

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.

This Item sets forth historical financial performance data for three franchise locations operating under the Daisyco system during the 2024 calendar year. The representation includes revenue, gross profit, labor costs, and sales performance, as well as performance metrics from a pilot program for a recurring revenue service known as “DaisyCare.”

Project-Based Revenue and Labor Performance			
	Franchised Location (Costa Mesa, CA)	Franchised Location (Sarasota, FL)	Company Owned Location (Norwalk, CT)
Number of Install Jobs	158	85	30
Average Job Size	\$27,136.06	\$20,030.74	\$70,796.86
Project Revenue	\$4,287,497.47	—	\$2,123,905.74
Number of Field Technicians	6	3	3.5
Revenue per Field Technician	\$714,582.91	\$567,537.62	\$623,989.56

* Note: Project Revenue excludes service or maintenance income.

Overall Financial Metrics			
	Franchised Location (Costa Mesa, CA)	Franchised Location (Sarasota, FL)	Company Owned Location (Norwalk, CT)
Total Revenue	\$4,539,006.30	\$1,702,612.85	\$2,183,963.47
Gross Profit	\$2,827,797.92	\$957,982.28	\$1,397,910.53
Gross Profit Margin	62.3%	56.3%	64.0%
Direct Labor & Benefits	\$1,136,470.26	\$303,233.66	\$377,943.07
Gross Margin After Labor	\$1,691,327.67	\$654,748.62	\$1,019,967.46

Sales Team Performance			
	Franchised Location (Costa Mesa, CA)	Franchised Location (Sarasota, FL)	Company Owned Location (Norwalk, CT)
Avg. Salesperson Revenue	\$1,513,002.10	\$1,702,612.85	\$1,455,975.65
Salesperson Count	3	1	2
Salesperson Cost as % of Revenue	8%	7%	6%

*Note: Salesperson performance includes new project sales only and does not account for recurring or service-based revenue streams.

California “DaisyCare” Pilot Program			
	Low	High	Average
Proposal Value per Visit	\$959.95	\$2,823.67	\$1,526.58
Quoted Revenue per Visit	\$643.00	\$1,664.00	\$969.64

*The DaisyCare service is still being evaluated for broader implementation across the franchise system. The revenue figures shown above represent quoted and proposed values, which may not reflect closed sales or collected revenue.

*The total number of DaisyCare visits during 2024 was 408.

Notes:

1. Historical Performance: The financial information presented above reflects historical results from select franchised locations. These results are not intended to be, and should not be construed as, a projection or forecast of what your franchise may earn.
2. Variability: Performance varies based on numerous factors including geographic market, experience, and operational efficiency. You should conduct an independent investigation of the business opportunity and consult with existing franchisees.
3. Data Sources: The financial data was derived from internal company systems and has not been audited. The DaisyCare pilot results are based on preliminary field data and may be refined.
4. Limitations: Not all units in the system achieved the results stated. Your results may differ.

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

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

Other than the preceding financial performance representations, 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 Daisyco Franchising, LLC at 1117 Baker Street, #A, Costa Mesa, CA 92626 and (909) 979-1830, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

ITEM 20 TABLE NO. 1
System-wide Outlet Summary
For Years 2022 to 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	0	0	0
	2023	0	0	0
	2024	0	5	+5
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	7	+7
Total Outlets	2022	0	0	0
	2023	0	0	0
	2024	0	12	+12

ITEM 20 TABLE NO. 2
Transfers of Franchised Outlets to New Owners
(other than the Franchisor)
For Years 2022 to 2024

State	Year	Number of Transfers
Totals	2022	0
	2023	0
	2024	0