## 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.

### Financial Performance Representation

The following financial performance representation is based on historical data and relates to the RestoPros™ franchised businesses that operated continuously for at least 12 months as of December 31, 2025 and reported to us sufficiently complete revenue and/or cost data to permit calculation of sales, costs of goods sold, and gross margin.

The following financial performance representation shows average, median, and related data for:

- Table 1: calendar year 2025 Gross Volume, Mitigation Volume, and Reconstruction Volume data for the 81 RestoPros™ franchised businesses that operated continuously for at least 12 months as of December 31, 2025 and reported sufficient information to us;
- Table 2: calendar year 2025 Gross Volume, Cost of Goods Sold, and Gross Margin for the 58 RestoPros™ franchised business that operated continuously for at least 12 months as of December 31, 2025 and reported sufficient information to us.

There were 132 outlets during the reporting period. We excluded 41 outlets because they opened during the reporting period and had not operated for at least 12 months as of December 31, 2025. We excluded 4 franchises from both Table 1 and Table 2 because they were terminated and 7 franchises because they were transferred during the reporting period. 1 of the franchises was terminated after being open less than 12. We excluded 23 franchises from Table 2 because we did not receive from them sufficient reports or information. We also excluded 2 outlets owned and operated by our affiliate. The charts below reflect the actual historical financial performance from these RestoPros franchised businesses as such financial data was reported to us. The financial information was derived from reports submitted by franchisees through our internal reporting systems. Franchisees may use different accounting practices and methods in preparing their reports, and we did not independently verify or audit the information submitted. We have not adjusted the data reported to us by the franchised businesses. Each of the outlets in the charts below is listed anonymously.

See the notes following the tables for additional information and details.

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## TABLE 1: Gross Volume
## January 1 to December 31, 2025

The following table shows Gross Volume, Mitigation Volume, and Reconstruction Volume data for the 81 RestoPros™ franchised businesses that operated continuously for at least 12 months as of December 31, 2025 and reported sufficient information to us.

| Category | # of Franchises | Average | # Attained or Surpassed | Median | # Attained or Surpassed | High | Low |
|---|---|---|---|---|---|---|---|
| Gross Volume[1] | 81 | $878,673 | 23 (28%) | $573,019 | 41 (51%) | 7,943,069 | $23,207 |
| Mitigation Volume[2] | 81 | $739,072 | 24 (30%) | $459,434 | 41 (51%) | $6,251,682 | $23,207 |
| Reconstruction Volume[3] | 39 | $297,734 | 13 (16%) | $162,979 | 20 (25%) | $1,691,387 | $967 |

Notes to Table 1

1. “Gross Volume,” means all revenue generated from the business including the total receipts from all sales received from performing, marketing, and selling products and services, whether in the form of cash, credit or otherwise. Gross Volume does not include any sales tax or other tax collected and paid to the appropriate taxing authority.

2. “Mitigation Volume,” means the portion of Gross Volume generated from mitigation and remediation jobs, products, and services.

3. “Reconstruction Volume” means the portion of Gross Volume generated from repair, remodel, rebuild, and reconstruction jobs, products, and services (“Reconstruction Services”). Franchisees first started recognizing Reconstruction Volume as part of our rebuild-reconstruction training program in March 2025. The Reconstruction Volume statistics are calculated only from the 39 franchise outlets that were authorized to perform Reconstruction Services and reported Reconstruction Volume during the reporting period. Most of these franchisees conducted Reconstruction Services for fewer than 10 months during the reporting 2025 period. 42 of the 81 franchise outlets did not perform authorized Reconstruction Services or report Reconstruction Volume, so they are excluded from this Reconstruction Volume dataset.

4. In each table, the “Average” column refers to the average data point of the dataset for each row. The “Median” column refers to the median data point of the dataset for each row. The “High” column refers to the highest data point in the dataset for each row. The “Low” column refers to the lowest data point in the dataset for each row. The “Attained or Surpassed” columns to the right of each of the Average and Median columns refer to the number and percentage of outlets from within the dataset that attained or surpassed the stated Average or Median in the dataset for each row.

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## TABLE 2: Gross Margin
## January 1 to December 31, 2025

The following table shows Gross Volume, Cost of Goods Sold, and Gross Margin data for the 58 RestoPros™ franchised business that operated continuously for at least 12 months as of December 31, 2025 and reported sufficient information to us.

| Category | # of Franchises | Average | # Attained or Surpassed | Median | # Attained or Surpassed | High | Low |
|---|---|---|---|---|---|---|---|
| Gross Volume[1] | 58 | $1,022,535 | 15 (26%) | $611,613 | 29 (50%) | $7,943,069 | $23,207 |
| Cost of Goods Sold[2] | 58 | $339,965 | 18 (31%) | $240,960 | 29 (50%) | $1,980,164 | $5,211 |
| Gross Margin[3] | 58 | 65% | 31 (53%) | 66% | 29 (50%) | 80% | 27% |

Notes to Table 2

1. “Gross Volume” has the same meaning as used in Table 1, above.

2. “Cost of Goods Sold” means the costs and expenses directly tied to generating Gross Volume , such as direct job-related labor and subcontracted services attributable to revenue-generating projects, vehicle gas and fuel, repairs and maintenance of machines and equipment, equipment leases, materials and supplies, referral sources, and similar direct costs. It excludes indirect operating expenses such as administrative payroll, administrative payroll, owner salary, wages, or other compensation, office personnel expenses, rent or lease of a physical location, advertising and promotion; bank charges and credit card and merchant fees; auto leases and maintenance; dues and subscriptions for computer, software, internet, and technology; insurance; legal, accounting, and professional services; office equipment and supplies; postage and delivery; repairs and maintenance; business licenses and permits; security; telephone; travel, meals, and entertainment; uniforms and apparel; utilities and garbage; and other indirect operating expenses. These charts do not include certain costs and expenses you will incur in the categories of depreciation and amortization and initial franchise fees. The charts also do not account for interest or principal payments on loans to the businesses or income taxes owed by the businesses or their owners.

The table does not include any costs or expenses for royalties, marketing fees, and technology fees; you will be expected to pay to us the royalties, marketings fees, and technology fees as outlined in your franchise agreement with us.

3. “Gross Margin” means the Gross Volume minus Cost of Goods Sold divided by Gross Volume and expressed as a percentage.

4. 23 of the franchise outlets of the 81 franchise outlets that are included in the dataset for Table 1 are excluded from the dataset for Table 2 because they reported insufficient Cost of Goods Sold and Gross Margin information and data. 39 out of the 58 franchise outlets disclosed in Table 2 performed Reconstruction Services and reported Reconstruction Volume; thus 19 franchise outlets were excluded because they did not perform Reconstruction Services and report Reconstruction Volume during the reporting period.

5. In each table, the "Average" column refers to the average data point of the dataset for each row. The "Median" column refers to the median data point of the dataset for each row. The "High" column refers to the highest data point in the dataset for each row. The "Low" column refers to the lowest data point in the dataset for each row. The "Attained or Surpassed" columns to the right of each of the Average and Median columns refer to the number and percentage of outlets from within the dataset that attained or surpassed the stated Average or Median in the dataset for each row.

**Some outlets have sold this amount. Your individual results may differ. There is no assurance that you'll 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, 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 Alex Blair, 14301 South Lakes Drive, Suite E, Charlotte, NC 28273, 980-333-7557, 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 | 15 | 45 | +30 |
| | 2024 | 45 | 91 | +46 |
| | 2025 | 91 | 124 | +33 |
| **Company-Owned** | 2023 | 1 | 2 | +1 |
| | 2024 | 2 | 2 | 0 |
| | 2025 | 2 | 2 | 0 |
| **Total Outlets** | 2023 | 16 | 47 | +31 |
| | 2024 | 47 | 93 | +46 |
| | 2025 | 93 | 126 | +33 |

**Table No. 2**
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**
**For years 2023 to 2025**

| State | Year | Number of Transfers |
|---|---|---|
| **AL** | 2023 | 0 |
| | 2024 | 0 |
| | 2025 | 1 |
| **FL** | 2023 | 1 |
| | 2024 | 1 |
| | 2025 | 1* |
| **NJ** | 2023 | 0 |
| | 2024 | 0 |