

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.

As of December 31, 2025, there were a total of 36 franchised businesses in operation and 4 affiliate-owned businesses in operation. This historical financial performance representation includes performance information reported to us by 15 qualified Franchisees that operated for the full 2025 calendar year (the “**Measurement Period**”).

The results presented in this Item 19 are unaudited and are based entirely on information reported to us by the Franchisees. Franchisees report financial data on a consolidated basis — one set of books per franchisee. Tables are organized by territory count to provide like-for-like comparisons for prospective franchisees evaluating a single-territory investment.

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SECTION I — GROSS REVENUE BY TERRITORY COUNT

Table 1: Single-Territory Franchisees (8 Franchisees – 8 Territories)

Table 1 — Gross Revenue: Single-Territory Franchisees January 1, 2025 – December 31, 2025	
All Single-Territory Franchisees	
Average Gross Revenue	\$373,974
Median Gross Revenue	\$319,992
High Gross Revenue	\$843,116
Low Gross Revenue	\$63,748
Number and Percentage of Franchisees that Met or Exceeded the Average	2 (25.00%)

Table 2: Dual-Territory Franchisees (6 Franchisees – 12 Territories)

Table 2 — Gross Revenue: Dual-Territory Franchisees January 1, 2025 – December 31, 2025	
All Dual-Territory Franchisees	
Average Gross Revenue	\$484,658
Median Gross Revenue	\$426,428
High Gross Revenue	\$947,639
Low Gross Revenue	\$186,540
Number and Percentage of Franchisees that Met or Exceeded the Average	2 (33.33%)

Table 3: Three-Territory Franchisees (1 Franchisee – 3 Territories)

Table 3 — Gross Revenue: Three-Territory Franchisees January 1, 2025 – December 31, 2025	
Three-Territory Franchisee	
Average Gross Revenue	\$1,336,284
Median Gross Revenue	\$1,336,284
High Gross Revenue	\$1,336,284
Low Gross Revenue	\$1,336,284
Number and Percentage of Franchisees that Met or Exceeded the Average	1 (100.00%)

SECTION II — GROSS PROFIT BY TERRITORY COUNT

Table 4: Single-Territory Franchisees (8 Franchisees – 8 Territories)

Table 4 — Gross Profit: Single-Territory Franchisees January 1, 2025 – December 31, 2025	
All Single-Territory Franchisees (8)	
Average Gross Profit	\$230,225
Median Gross Profit	\$201,670
High Gross Profit	\$530,612
Low Gross Profit	\$33,691
Average Gross Profit Margin	62.3%
Number and Percentage of Franchisees that Met or Exceeded the Average Gross Profit	3 (37.50%)

Table 5: Dual-Territory Franchisees (6 Franchisees – 12 Territories)

Table 5 — Gross Profit: Dual-Territory Franchisees January 1, 2025 – December 31, 2025	
All Dual-Territory Franchisees (6)	
Average Gross Profit	\$290,453
Median Gross Profit	\$260,987
High Gross Profit	\$574,020
Low Gross Profit	\$127,248
Average Gross Profit Margin	60.4%
Number and Percentage of Franchisees that Met or Exceeded the Average Gross Profit	2 (33.33%)

Table 6: Three-Territory Franchisees (1 Franchisee – 3 Territories)

Table 6 — Gross Profit: Three-Territory Franchisees January 1, 2025 – December 31, 2025	
Three-Territory Franchisee (1)	
Average Gross Profit	\$820,046
Median Gross Profit	\$820,046
High Gross Profit	\$820,046
Low Gross Profit	\$820,046
Average Gross Profit Margin	61.4%
Number and Percentage of Franchisees that Met or Exceeded the Average Gross Profit	1 (100.00%)

Notes:

- (1) “Gross Revenue” means all revenue derived by the Franchised Unit before any costs or expenses are deducted.
- (2) “Gross Profit” means Gross Revenue less Direct Costs (labor, disposal, fuel, and credit card fees), but excluding fixed costs such as rent, marketing, insurance, office staff, or other overhead. Gross Profit also excludes any payments to the Franchisor such as royalty fees and brand development fees.
- (3) “Gross Profit Margin” means Gross Profit divided by Gross Revenue, expressed as a percentage.
- (4) “Territory” means each territory is a non-exclusive territory granted to the Franchisee with a minimum population of approximately 250,000.
- (5) Franchisees reports financial data on a consolidated basis, one set of books per franchisee regardless of the number of territories operated. Tables are therefore organized by ownership level to ensure like-for-like comparisons for prospective franchisees evaluating a single-territory investment.
- (6) As of December 31, 2025, there were a total of 36 Franchised Units in operation. The financial performance representation includes 15 Franchisees representing 23 total territories.
 - 4 Franchised Units began their operations in 2025 and data was not available for the full Measurement Period; thus, they were excluded from this disclosure.
 - 7 Franchised Units did not have data for the full Measurement Period and thus were excluded from this disclosure.
 - 2 additional territories (Colorado Springs, CO and Chesapeake, VA) were acquired mid-year 2025 by an existing franchisee. Only one consolidated P&L was submitted per franchisee covering full-year operations; the newly added territories are excluded from this financial performance representation and those franchisees that acquired the territories appear in the Single-Territory tables for the purposes of this disclosure document.
- (7) The Three-Territory table represents a single franchisee. All rows reflect that franchisee’s reported results. There is no range of performance to display.
- (8) Single-Territory Franchisees include: Colorado Springs CO, San Antonio North TX, Chesapeake VA, Southeastern VA, Hampton Roads VA, San Antonio South TX, Richmond North VA, and Tidewater VA.
- (9) Dual-Territory Franchisees include: Franchisees operating two contiguous or adjacent territories under one consolidated operation.

The Territories included in this financial performance representation are substantially similar to the Franchised Business offered in this disclosure document.

You should conduct an independent investigation of the costs and expenses you will incur in operating your franchise. Franchisees or former franchisees listed in this disclosure document may be one source of this information. We recommend that you make your own independent investigation to determine whether or not the franchise may be profitable, and consult with an attorney and other advisors prior to executing the franchise agreement.

Neither we nor our certified public accountants have audited the numbers reported to us by our franchisees, but we have no reasonable basis to question their reliability.

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

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, Accelerated Services Franchise, LLC 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

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 Sherrod Hunter, President (JUNK SHOT Brand), Accelerated Services Franchise, LLC, 2304 E Busch Blvd, Tampa, Florida 33612, 866-698-2874, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**ITEM 20
OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1
SYSTEMWIDE OUTLET SUMMARY
FOR YEARS 2023 TO 2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	10	26	+16
	2024	26	32	+6
	2025	32	36	+4
Company-Owned ¹	2023	5	6	1
	2024	6	4	-2
	2025	4	4	0
Total Outlets	2023	15	32	+18
	2024	32	36	+4
	2025	36	40	+4

Note 1: Company-owned outlets are owned and operated by our affiliate AWS.

**Table No. 2
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS
(OTHER THAN FRANCHISOR)
FOR YEARS 2023 TO 2025**

State	Year	Number of Transfers
California	2023	1
	2024	0
	2025	0
Georgia	2023	0
	2024	1
	2025	0
Virginia	2023	0
	2024	1
	2025	0
Total	2023	1
	2024	2
	2025	0