

for investment in real estate, since it is assumed that you will lease your premises. ~~We urge you to retain the services of an experienced accountant or financial adviser in order to develop a franchised business plan and financial projections for your franchise.~~

~~Your actual investment may vary depending on local conditions particular to your geographic area or market, for example, real estate demand, availability and occupancy rates.~~ Additional variables that may impact your initial investment may be: the size of your facility; age of the structure; length of your lease or other instrument granting you the right to occupy the premises; if your space is to be built out by the developer with no initial out-of-pocket costs to you; lease arrangements; location in the market; costs of demolishing existing leasehold improvements; construction costs; other variable expenses and whether you currently hold a lease for an acceptable location.

In general, none of the expenses listed in the above charts are refundable, except security or utility deposits may be refundable.

1. See Item 5 for an explanation of the amount and refundability of the Initial Franchise Fee for a Standard Franchise, Small Market Franchise, Related Franchisee, and Conversion Franchise. We may offer you financing for a portion of the Initial Franchise Fee if you meet our qualifications. We may finance up to 50% of the Initial Franchise Fee for a Standard, Small Market, or Related Franchise, with a minimum down payment of 50% of the Initial Franchise Fee for a term of three (3) years with 9% interest. The monthly payment will vary depending on the amount you choose to finance, any discounts you may receive, and the term of the loan. We may finance up to 75% of the Initial Franchise Fee for a Conversion Franchise, with a minimum down payment of 25% of the Initial Franchise Fee, for a term of three (3) years with 9% interest. The monthly payment will vary depending on the amount financed, any discounts you may receive and the term of the loan. See Item 10 for further details.

2. See Items 5 and 11. You must purchase from our Approved Supplier an Initial Package consisting of logo wear, stationery, digital or other marketing, tools, equipment, storage containers, consumables, promotional items, safety items, and a \$799 Convention Allowance. For Conversion Franchises, the amount of the Initial Package may be reduced or waived. You must have a computer located at your Office that meets the requirements of System Standards and for handling of our then-current franchise management software. If you are a Conversion Franchise, you may be required to pay our approved software vendors for the conversion of your business data into the approved service business software. You may be required to pay sales tax on the Initial Package, which is not included in the Initial Package Fee.

3. You must operate your BLUE KANGAROO PACKOUTZ Business from an industrial park or commercial space. We estimate that the average monthly rent for an industrial park space ranges from \$7,950 to \$30,000 per month. Landlords typically require a lease deposit of one or two months' rent. We will not evaluate the location of your commercial space. Your rent may be subject to escalation clauses based on inflation or other factors as provided in your lease. The annual rent amount may vary significantly depending on the area of the country, condition, location and size of the location and the demand for the location among prospective tenants. The rent could exceed the estimated amounts in major metropolitan markets. Your initial investment will be much greater if you purchase real estate and construct your premises and we do not have any estimate of those costs.

time. The low range in the above chart assumes that you have an existing white vehicle that complies with our standards and specifications that does not have wrapping that needs to be removed. The high range in the above chart assumes that you are purchasing a brand new vehicle and paying in full, but does not include sales tax.

9. You are required to only use vehicle signs and wrapping we permit. All vehicle wraps may only be performed by our authorized vendors. The low end of this estimate is for a van that does not need decals removed before adding our approved decals and the high end of this estimate is for a truck that needs decals removed and also our approved decals added.

10. You must dedicate a full-time Service Technician to perform the actual cleaning services for the BLUE KANGAROO PACKOUTZ Business. The low range estimate is based on a Managing Owner working as the Service Technician and the high range estimate is based on employing a certified crew leader and a Service Technician.

11. We will provide you with the business phone number to be used by the BLUE KANGAROO PACKOUTZ Business. The number will be forwarded to any device that you choose. The low estimate is based on having this business number forwarded to your existing device(s). The high range estimate is based on the BLUE KANGAROO PACKOUTZ Business acquiring a second landline with a separate phone service provider.

12. You may be required to pay a security deposit. The cost will vary depending on your landlord. You may also be required to pay utility deposits. The costs will vary depending on the provider in your area.

13. Although we do not charge any additional fees for the Initial Training program for up to two people, you must pay any wages due to your employees as well as travel, food and lodging expenses incurred by you and your employees during Initial Training. The cost will depend on the distance you and your employees must travel and the type of accommodations you choose.

14. You will be required to spend at least \$24,000 in the first twelve (12) months of operation on local advertising and marketing for your BLUE KANGAROO PACKOUTZ Business (“Grand Opening Advertising”). This estimate is the amount we expect you to spend within the first three (3) months. See Item 11 for more requirements.

15. Your miscellaneous pre-opening expenses may include utility deposits, installation of telephones, legal or accounting services, office supplies, internet access and email account.

16. These estimates represent the additional funds necessary for the first three (3) months of your BLUE KANGAROO PACKOUTZ Business operations, if you are developing one Territory. You will need more funds if you are developing more than one Territory. This item includes a variety of expenses and working capital items during your start-up phase such as legal and accounting fees, the cost of additional supplies, the costs of business licenses or permits, security deposits usually required by electric, gas, water and telephone companies, and other miscellaneous costs.

17. These estimates are amounts needed for each Territory in which you operate your BLUE KANGAROO PACKOUTZ Business. We relied on our Affiliate’s experience to compile these estimates. ~~You should review these figures carefully with a franchised business advisor before making any decision to purchase the franchise.~~ The availability and terms of financing from third parties will depend on such factors as the availability of

	Provisions	Section in Franchise Agreement	Summary
			of this internal dispute resolution procedure, all claims or disputes between you and us must be submitted to arbitration in Ann Arbor, Michigan, in accordance with the American Arbitration Association’s Commercial Arbitration Rules then in effect. This provision is subject to state law.
v.	Choice of forum	Section 15.F.3	All claims not subject to arbitration must be commenced in the state, or federal court of general jurisdiction in Washtenaw County, Michigan or the United States District Court for the Eastern District of Michigan (subject to applicable state law).
w.	Choice of law	Section 15.H	Except federal law, Michigan law applies (subject to applicable state law).

ITEM 18: PUBLIC FIGURES

We do not use any public figures to promote our franchise. You have no right to use the name of any public figure for promotional efforts, advertising, or endorsements, except with our prior written consent. No public figure has any investment in the 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 any reasonable basis for the information, and if the information is included in the disclosure document. Financial information that differs from that included in Item 19 may only be given 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 following representation is a historical financial performance representation based upon the actual results of PACKOUTZ Businesses. The below financial performance representation includes one (1) territory, currently operated by our affiliate, BLUE KANGAROO PZNA, located in Mt. Clemens, Michigan (“Mt. Clemens Location”), and fifty-two (52) franchisees operating in ninety-seven (97) territories that were open and operating for all twelve (12) months in 2024 collectively referred to as “Locations”. Excluded from this report are the twenty-three (23) Franchisees operating in thirty-three (33) territories who were not open for a minimum of twelve (12) months in 2024, which includes thirty (30) territories that opened, and three (3) territories that were terminated during the 2024 year. For the purposes of this Item 19, January 1, 2024 through December 31, 2024, will be referred to as the “Measurement Period.” The information presented within Tables 1, 2 and 3 within this Item is unaudited.

Table 1: Annual Gross Sales Reported Franchisees

Table 1 below represents the Gross Sales Collected by each Location in 2024. “Gross Sales Collected” means all revenue collected from operating the Location, whether in cash, in services in kind, from barter and/or exchange, or otherwise, less any sales tax or refunds for non-salvageable items.

Louisville, KY	\$172,796.05
Pittsford, NY	\$166,124.47
Oklahoma City, OK	\$60,258.27
Columbia, TN	\$41,731.78
Delaware	\$23,900.00
Total Gross Sales Collected	\$39,156,721.03
Average of Gross Sales Collected	\$753,013.87

Notes:

1. As stated above, the Mount Clemens location is operated by our affiliate. It operates under the same guidelines as all other franchise locations. The territory size for this location is larger than the standard offering, at 4,675,058 in population.

2. As shown in the chart, the average Gross Sales Collected during the Measurement Period was \$753,013.87. Of the fifty-two (52) locations in this Item 19, nineteen (19) locations (37%) exceeded the average and thirty-three (33) (63%) earned less than the average. The median Gross Sales amount for the fifty-two (52) locations was \$539,225.87.

Table 2: Average Annual Gross Sales Reported Franchisees

The table below sets forth the average annual Gross Sales during the Measurement Period as reported by the Locations during the Measurement Period. We have divided them into quartiles, showing the top 25% highest-performing franchisees (“Top 25% Franchisees”), the top 50%-highest performing franchisees (“Top 50% Franchisees”), the top 75% highest-performing franchisees (“Top 75% Franchisees”), the bottom 25% lowest-performing franchisees (“Bottom 25% Franchisees”), the bottom 50% of lowest-performing franchisees (“Bottom 50% Franchisees”) and the bottom 75% lowest-performing franchisees (“Bottom 75% Franchisees”).

TABLE 2

Quartile	Number of Locations in Group	Average Gross Sales ¹	Locations Who Exceeded Average	Highest	Lowest	Median ⁸
Top 25% ²	13	\$1,665,916.56	3	\$3,473,606.08	\$957,706.45	\$1,127,403.00
Top 50% ³	26	\$1,202,193.62	6	\$3,473,606.08	\$541,648.81	\$929,832.74

Table 3: Locations Breakdown

The table below sets forth the average annual Gross Sales during the Measurement Period as reported by the fifty-two (52) Locations operating in ninety-eight (98) Territories who were open the full calendar year. It is a breakdown of those who own 1 Territory, 2 Territories and 3+ Territories. Excluded from this Item 19 are the twenty-three (23) franchisees who operated in thirty-three (33) territories who were not open for the full calendar year.

TABLE 3

Locations by Number of Territories Owned	Number of Owners	Number of Total Territories Owned	Average Revenue/ Location	Median Revenue/ Location	Average Revenue/ Territory	Median Revenue/ Territory
1	20	20	\$608,908	\$369,174	\$608,908	\$369,174
2	22	44	\$696,825	\$648,475	\$348,412	\$324,238
3 or More	10	34	\$1,164,843	\$982,837	\$342,601	\$327,612

1. Of the single-territory operators, eight franchisees (40%) met or exceeded the average.
2. Of the two-territory operators, seven franchisees (32%) met or exceeded the average.
3. Of the three-territory operators, two franchisees (20%) met or exceeded the average.

The sales information presented in this Item was provided by the locations through monthly Gross Sales, other reports, or survey. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

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

Other than the foregoing information, 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 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 Franchisor's management at 5405 Data Court, Ann Arbor, MI 48108, 734-864-9799, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

TABLE NUMBER 1

**Systemwide Outlet Summary
For Years 2022, 2023, 2024**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	10	22	+12
	2023	22	103	+81
	2024	103	130	+27
Company Owned	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
Totals	2022	11	23	+12
	2023	23	104	+81
	2024	10 4 ³	131 0	+27

TABLE NUMBER 2

**Transfers of Outlets from Franchisees to New Owners
(other than to Franchisor)
For Years 2022, 2023, 2024**

State	Year	Number of Transfer
Arizona	2022	0
	2023	0
	2024	1
Florida	2022	0
	2023	0
	2024	2
Idaho	2022	0
	2023	1

NSF Fees. Item 6 and Section 2.E of the Franchise Agreement are amended to state: Pursuant to Minnesota Statute 604.113, the NSF Fees are capped at \$50 per incident.

Agreements/Releases. The following language is added to Section 11.C.:

Provided; however, that such general releases do not apply to the extent prohibited by applicable law with respect to claims which arise under Minn. Rule 2860.4400D.

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including, fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed with the franchise.

In all other respects, the terms and conditions contained in your Franchise Agreement, and any previous Addendums to your Franchise Agreement, remain in effect.

FRANCHISOR:

FRANCHISEE:

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

WASHINGTON STATE ADDENDA TO THE FRANCHISE AGREEMENT, DISCLOSURE DOCUMENT, AND RELATED AGREEMENTS

The provisions of this Addendum form an integral part of, are incorporated into, and modify the Franchise Disclosure Document, the franchise agreement, and all related agreements regardless of anything to the contrary contained therein. This Addendum applies if: (a) the offer to sell a franchise is accepted in Washington; (b) the purchaser of the franchise is a resident of Washington; and/or (c) the franchised business that is the subject of the sale is to be located or operated, wholly or partly, in Washington.

1. **Conflict of Laws.** In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, chapter 19.100 RCW will prevail.
2. **Franchisee Bill of Rights.** RCW 19.100.180 may supersede provisions in the franchise agreement or related agreements concerning your relationship with the franchisor, including in the areas of termination and renewal of your franchise. There may also be court decisions that supersede the franchise agreement or related agreements concerning your relationship with the franchisor. Franchise agreement provisions, including those summarized in Item 17 of the Franchise Disclosure Document, are subject to state law.
3. **Site of Arbitration, Mediation, and/or Litigation.** In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.
4. **General Release.** A release or waiver of rights in the franchise agreement or related agreements purporting to bind the franchisee to waive compliance with any provision under the Washington Franchise Investment Protection Act or any rules or orders thereunder is void except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel, in accordance with RCW 19.100.220(2). In addition, any such release or waiver executed in connection with a renewal or transfer of a franchise is likewise void except as provided for in RCW 19.100.220(2).
5. **Statute of Limitations and Waiver of Jury Trial.** Provisions contained in the franchise agreement or related agreements that unreasonably restrict or limit the statute of limitations period for claims under the Washington Franchise Investment Protection Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.
6. **Transfer Fees.** Transfer fees are collectable only to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.
7. **Termination by Franchisee.** The franchisee may terminate the franchise agreement under any grounds permitted under state law.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

2. The following Risk Factor is added to the State Cover Page:

The franchisee will be required to make an estimated initial investment ranging from \$127,156 to \$307,790. This amount exceeds the franchisor's stockholder's equity as of December 31, 2019, which is \$(17,161).

3. Additional Disclosure. The following statements are added to Item 17.h.:

Under Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to cancel a franchise without reasonable cause. If any grounds for default or termination stated in the franchise agreement does not constitute "reasonable cause," as that term may be defined in the Virginia Retail Franchising Act or the laws of Virginia, that provision may not be enforceable.

~~ADDITIONAL DISCLOSURES FOR THE STATE OF WASHINGTON~~

~~Item 5 is hereby amended to include the following:~~

~~A Surety Bond has been obtained by Franchisor to assure its financial capability; the bond is on file with the State of Washington Department of Financial Institutions, Securities Division. This financial assurance requirement was imposed by the Division due to Franchisor's financial condition. Item 5 and Section 2 of the Franchise Agreement are amended accordingly.~~

~~The FDD is hereby amended to include the following risk factor:~~

~~**Use of Franchise Brokers.** The franchisor uses the services of franchise brokers to assist it in selling franchises. A franchise broker represents the franchisor and is paid a fee for referring prospects to the franchisor and/or selling the franchise. Do not rely only on the information provided by a franchise broker about a franchise. Do your own investigation by contacting the franchisor's current and former franchisees to ask them about their experience with the franchisor.~~

~~In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.~~

~~RCW 19.100.180 may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise. There may also be court decisions which may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise.~~

~~In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.~~

~~A release or waiver of rights executed by a franchisee may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.~~

~~Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.~~

~~Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee, unless the employee's earnings from the party seeking enforcement, when annualized, exceed \$100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed \$250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the franchise agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.~~

~~RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a franchisee from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the franchise agreement or elsewhere are void and unenforceable in Washington.~~

~~No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.~~

Dallas and Irving, TX; BLUE KANGAROO PACKOUTZ of Plano & McKinney, TX; BLUE KANGAROO PACKOUTZ of Lewisville; BLUE KANGAROO PACKOUTZ of S Dallas (7 Territories)					
BLUE KANGAROO PACKOUTZ of North Austin; BLUE KANGAROO PACKOUTZ of South Austin (2 Territories)	512-277-3212	Brandon Wilson & Chris Schedler	406 Tradesmens Park Dr	Hutto	TX
BLUE KANGAROO PACKOUTZ of San Antonio/Aggieland (3 Territories)	210-864-3313	Jason Bohnet	TBD	TBD	TX
BLUE KANGAROO PACKOUTZ of Houston NE/Woodlands (3 Territories)	281-980-1135	Christopher Clever	6823 Theall Rd, Suite C	Houston	TX
BLUE KANGAROO PACKOUTZ Galveston/Pearland	409-299-8449	Agbaroji, Victor	1261 Butler Rd, Building B	League City	TX
BLUE KANGAROO PACKOUTZ of Central and Northern Utah (3 territories)	801-810-2028	Justin Dockstader	714 Houtz Avenue	Springville	UT
BLUE KANGAROO PACKOUTZ - Fairfax, Springfield, and Centerville (2 Territories)	703-864-8748	Donna Guardado	47536 Anchorage Circle	Sterling	VA
BLUE KANGAROO PACKOUTZ of Metro Washington D.C.	703-956-1199	Gardner, Nicholas	1011 Brightseat Rd	Landover	VA
BLUE KANGAROO PACKOUTZ of Chesapeake/Norfolk	757-271-5522	Hassan Cox	1337 Lindale Dr, Unites E&H	Chesapeake	VA
BLUE KANGAROO PACKOUTZ N Metro Milwaukee	262-649-1100	Fleischhacker/Cool ey	6314 Eastwood Ct	Mequon	WI
BLUE KANGAROO PACKOUTZ of River Cities	304-617-1048	Jesse Lewis	216 4th Ave	Huntington	WV

*** FRANCHISEE TRANSFERRED ONE OF ITS TERRITORIES, BUT STILL OWNS ONE TERRITORY.**

****FRANCHISEE TRANSFERRED TWO OF ITS TERRITORIES TO A NEW OWNER BUT STILL OWNS THREE (3) UNITS**

*****FRANCHISEE TRANSFERRED ONE OF ITS TERRITORIES BUT STILL MAINTAINS ANOTHER ACTIVE FRACHISED BUSINESS**

**FRANCHISEES WHO HAVE SIGNED FRANCHISE AGREEMENTS,
BUT NOT OPENED AS OF DECEMBER 31, 2024**

Location Name	Phone No.	Managing Owner	Address	City	State	# of Territories
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**EXHIBIT G
TO FRANCHISE DISCLOSURE DOCUMENT**

LIST OF FORMER FRANCHISEES

Location Name	Phone No.	Managing Owner	Address	City	State	# Territories
BLUE KANGAROO PACKOUTZ of Downtown and S Orlando; BLUE KANGAROO PACKOUTZ of Kissimmee and Lakeland; BLUE KANGAROO PACKOUTZ of N and W Orlando	253-307-4841	Chris McNutt	275 Siena Gardens Circle	Gotha	FL	3
<u>BLUE KANGAROO PACKOUTZ of Greater OKC and Shawnee (transfer)</u>	<u>405-277-8747</u>	<u>Ailsa Henley</u>	<u>701 Messenger Lane</u>	<u>Moore</u>	<u>OK</u>	<u>1</u>