

ITEM 19
FINANCIAL PERFORMANCE REPRESENTATION

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 of December 31, 2023, there was (i) one Company-Owned Location operating in two locations, and (ii) 13 franchisees operations in 13 locations. This Financial Performance Representation excludes data in connection with 8 franchised locations that opened during the 2023 calendar year and were not otherwise open for an entire year.

Part I of this Item sets forth certain historical Gross Revenue and cost data for our company-owned MaidThis business (the “Company-Owned Location”) for the periods of (i) January 1, 2020 to December 31, 2020 (the “2020 Measurement Period”), January 1, 2021 to December 31, 2021 (the “2021 Measurement Period”), January 1, 2022 to December 31, 2022 (the “2022 Measurement Period”), and January 1, 2023 to December 31, 2023 (the “2023 Measurement Period”). The Company-Owned Location operates two primary locations that report on a consolidated basis.

Part II of this Item sets forth certain historical Gross Revenue and cost data for (i) one franchised location that was operating during the entire 2021 Measurement Period, 2022 Measurement Period, and 2023 Measurement Period, (ii) one franchised location that was operating during the entire 2022 Measurement Period and 2023 Measurement Period, and (iii) three franchised locations that operated during the entire 2023 Measurement Period. For purposes of this Item 19, each franchised location is referred to as a “Franchised Location.”

We have not audited this information, nor independently verified this information. Written substantiation of the data used in preparing this information is available upon reasonable request.

10. Operating Costs and Expenses are calculated by adding together the total Independent Contractor Costs, Office Staff Wages, Marketing Expenses, Software Expenses, Technology Fee, and Merchant Fees / Credit Card Fees.

11. Net Revenue is calculated by subtracting Operating Costs and Expenses from Gross Revenue.

GENERAL NOTES TO ITEM 19

1. **Some outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.**
2. This analysis does not contain complete information concerning the operating costs and expenses that you will incur in operating your business. Operating costs and expenses may vary substantially from business to business. This Item 19 also does not contain any information about fees that you must pay to us, such as royalty or advertising fees or other expenses such as rent or class operating supplies.
- ~~3. Importantly, you should not consider Gross Sales presented above to be the actual or potential gross sales that you will realize. We do not represent that you can or will attain this gross revenue, or any particular level of gross revenue. We do not represent that you will generate income, which exceeds the initial payment of, or investment in, the franchise.~~
- 4.3. Therefore, we recommend that you make your own independent investigation to determine whether or not the franchise may be profitable to you. You should use the above information only as a reference in conducting your analysis and preparing your own projected income statements and cash flow statements. We suggest strongly that you consult your financial advisor or personal accountant concerning financial projections and federal, state and local income taxes and any other applicable taxes that you may incur in operating a Franchised Business.

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 MaidThis Business, however, we may provide you with the actual records of that MaidThis Business. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting our CEO, Neel Parekh, at MaidThis Franchising, LLC, 16316 East McGill Road, La Mirada, California 90638 or (424) 465-1010.

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VIRGINIA

ADDENDUM TO THE FRANCHISE DISCLOSURE DOCUMENT

In recognition of the restrictions contained in Section 13.1-564 of the Virginia Retail Franchising Act, the Franchise Disclosure Document for **MaidThis Franchising, LLC** for use in the Commonwealth of Virginia shall be amended as follows:

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

Pursuant to 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 ground 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.

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.

Exhibit H

STATE EFFECTIVE DATES:

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the states, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered or exempt from registration, as of the Effective Date stated below:

STATE	EFFECTIVE DATE
Florida	— March 30, 2024
Indiana	Pending Registration <u>April 29, 2024</u>
Minnesota	Pending Registration
Virginia	Pending Registration

Other states may require registration, filing or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or seller-assisted marketing plans.