

<b>Provision</b>	<b>Section in Franchise Agreement (unless otherwise specified)</b>	<b>Summary</b>
		agreement is intended to disclaim our representations made in this disclosure document.
u. Dispute resolution by arbitration or mediation	11	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	14(H)	Unless state law supersedes this provision, venue for mediation, arbitration, and litigation is in McLennan County, Texas.
w. Choice of law	14(G)(1)	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 only be given 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 following charts and tables are a historic financial performance representation and are not a forecast of your future financial performance. Franchisees are not required to use generally accepted accounting principles when reporting these figures.

For purposes of the representations below, "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. Handyman 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 H to the Franchise

Agreement)). Gross sales reflect the total sales for the Operators as reported to us through the Software System.

As of December 31, 2024, there were 347 Mr. Handyman businesses in operation in the United States, all of which were franchised businesses. Tables A, B and C of this Item 19 include data for 310 franchised businesses (“Reporting Businesses”) that were in operation and reported sales for all 12 months of the calendar year 2024 (the “Reporting Period”). Tables A, B and C do not include data for (a) 27 franchised businesses that opened in 2024 and therefore did not report data for the entire Reporting Period; and (b) 10 franchised businesses that underwent a transfer during the Reporting Period and as a result did not report data for all months of the Reporting Period.

Six franchised businesses closed during the Reporting Period (and therefore did not report data for the entire Reporting Period) and thus were excluded from this Item 19; of the 6 businesses that closed during the Reporting Period, no businesses closed after being open for less than 12 months.

**TABLE A – AVERAGE AND MEDIAN GROSS SALES FOR THE PERIOD OF JANUARY 1, 2024 TO DECEMBER 31, 2024**

The following table provides the average and median Gross Sales for the Reporting Period for 151 franchisees that operated the Reporting Businesses (the “Reporting Franchisees”). Because Mr. Handyman franchisees have historically reported data to us aggregated by franchisee (rather than by a franchised business) and a number of Mr. Handyman franchisees operate multiple Mr. Handyman franchised businesses, we have separated the data reported in this Table A by the number of franchised businesses that the franchisees own – i.e., separately showing average and median Gross Sales data for franchisees that own one franchised business/unit, franchisees that own two franchised businesses/units, franchisees that own three franchised businesses/units, franchisees that own four franchised businesses/units and franchisees that own five to six franchised businesses.

# of Franchised Businesses/Units Owned by Each Franchisee	# of Reporting Franchisees <sup>1</sup>	# of Reporting Franchised Businesses	Average Gross Sales <sup>5</sup>	#/ % of Franchisees that Achieved at least the Average <sup>4</sup>	Actual Highest Gross Sales <sup>2</sup>	Actual Lowest Gross Sales <sup>3</sup>	Median Gross Sales <sup>5</sup>
<b>Single-Unit Franchisees Group</b>	<b>56</b>	<b>56</b>	<b>\$763,264</b>	<b>19/34%</b>	<b>\$3,232,942</b>	<b>\$39,157</b>	<b>\$592,224</b>
<b>2-Unit Franchisees Group</b>	<b>60</b>	<b>120</b>	<b>\$1,144,897</b>	<b>25/42%</b>	<b>\$3,520,676</b>	<b>\$372,550</b>	<b>\$1,052,549</b>
<b>3-Unit Franchisees Group</b>	<b>18</b>	<b>54</b>	<b>\$1,379,962</b>	<b>9/50%</b>	<b>\$2,550,359</b>	<b>\$664,448</b>	<b>\$1,350,684</b>
<b>4-Unit Franchisees Group</b>	<b>8</b>	<b>32</b>	<b>\$1,740,430</b>	<b>3/38%</b>	<b>\$3,627,089</b>	<b>\$824,592</b>	<b>\$1,668,681</b>
<b>5 to 6 Unit Franchisees Group</b>	<b>9</b>	<b>48</b>	<b>\$2,248,084</b>	<b>4/44%</b>	<b>\$3,392,596</b>	<b>\$1,417,112</b>	<b>\$2,189,163</b>

<sup>1</sup>This is the number of franchisees whose Gross Sales data is included in each group (“Reporting Franchisees”).

<sup>2</sup>This is the actual highest Gross Sales for the applicable group of Reporting Franchisees during the Reporting Period.

<sup>3</sup>This is the actual lowest Gross Sales for the applicable group of Reporting Franchisees during the Reporting Period.

<sup>4</sup> This is the number and percentage of the Reporting Franchisees in the applicable group that achieved or exceeded the Average Gross Sales for the group for the Reporting Period.

<sup>5</sup> We calculated the average and median Gross Sales data as follows: first we calculated the average Gross Sales for the Reporting Period for each Reporting Franchisee in the applicable group (the “Individual Franchisee Gross Sales”) and then we calculated the average and median of the Individual Franchisee Gross Sales for all Reporting Franchisees in the applicable group.

#### **TABLE D – 2024 AVERAGE AND MEDIAN GROSS SALES PER JOB**

The following table provides the average and median 2024 Gross Sales Per Job for the Reporting Franchisees for the Reporting Period.

<b># of Reporting Franchisees</b>	<b># of Reporting Franchise Businesses</b>	<b>Average Gross Sales per Job<sup>1</sup></b>	<b>#/ % of Franchisees that Achieved at least the Average<sup>4</sup></b>	<b>Highest Gross Sales per Job<sup>2</sup></b>	<b>Lowest Gross Sales per Job<sup>3</sup></b>	<b>Median Gross Sales per Job<sup>1</sup></b>
151	310	\$684	57/37.1%	\$1,872	\$310	\$636

<sup>1</sup> We calculated the average and median Gross Sales Per Job as follows: (i) first, we received the annual Gross Sales of each Reporting Franchisee for the Reporting Period, as provided to us by franchisees through the Software System, (ii) we then received the total number of jobs of each Reporting Franchisee for the Reporting Period, as provided to us through the Software System, (iii) next we divided the annual Gross Sales for each Reporting Franchisee by the total number of jobs of the Reporting Franchisee (the “Individual Franchisee Gross Sales per Job”), and (iv) then we calculated the average and median of all Reporting Franchisees’ Individual Franchisee Gross Sales Per Job for the Reporting Period.

<sup>2</sup> This is the actual highest Gross Sales per Job of the Reporting Businesses for the Reporting Period.

<sup>3</sup> This is the actual lowest Gross Sales per Job of the Reporting Businesses for the Reporting Period.

<sup>4</sup> This is the number and percentage of Reporting Franchisees that achieved the Average Gross Sales per Job or greater during the Reporting Period.

\* \* \*

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

The financial performance representation figures do not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from the gross revenues or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating the Business. Franchisees or former franchisees listed in this Disclosure Document may be one source of information. We encourage you to carefully review this material with your attorney, business advisor and/or accountant.

We have in our possession written substantiation of the information used to compile this Franchise Performance Representation. At your written request, we will make this written substantiation available to you.

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 Ronald Michael Shimek II, 1010 North University Parks Drive, Waco, Texas 76707, (800) 289-4600, the Federal Trade Commission, and the appropriate state regulatory agencies.

#### **ITEM 20. OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO.1**  
**SYSTEMWIDE OUTLET SUMMARY**

**FOR YEARS 2022 TO 2024**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at Start of Year</b>	<b>Outlets at End of Year</b>	<b>Net Change</b>
Franchised	2022	297	308	+11
	2023	308	326	+18
	2024	326	347	+21
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	297	308	+11
	2023	308	326	+18
	2024	326	347	+21

**TABLE NO. 2**  
**TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS**  
**(OTHER THAN FRANCHISOR)**

**FOR YEARS 2022 TO 2024**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
AL	2022	2
	2023	0
	2024	0
AZ	2022	0
	2023	0
	2024	1