

Provision	Section in franchise or other agreement	Summary
s. Modification of the agreement	18.J of Franchise Agreement	Modifications only by written agreement of the parties, but we may change the Operations Manual, System Standards and Franchise System.
t. Integration/merger clause	18.L of Franchise Agreement	Only terms of the Franchise Agreement are binding (subject to state law). Any representations or promises made outside of the Disclosure Document and the Franchise Agreement may not be enforceable. Notwithstanding the foregoing, nothing in any agreement is intended to disclaim the express representations made in the franchise disclosure document, its exhibits, and amendments.
u. Dispute resolution by arbitration or mediation	18.F of Franchise Agreement	We and you must arbitrate all disputes (except claims related to the Marks, other intellectual property that is part of the Franchise System, or requests by you or us for temporary restraining orders, preliminary injunctions or other procedures to obtain interim relief) within 10 miles of our then current principal business address (currently Carmel, Indiana) (subject to state law).
v. Choice of forum	18.H of Franchise Agreement	Litigation is in (or closest to) the state and city of our then current principal business address (currently Carmel, Indiana) (subject to state law).
w. Choice of law	18.G of Franchise Agreement	Except for Federal Arbitration Act and other federal law, Delaware law applies to all claims (subject to state law).

Item 18

PUBLIC FIGURES

We do not use any public figure to promote our 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 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.

Before April 2023, our franchisees could purchase rights to develop and operate a Heavyweight Waste Business in more than 1 Territory under a single Franchise Agreement (the “**Prior Model**”). As of April 2023, our franchisees must sign a separate Franchise Agreement for each Territory (the “**Current Model**”). The tables below show data for Covered Businesses that operate under both the Prior Model and the Current Model. As a result, we have indicated the number of Territories in which each Covered Business had the right to operate as of December 31, 2025. In some instances, franchisees operating under the Prior Model have purchased the rights

to operate in several Territories but have not yet expanded to operate in all of those Territories. In these circumstances, we have reported the number of Territories that the applicable Franchise Agreement covers and in which the franchisee has the right to operate, even if the franchisee does not yet operate in all such Territories.

As of December 31, 2025, we had affiliate-owned Heavyweight Waste Businesses open and operating in 16 Territories and franchised Heavyweight Waste Businesses open and operating in 34 Territories. Of the franchised Heavyweight Waste Businesses, 5 Heavyweight Waste Business (covering, in the aggregate, 14 Territories) were not open for a full year as of December 31, 2025 and are therefore excluded from the historical report below. No franchised or affiliate-owned Heavyweight Waste Businesses closed between January 1, 2025 and December 31, 2025. The tables below include the 3 affiliate-owned Heavyweight Waste Businesses (covering, in the aggregate, 16 Territories) and 6 franchised Heavyweight Waste Businesses (covering, in the aggregate, 20 Territories) that were open for at least 1 full year as of December 31, 2025 (the “**Covered Businesses**”). The Covered Businesses include 1 existing franchised Heavyweight Waste Business that acquired, in the aggregate, 6 additional Territories in 2025 (even though those 6 Territories were not open and operating for a full year as of December 31, 2025). The report below describes the performance of the Covered Businesses for the 12-month period beginning January 1, 2025 and ending December 31, 2025 (collectively, the “**Covered Period**”). Our affiliates and franchisees reported the below financial data to us.

Other than as stated above and indicated in the notes to the table below, there are no other material financial or operational characteristics that we reasonably anticipate will differ from future operational franchise outlets.

For purposes of this Item 19, “**Gross Sales**” means all revenue that each Heavyweight Waste Business reported receiving or otherwise deriving directly or indirectly from hauling services conducted by the Heavyweight Waste Business, whether from cash, check, credit and debit card, barter, exchange, trade credit, or other credit transactions, including any implied or imputed Gross Sales from any business interruption insurance. However, “Gross Sales” excludes (a) sales taxes, use taxes, and other similar taxes added to the sales price, collected from the customer and paid to the appropriate taxing authority; (b) any bona fide refunds and credits that are actually provided to customers; and (c) the face value of coupons or discounts that customers redeem.

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Franchised Covered Businesses

Location: South Florida (Fort Myers, Florida and greater Miami, Florida area)

- *Number of Territories as of December 31, 2025: 9*
- *Aggregate Population of all of the Territories as of the effective date of the Franchise Agreement: 2,126,015*

Month	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-25	51	140	769.06	\$173,768.19
Feb-25	51	130	654.09	\$180,716.90
Mar-25	54	162	830.95	\$202,751.82
Apr-25	57	182	905.59	\$205,565.61
May-25	61	169	887.79	\$230,157.16
Jun-25	59	154	877.96	\$209,220.37
Jul-25	64	162	929.49	\$208,631.43
Aug-25	61	150	855.26	\$202,463.03
Sep-25	61	140	846.21	\$194,336.89
Oct-25	62	165	915.61	\$196,697.45
Nov-25	60	134	695.32	\$191,928.33
Dec-25	61	138	743.15	\$193,103.47
2025 Calendar Year	61	1,826	9,910.48	\$2,389,340.65

Location: Denver, Colorado

- *Number of Territories as of December 31, 2025: 2*
- *Aggregate Population of all of the Territories as of the effective date of the Franchise Agreement: 430,177*

Month	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-25	32	92	496.11	\$71,669.80
Feb-25	32	93	502.17	\$68,682.42
Mar-25	32	96	565.02	\$78,179.51
Apr-25	32	108	671.02	\$88,027.28
May-25	32	115	780.64	\$103,342.67
Jun-25	34	125	847.51	\$108,091.89
Jul-25	36	125	867.40	\$121,025.66
Aug-25	39	107	659.90	\$91,414.22
Sep-25	39	94	642.82	\$90,276.96
Oct-25	39	83	490.31	\$79,098.72
Nov-25	39	83	460.41	\$71,017.67
Dec-25	39	100	526.62	\$86,683.47
2025 Calendar Year	39	1,221	7,509.93	\$1,057,510.27

Location: Austin, Texas

- *Number of Territories as of December 31, 2025: 3*
- *Aggregate Population of all of the Territories as of the effective date of the Franchise Agreement: 3,004,767*

Month	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-25	62	82	317.73	\$73,891.90
Feb-25	62	71	351.20	\$69,856.25
Mar-25	62	98	398.31	\$65,322.08
Apr-25	62	91	400.82	\$62,294.26
May-25	62	76	372.83	\$59,022.42
Jun-25	62	84	410.02	\$68,576.16
Jul-25	62	113	455.13	\$69,142.44
Aug-25	62	101	372.70	\$74,957.11
Sep-25	62	110	367.03	\$60,014.70
Oct-25	66	113	352.48	\$65,717.96
Nov-25	66	99	378.47	\$63,490.49
Dec-25	66	118	436.72	\$76,078.33
2025 Calendar Year	66	1,156	4,613.44	\$808,364.10

Location: Columbia, South Carolina

- *Number of Territories as of December 31, 2025: 2*
- *Aggregate Population of all of the Territories as of the effective date of the Franchise Agreement: 405,720*

Month	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-25	22	47	207.43	\$21,270.00
Feb-25	22	49	207.34	\$24,287.00
Mar-25	22	43	181.09	\$20,123.00
Apr-25	22	45	181.94	\$18,146.00
May-25	25	46	189.81	\$21,950.00
Jun-25	25	35	141.43	\$17,907.00
Jul-25	25	53	208.10	\$24,467.00
Aug-25	25	52	222.92	\$26,304.00
Sep-25	25	57	240.33	\$25,499.00
Oct-25	25	52	241.68	\$22,759.00
Nov-25	26	46	194.02	\$20,233.00
Dec-25	26	46	227.63	\$22,469.00
2025 Calendar Year	26	571	2,443.72	\$265,414.00

Location: Phoenix, Arizona

- *Number of Territories as of December 31, 2025: 3*
- *Aggregate Population of all of the Territories as of the effective date of the Franchise Agreement: 515,202*

Month	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-25	45	102	442.71	\$81,013.50
Feb-25	45	72	344.06	\$63,979.71
Mar-25	45	69	327.40	\$55,824.16
Apr-25	45	109	507.73	\$56,213.12
May-25	45	91	434.44	\$52,006.01
Jun-25	45	78	443.96	\$67,818.56
Jul-25	45	58	304.46	\$60,497.53
Aug-25	45	68	385.25	\$44,228.28
Sep-25	45	90	473.26	\$67,551.18
Oct-25	45	54	354.91	\$79,464.16
Nov-25	45	52	305.68	\$65,961.69
Dec-25	45	104	483.22	\$75,723.55
2025 Calendar Year	45	947	4,807.08	\$770,281.45

Location: Atlanta, Georgia

- *Number of Territories as of December 31, 2025: 1*
- *Aggregate Population of all of the Territories as of the effective date of the Franchise Agreement: 789,529*

Month	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-25	25	84	447.79	\$87,061.00
Feb-25	25	80	390.18	\$93,564.00
Mar-25	25	95	434.51	\$89,625.00
Apr-25	27	123	493.42	\$104,304.00
May-25	29	133	501.15	\$109,555.00
Jun-25	31	148	599.22	\$113,959.00
Jul-25	33	157	555.72	\$128,389.00
Aug-25	35	170	687.10	\$133,586.00
Sep-25	37	183	713.24	\$130,666.00
Oct-25	39	202	775.65	\$145,064.00
Nov-25	41	149	624.86	\$135,109.00
Dec-25	48	189	743.62	\$149,667.00
2025 Calendar Year	48	1,713	6,966.46	\$1,420,549.00

Affiliate-Owned Covered Businesses

Location: Birmingham, Alabama

- *Number of Territories as of December 31, 2025: 4*
- *Aggregate Population of all of the Territories as of the opening date: 928,503*

Month	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-25	70	127	608.16	\$138,305.09
Feb-25	70	164	790.50	\$181,659.85
Mar-25	65	144	673.14	\$163,877.00
Apr-25	65	162	797.16	\$187,289.39
May-25	72	147	771.39	\$178,390.85
Jun-25	75	160	857.54	\$195,220.48
Jul-25	80	149	804.37	\$185,740.77
Aug-25	95	166	815.83	\$196,464.17
Sep-25	110	177	915.75	\$209,895.80
Oct-25	108	168	792.96	\$182,350.48
Nov-25	108	185	902.90	\$213,601.51
Dec-25	112	163	785.30	\$185,195.29
2025 Calendar Year	112	1,912	9,515.00	\$2,217,990.68

Location: **Huntsville, Alabama**

- *Number of Territories as of December 31, 2025: 3*
- *Aggregate Population of all of the Territories as of the opening date: 683,291*

Month	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-25	27	53	287.90	\$132,071.96
Feb-25	27	65	374.11	\$156,041.83
Mar-25	32	67	403.30	\$144,628.72
Apr-25	32	100	412.21	\$198,372.13
May-25	32	87	323.21	\$177,447.35
Jun-25	32	91	298.43	\$182,991.09
Jul-25	35	83	324.98	\$160,844.28
Aug-25	43	81	369.91	\$145,075.06
Sep-25	43	79	751.54	\$128,822.52
Oct-25	45	75	704.16	\$135,626.51
Nov-25	45	72	463.29	\$130,598.46
Dec-25	45	58	300.15	\$109,303.95
2025 Calendar Year	45	911	5,013.19	\$1,801,823.86