

<b>Provision</b>	<b>Section in Development Agreement (“DA”)(unless otherwise specified)</b>	<b>Summary</b>
u. Dispute resolution by arbitration or mediation	None	Most disputes must be initially mediated. If a dispute is not resolved through the mediation process described in the Franchise Agreement, most disputes must be settled by litigation, subject to state law. Only if a court invalidates a jury waiver or a class action waiver will the dispute be resolved through arbitration, subject to state law.
v. Choice of venue	Section 16	Unless state law supersedes this provision, venue for mediation, arbitration, and litigation is in McLennan County, Texas.
w. Choice of law	Section 16	Texas law applies unless state law supersedes this provision.

SEE THE ATTACHED STATE ADDENDA (EXHIBIT N) FOR ADDITIONAL DISCLOSURES.

### **ITEM 18**

#### **PUBLIC FIGURES**

We do not use any public figure to promote our franchise business.

### **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.

The sales figures listed below are averages and medians derived from historical operating results of the Mr. Electric® businesses indicated for the time periods covered. We obtained these sales figures

from information provided to us by Mr. Electric franchisees using our software program for the period from January 1, 2024 through December 31, 2024 (the “Reporting Period”). Franchisees are not required to use generally accepted accounting principles when reporting these figures.

As of December 31, 2024, we had 211 Mr. Electric businesses in operation in the United States, all of which were franchised businesses. This Item 19 includes data from 152 of such businesses for the Reporting Period, which were all in operation and reporting sales for the full 52 weeks of the Reporting Period (the “Reporting Businesses”). This Item 19 excludes data from 41 of the franchised businesses that opened during the year 2024 and were not in operation for the entire Reporting Period and 18 franchised businesses that failed to report reliable data to us for the full Reporting Period.

Nineteen franchised businesses that closed during the Reporting Period are also excluded from this Item 19 because they were not in operation for the entire Reporting Period. Of the 19 businesses that closed during the Reporting Period, none closed after being open for less than 12 months.

“Gross Sales” means the total revenues and receipts from whatever source (whether in the form of cash, credit, agreement to pay, barter, trade or other consideration) that arise, directly or indirectly, from the operation of — or in connection with — a Mr. Electric business whether under any of the Marks or otherwise. Gross Sales exclude sales taxes collected from customers and paid to the appropriate taxing authority and any other bona fide refunds, rebates or discounts that we authorize in writing. Gross Sales also exclude sales from any Excluded Services (as defined in a mutually executed Excluded Services Addendum (see Schedule I to the Franchise Agreement).

All of the franchised businesses for which sales results are reported below were operated by franchisees. We did not operate any of the businesses. All of the franchised businesses are comparable to the franchised businesses offered by this disclosure document and offered substantially the same services to the public.

**Some outlets have earned this amount. Your individual results may differ. There is no assurance you will earn as much.**

Written substantiation for these financial performance representations will be made available to a prospective franchisee upon reasonable request.

**Average and Median Gross Sales for Franchised Businesses  
Open and Reporting<sup>1</sup> for Full 52 Weeks from  
January 1, 2024 through December 31, 2024 (the “Reporting Period”) with a Territory  
Population Ranging from 74,000 – 300,000<sup>1</sup>**

Percentage or Quartile Rank (in Terms of Level of Average Gross Sales) of Franchised Businesses 2024 <sup>2</sup>	Average Gross Sales Attained by this Group	Highest Gross Sales Attained by This Group <sup>4</sup>	Lowest Gross Sales by Attained by This Group <sup>4</sup>	Median Gross Sales Attained by this Group	Number in This Group <sup>3</sup>	Number and Percent in Group That Attained the Group Average or Greater <sup>5</sup>
Top 10%	\$1,599,882	\$2,636,434	\$1,265,310	\$1,409,620	8	2 / 25%
Top 25%	\$1,209,948	\$2,636,434	\$698,341	\$1,038,679	19	8 / 42%
Top 50%	\$837,064	\$2,636,434	\$349,461	\$683,590	38	16 / 42%

Percentage or Quartile Rank (in Terms of Level of Average Gross Sales) of Franchised Businesses 2024 <sup>2</sup>	Average Gross Sales Attained by this Group	Highest Gross Sales Attained by This Group <sup>4</sup>	Lowest Gross Sales by Attained by This Group <sup>4</sup>	Median Gross Sales Attained by this Group	Number in This Group <sup>3</sup>	Number and Percent in Group That Attained the Group Average or Greater <sup>5</sup>
Bottom 50%	\$206,024	\$335,801	\$30,341	\$214,482	38	20 / 53%
Bottom 25%	\$131,297	\$208,667	\$30,341	\$135,644	19	10 / 53%
Bottom 10%	\$77,487	\$123,397	\$30,341	\$80,381	8	4 / 50%
100%	\$521,544	\$2,636,434	\$30,341	\$342,631	76	26 / 34%

**Average and Median Gross Sales for Franchised Businesses  
Open and Reporting<sup>1</sup> for Full 52 Weeks from  
January 1, 2024 through December 31, 2024 (the “Reporting Period”) with a Territory Population  
Ranging from 300,001 – 500,000<sup>1</sup>**

Percentage or Quartile Rank (in Terms of Level of Average Gross Sales) of Franchised Businesses 2024 <sup>2</sup>	Average Gross Sales Attained by this Group	Highest Gross Sales Attained by This Group <sup>4</sup>	Lowest Gross Sales by Attained by This Group <sup>4</sup>	Median Gross Sales Attained by this Group	Number in This Group <sup>3</sup>	Number and Percent in Group That Attained the Group Average or Greater <sup>5</sup>
Top 10%	\$3,594,834	\$4,305,455	\$2,673,933	\$3,805,113	3	2 / 67%
Top 25%	\$2,681,111	\$4,305,455	\$1,259,151	\$2,056,866	6	4 / 67%
Top 50%	\$1,724,747	\$4,305,455	\$1,259,151	\$1,103,619	13	5 / 38%
Bottom 50%	\$429,943	\$608,123	\$124,908	\$482,049	12	7 / 58%
Bottom 25%	\$319,446	\$465,744	\$124,908	\$319,230	6	3 / 50%
Bottom 10%	\$229,521	\$293,736	\$124,908	\$269,920	3	2 / 67%
100%	\$1,103,241	\$4,305,455	\$124,908	\$621,866	25	7 / 28%

**Average and Median Gross Sales for Franchised Businesses**  
**Open and Reporting<sup>1</sup> for Full 52 Weeks from**  
**January 1, 2024 through December 31, 2024 (the “Reporting Period”) with a Territory Population**  
**Ranging from 500,001 – 1,000,000<sup>1</sup>**

Percentage or Quartile Rank (in Terms of Level of Average Gross Sales) of Franchised Businesses 2024 <sup>2</sup>	Average Gross Sales Attained by this Group	Highest Gross Sales Attained by This Group <sup>4</sup>	Lowest Gross Sales by Attained by This Group <sup>4</sup>	Median Gross Sales Attained by this Group	Number in This Group <sup>3</sup>	Number and Percent in Group That Attained the Group Average or Greater <sup>5</sup>
Top 10%	\$6,091,179	\$12,717,444	\$2,349,908	\$3,206,184	3	1 / 33%
Top 25%	\$3,509,981	\$12,717,444	\$1,669,289	\$2,161,613	8	1 / 13%
Top 50%	\$2,543,792	\$12,717,444	\$1,313,603	\$1,669,289	15	2 / 13%
Bottom 50%	\$882,839	\$1,239,747	\$344,209	\$943,907	15	9 / 60%
Bottom 25%	\$728,434	\$943,907	\$344,209	\$790,376	8	5 / 63%
Bottom 10%	\$529,549	\$725,033	\$344,209	\$519,404	3	2 / 67%
100%	\$1,713,316	\$12,717,444	\$344,209	\$1,276,675	30	7 / 23%

**Average and Median Gross Sales for Franchised Businesses**  
**Open and Reporting<sup>1</sup> for Full 52 Weeks from**  
**January 1, 2024 through December 31, 2024 (the “Reporting Period”) with a Territory Population**  
**Ranging from 1,000,001 – 5,000,000<sup>1</sup>**

Percentage or Quartile Rank (in Terms of Level of Average Gross Sales) of Franchised Businesses 2024 <sup>2</sup>	Average Gross Sales Attained by this Group	Highest Gross Sales Attained by This Group <sup>4</sup>	Lowest Gross Sales by Attained by This Group <sup>4</sup>	Median Gross Sales Attained by this Group	Number in This Group <sup>3</sup>	Number and Percent in Group That Attained the Group Average or Greater <sup>5</sup>
Top 10%	\$6,181,759	\$6,982,204	\$3,817,968	\$6,181,759	2	1 / 50%
Top 25%	\$4,736,937	\$6,982,204	\$3,707,907	\$3,817,968	5	2 / 40%
Top 50%	\$3,657,349	\$6,982,204	\$2,314,027	\$3,374,936	11	5 / 45%
Bottom 50%	\$1,394,334	\$2,223,058	\$519,525	\$1,557,429	10	6 / 60%
Bottom 25%	\$1,394,334	\$1,439,928	\$519,525	\$903,305	5	1 / 20%
Bottom 10%	\$620,415	\$721,305	\$519,525	\$620,415	2	1 / 50%
100%	\$2,579,723	\$6,982,204	\$519,525	\$2,314,027	21	8 / 38%

<sup>1</sup> The Reporting Businesses (i.e., franchised businesses in business for 12 months or more and which had full 52 weeks of reported Gross Sales in 2024) are grouped into 4 separate tables based on the size of the territory (i.e., Reporting Businesses with territory of up to

300,000 in population; up to 500,000 in population; up to 1,000,000 in population and up to 5,000,000 in population.

<sup>2</sup> Within each table, the Reporting Businesses are divided into seven groups: those that ranked in the top 10%, 25% and 50%, respectively, in terms of highest level of Gross Sales; those that ranked in the bottom 10%, 25%, and 50%, respectively, in terms of lowest level of Gross Sales, respectively, and, finally, those representing all (100%) of Franchised Businesses in business more than 12 months with a full 52 weeks of reported sales in 2024.

<sup>3</sup> This is the number of franchised businesses included in this analysis (i.e., open and reporting for full 52 weeks during the Reporting Period) (the “Reporting Businesses”).

<sup>4</sup>This is the range between the Reporting Businesses’ actual lowest Gross Sales and actual highest Gross Sales during the Reporting Period for each category, based on information provided by the Reporting Businesses to us through our Software System.

<sup>5</sup>This is the number and percentage of Reporting Businesses in each category that achieved or exceeded during the Reporting Period the Average Gross Sales for the applicable category.

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 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 Joshua McCormick, 1010 N. University Parks Drive, Waco, Texas 76707, (254) 759-5875, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20

### OUTLETS AND FRANCHISEE INFORMATION

Table No. 1

#### Systemwide Outlet<sup>1</sup> Summary for Years 2022 to 2024

Outlet Type	Year	Outlets at Start of Year	Outlets at End of Year	Net Change
Franchised	2022	170	180	+10
	2023	180	189	+9
	2024	189	211	+22
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	170	180	+10
	2023	180	189	+9
	2024	189	211	+22