

ITEM 18
PUBLIC FIGURES

We do not use any public figures to promote our franchise.

ITEM 19
FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to disclose 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 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 performance at a particular location or under particular circumstances.

Presented below are historical operating results for certain franchised BTDT Businesses.

2025 Total Sales and Jobs				
	2025 Revenue	2025 Jobs	2025 Rev per Job	2025 Rev per Truck
2025 Total all Locations	\$104,410,708	225,927	\$462	\$300,895

2025 Revenue Per Truck By Location Age		
Aged 0-2	Average	\$263,574
	# that Met or Exceeded Average	12 out of 25 (or 48%)
	Low	\$176,003
	Median	\$246,591
	High	\$423,010
Aged 2-5	Average	\$311,090
	# that Met or Exceeded Average	22 out of 39 (or 56%)
	Low	\$214,647

	Median	\$306,160
	High	\$422,266
Aged 5+	Average	\$289,557
	# that Met or Exceeded Average	150 out of 299 (or 50%)
	Low	\$151,050
	Median	\$281,130
	High	\$470,848
Total All Locations	Average	\$288,674
	# that Met or Exceeded Average	185 out of 363 (or 51%)
	Low	\$151,050
	Median	\$281,624
	High	\$470,848

2025 Total Jobs, Jobs Per Truck and Total Trucks by Location Age				
Location by Age	2025 Total Jobs Completed	Total Trucks	Yearly Jobs per Truck	
Aged 0-2	7,645	25	546	
Aged 2-5	24,201	39	663	
Aged 5+	194,081	299	655	
Total	225,927	363	651	

Notes:

Please note the following:

1. The results in the Table noted above are for the 2025 fiscal year (January 1, 2025 to December 31, 2025) and were prepared from our internal operating records, which, in turn, were prepared from information obtained from our U.S. franchisees. The results are from all franchisees who operated for any part of 2025. No franchisees were excluded from the results. The information presented in this Item 19 has not been audited.
2. Terms.
 - a. Jobs means total number of work orders for a truck during the year. A work order consists of the delivery and recovery of a bin.
 - b. Revenue includes all income earned for the services of a truck, and is determined by multiplying the number of jobs by the average revenue per job.
 - c. Location Age means the number of years the franchised location has been in business.
 - d. Jobs per Truck is the total completed jobs divided by the number of trucks utilized during the year. All trucks operated by our franchisees during any part of 2025 were included in the results. The median jobs per truck in 2025 was 623, the high number was 1,018 and low number was 320.
 - e. Revenue Per Truck is determined by taking the average cost per job (\$462) and multiplying that by the number of jobs the truck did during the year.
3. Jobs, Jobs Per Truck, Revenue and Revenue Per Truck figures provide only a part of the information that you will need to evaluate the franchise opportunity. All of the trucks included in the results are operated by franchised units.
4. Among other things, we recommend that you contact the current and former franchisees listed in this Disclosure Document and that you also consult with a qualified attorney, accountant, and other professional advisors before entering into a Franchise Agreement.
5. Written substantiation of the data used in preparing the information in this Item 19 will be made available to you upon reasonable request.

Some BTDT Businesses have earned this amount. Your individual results may differ. There is no assurance you'll earn as much.

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 our management by contacting Mike Pocrnic at 2010 Winston Park Drive, Suite 300, Oakville, Ontario, L6H 5R7, Canada, tel (905.582.1234), the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table 1:
System-wide Outlet Summary for years 2023-2025 (Note 1)

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	198	206	+8
	2024	206	226	+20
	2025	226	244	+18
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	198	206	+8
	2024	206	226	+20
	2025	226	244	+18

Notes to Table 1:

- (1) All numbers are as of the fiscal year end. Each fiscal year ends on December 31.