUE® businesses that were open the entire 2024 calendar year. Five franchised RENUE® businesses were excluded from Table 1 because: (i) three opened and commenced operations in 2024; (ii) one operated on a limited basis before officially commencing operations, and therefore they achieved faster results than the typical franchisee; and (iii) the data was unavailable for one. There is also a franchised RENUE® business that operates in three territories, but reports their data in one aggregate report, and as such, they are represented as one franchised RENUE® business for purposes of this Item 19. Additionally, three franchised businesses were excluded because they ceased operations in 2024.

Tables 2 and 3 in this Item provide prospective franchisees with financial information based upon the 19 franchised RENUE® businesses and 1 company-owned business that were open and operating throughout the entire 2023 and 2024 calendar years. Excluded from these Tables are one franchised RENUE® business that opened in 2023 and three franchised RENUE® business that opened in 2024. There is also a franchised RENUE® business that operates in three territories, but reports their data in one aggregate report, and as such, they are represented as one franchised RENUE® business for purposes of this Item 19. Additionally, three franchised businesses were excluded from this Item 19 because they ceased operations in 2024.

The RENUE® businesses included in this Item offer substantially similar products and services to their customers.

The financial performance representations disclosed below are derived from the actual revenues and expenses of the RENUE® businesses that are disclosed in this Item.

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

Table 1
Months Until Disclosed RENUE® Businesses
Generated \$100,000 in Cumulative Gross Sales

Set forth below is a summary of the number of months that the 19 franchised RENUE® businesses were in operation until they generated cumulative Gross Sales in excess of \$100,000. Some outlets have since transferred ownership but have remained operating post-transfer.

Years When Businesses Opened	Number of Franchised Businesses Included	Mean Number of Months	Median Number of Months	Months in Operation When Generated Cumulative Gross Sales of \$100,000 ^(1,2)	
				Low	High
2001-2024	19	12	10	4	39
2001-2003	5	15	8	7	39
2004-2007	5	14	15	8	18
2008-2014	3	14	14	10	18
2015-2016	2	10	10	10	10
2021-2024	4	7	7	4	11

Footnotes to Table 1:

- (1) Throughout this Item, the term "Gross Sales" means all sales or revenues invoiced or otherwise derived from the applicable RENUE® businesses, whether such amounts are actually collected by the business, exclusive of sales taxes.
- (2) **Some outlets have sold these amounts. Your individual results may differ. There is no assurance that you will sell as much.**

Table 2(a)
Gross Sales^(1, 2) and One-Year % Change in Gross Sales – Franchised Businesses

Franchised Businesses Included	Category	Calendar Year 2023 Gross Sales	Calendar Year 2024 Gross Sales	One-Year (2023-2024) Percentage Increase (Decrease) in Gross Sales
All (19 Businesses)	Median	\$454,307	\$503,750	0.3%
	Mean	\$653,212	\$672,231	6.0%
	Number of Businesses that Met or Exceeded Mean	8 (42%)	6 (32%)	8 (42%)
	Low	\$195,246	\$215,110	-40.0%
	High	\$1,742,593	\$1,748,000	77.3%
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Top ½ by Gross Sales (9 Businesses)	Median	\$751,271	\$711,242	0.3%
	Mean	\$979,014	\$1,006,340	2.2%
	Number of Businesses that Met or Exceeded Mean	4 (44%)	4 (44%)	3 (33%)
	Low	\$454,307	\$527,742	-14.9%
	High	\$1,742,593	\$1,748,000	24.9%
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Bottom ½ by Gross Sales (10 Businesses)	Median	\$354,496	\$404,748	6.8%
	Mean	\$359,990	\$385,735	10.0%
	Number of Businesses that Met or Exceeded Mean	4 (40%)	5 (50%)	3 (30%)
	Low	\$195,246	\$215,110	-40.0%
	High	\$606,908	\$527,742	77.3%

Table 2(b)
Gross Sales^(1, 2) and One-Year % Change in Gross Sales – Company Business

Company Businesses Included	Calendar Year 2023 Gross Sales	Calendar Year 2024 Gross Sales	One-Year (2023-2024) Percentage Increase (Decrease) in Gross Sales
All	\$1,528,136	\$1,824,924	19.4%

Company Businesses Included	Calendar Year 2023 Gross Sales	Calendar Year 2024 Gross Sales	One-Year (2023-2024) Percentage Increase (Decrease) in Gross Sales
(1 Business)			

Footnotes to Table 2:

- (1) The term “Gross Sales” has the same definition as noted above.
- (2) You will incur costs and expenses to operate your Franchised Business, including Royalty Fees, Marketing Fund (when applicable), and certain other costs and expenses described in Items 6 and 7 of this Disclosure Document.

Table 3(a)
Gross Sales, Certain Costs of Goods Sold, Labor Costs, Gross Profit, Gross Margin
During 2024 Calendar Year – Franchised Businesses

Set forth below is a summary of financial information from the 2024 calendar year based upon the 19 franchised RENUE® businesses that were open and in operation for the entire 2023 and 2024 calendar years.

Category	Calendar Year 2024 Gross Sales	One-Year (2023-2024) Percentage Increase (Decrease) in Gross Sales	Labor Cost ⁽¹⁾	Equipment, Chemicals, Supplies, Royalty Fees ⁽²⁾	Gross Profit ⁽³⁾	Gross Margin ⁽⁴⁾
Median	\$503,750	0.3%	\$179,057	\$77,364	\$232,795	46.2%
Mean	\$672,231	6.0%	\$243,917	\$105,212	\$323,102	48.3%
Number of Businesses that Met or Exceeded Mean	6 (32%)	8 (42%)	6 (32%)	7 (37%)	6 (32%)	8 (42%)
Low	\$215,110	-40.0%	\$67,971	\$37,982	\$89,992	32.4%
High	\$1,748,000	77.3%	\$697,030	\$235,000	\$983,000	62.2%

Table 3(b)
Gross Sales, Certain Costs of Goods Sold, Labor Costs, Gross Profit, Gross Margin
During 2024 Calendar Year – Company Businesses

Set forth below is a summary of financial information from the 2024 calendar year based upon the 1 company RENUE® business that was open and in operation for the entire 2023 and 2024 calendar years.

Company Businesses Included	Calendar Year 2023 Gross Sales	One-Year (2023-2024) Percentage Increase (Decrease) in Gross Sales	Labor Cost ⁽¹⁾	Equipment, Chemicals, Supplies, Royalty Fees ⁽²⁾	Gross Profit ⁽³⁾	Gross Margin ⁽⁴⁾
All (1 Business)	\$1,824,924	19.4%	\$637,209	\$342,517	\$845,198	46.3%

Footnotes to Table 3:

- (1) Labor Costs included all payroll expenses and payroll taxes for technicians and subcontractors. Labor costs for a general manager (if any), any other manager (if any) and costs for employee bonuses were excluded from Labor Costs.

- (2) You will incur additional costs and expenses to operate your Franchised Business, including Marketing Fund (when applicable), and certain other costs and expenses described in Items 6 and 7 of this Disclosure Document.
- (3) Gross Profit was determined by deducting Equipment, Chemicals, Supplies, and Royalty Fees and Labor Costs from Gross Sales.
- (4) Gross Margin was calculated by dividing Gross Profit by Gross Sales expressed as a percentage.

We recommend that prospective franchisees make their own independent investigation of profitability, and consult with an attorney and other advisors before executing the Franchise Agreement. You should consult with your financial, business, tax, accounting and legal advisors to obtain an understanding of all of the costs and expenses that you will incur, the financial impact of the laws and regulations applicable to your Franchised Business, and the effect that federal, state and local income and other taxes will have on the business and operations of your Franchised Business.

Written substantiation of the data used in preparing the financial performance representations disclosed above will be made available to you upon your reasonable request.

Other than the preceding financial performance representation, we do not make any representations about a franchisee's future financial performance or the past financial performance of Company-Owned or franchised outlets. We also do not authorize our employees or representatives to make 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 David Grossman at Renue Systems Development Corp., Inc., 1147 North Main Street, Lombard, Illinois 60148, (630) 691-0800, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20. OUTLETS AND FRANCHISEE INFORMATION

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

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	25	24	-1
	2023	24	25	+1
	2024	25	24	-1
Company-Owned	2022	1	2	+1
	2023	2	1	-1
	2024	1	1	0
Total Outlets	2022	26	26	0
	2023	26	26	0
	2024	26	25	-1