

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.

BACKGROUND

This Item 19 presents historical unaudited information about 39 1-Tom-Plumber franchised territories (“Franchised Territories”) that were open and continuously operating from January 1, 2025, through December 31, 2025 (the “2025 Accounting Period”).

As of the end of the 2025 Accounting Period, there were 56 Franchised Territories open and operating in the United States. 19 Franchised Territories are excluded because they commenced operations during the 2025 Accounting Period and were not open for the full 12-month period.

In addition, four Franchised Territories closed during the 2025 Accounting Period and are not included in this Item 19. Of the four that closed during the 2025 Accounting Period, one was closed after being open for less than 12 months.

Table A of this Item 19 presents historical unaudited information for four Franchised Territories that were operated as a corporately owned business until November 28, 2025. On that date, ownership transitioned in connection with Clintar, Inc.’s acquisition of our issued and outstanding membership interests.

These territories now operate as franchised locations and continue to be operated by the 1-Tom-Plumber founder. The business has been in continuous operation since 2018 and services the markets of Cincinnati, Ohio; Dayton, Ohio; Springfield, Ohio; and Northern Kentucky.

Tables B, C, and D of this Item 19 present historical unaudited information for the remaining 35 Franchised Territories that were open and continuously operating throughout the 2025 Accounting Period.

MATURE TERRITORY PERFORMANCE (CORPORATE-OPERATED PRIOR TO NOVEMBER 2025)

Table A presents historical unaudited operating results for the four Franchised Territories that were operated as a corporately owned business during the 2025 Accounting Period.

The information presented includes total Gross Sales, total number of completed jobs, and various metrics related to the sales price of completed jobs. For ease of comparison, Gross Sales per territory is calculated by dividing total Gross Sales by four, which reflects the number of Franchised Territories included in this data set.

These territories were operated as a single business during the 2025 Accounting Period and reflect the performance of a multi-territory operation serving the markets of Cincinnati, Ohio; Dayton, Ohio; Springfield, Ohio; and Northern Kentucky.

Because this business has been in operation since 2018 and reflects a mature operating model, its results may not be representative of newer territories. The relationship between total jobs completed and average

price per job reflects the mix of service types performed and may vary based on market conditions and service offerings.

TABLE A

GROSS SALES AND JOB DATA OF THE FOUR FRANCHISED TERRITORIES IN OHIO & NORTHERN KENTUCKY

Total # Completed Jobs	Total Gross Sales	Gross Sales per Territory (Calculated)	Average Price Per Job	High Price Per Job	Median Price Per Job	Low Price Per Job	% of Jobs That Exceeded the Average Price Per Job
16,559	\$12,040,332	\$3,010,083	\$704	\$29,938	\$299	\$49	26%

STATEMENT OF AVERAGE AND MEDIAN GROSS SALES

The following Tables B and C present unaudited information about the average and median Gross Sales of the 35 Franchised Territories that were open and continuously operating throughout the 2025 Accounting Period.

Table B presents overall system-wide Gross Sales performance for these Franchised Territories. Table C presents Gross Sales segmented by tenure, based on the number of full calendar years each Franchised Territory has been in operation.

We obtained this information from unaudited franchisee reports submitted to us consistent with our reporting requirements. Neither we nor our independent certified public accountants have audited or verified any of the Gross Sales information reported to us. Franchisees are not required to use generally accepted accounting principles when reporting these figures.

TABLE B

ANNUAL GROSS SALES OF THE 35 FRANCHISED TERRITORIES OPEN FOR THE ENTIRE 2025 ACCOUNTING PERIOD

# of Full Calendar Years in Operation	Number of Territories	Average Annual Gross Sales	High	Median	Low	Number & % At or Above Average	Number & % Below Average	Number & % At or Above Median	Number & % Below Median
1+	35	\$1,509,432	\$4,234,976	\$1,334,236	\$378,039	15 / 43%	20 / 57%	18 / 51%	17 / 49%

TABLE C

**ANNUAL GROSS SALES BY TENURE OF THE 35 FRANCHISED TERRITORIES
OPEN FOR THE ENTIRE 2025 ACCOUNTING PERIOD**

# of Full Calendar Years in Operation	Number of Territories	Average Annual Gross Sales	High	Median	Low	Number & % At or Above Average	Number & % Below Average	Number & % At or Above Median	Number & % Below Median
1-2	17	\$911,668	\$1,911,906	\$791,727	\$378,039	5 / 29%	12 / 71%	9 / 53%	8 / 47%
2-3	11	\$1,860,403	\$3,980,839	\$1,922,698	\$973,167	6 / 54%	5 / 46%	6 / 54%	5 / 46%
3+	7	\$2,409,619	\$4,234,976	\$1,944,853	\$778,200	3 / 43%	4 / 57%	4 / 57%	3 / 43%

STATEMENT OF AVERAGE AND MEDIAN JOB VOLUME

Tables D and E present unaudited information regarding the number of jobs completed by the 35 Franchised Territories that were open and continuously operating throughout the 2025 Accounting Period.

Table D presents overall job volume for these Franchised Territories. Table E presents job volume segmented by tenure, based on the number of full calendar years each Franchised Territory has been in operation.

Job volume may increase as territories mature and is a primary driver of Gross Sales performance.

The number of jobs completed may vary significantly based on factors including geographic market, population density, service mix, competition, and the operational practices of the franchisee.

TABLE D

**ANNUAL JOB VOLUME OF THE 35 FRANCHISED TERRITORIES OPEN FOR THE
ENTIRE 2025 ACCOUNTING PERIOD**

# of Full Calendar Years in Operation	Number of Territories	Average Annual Jobs Completed	High	Median	Low	Number & % At or Above Average	Number & % Below Average	Number & % At or Above Median	Number & % Below Median
1+	35	2,045	5,591	1,876	621	12 / 34%	23 / 66%	18 / 51%	17 / 49%

TABLE E
ANNUAL JOB VOLUME BY TENURE OF THE 35 FRANCHISED TERRITORIES
OPEN FOR THE ENTIRE 2025 ACCOUNTING PERIOD

# of Full Calendar Years in Operation	Number of Territories	Average Annual Jobs Completed	High	Median	Low	Number & % At or Above Average	Number & % Below Average	Number & % At or Above Median	Number & % Below Median
1-2	17	1,308	2,111	1,248	621	7 / 41%	10 / 59%	9 / 53%	8 / 47%
2-3	11	2,401	3,821	2,290	1,437	4 / 36%	7 / 64%	6 / 54%	5 / 46%
3+	7	3,277	5,591	2,777	1,387	3 / 43%	4 / 57%	4 / 57%	3 / 43%

SERVICE VALUE METRIC

Table F presents unaudited information regarding the average price of jobs completed by the 35 Franchised Territories that were open and continuously operating throughout the 2025 Accounting Period.

The average price of jobs is calculated based on total Gross Sales divided by the total number of jobs completed during the same period.

The relationship between the number of jobs completed and the average price per job is a primary driver of Gross Sales.

The average price of jobs may vary based on factors including the type of service performed, customer mix, geographic market, and service complexity.

TABLE F
AVERAGE PRICE OF JOBS COMPLETED BY 35 FRANCHISED TERRITORIES
OPEN FOR THE ENTIRE 2025 ACCOUNTING PERIOD

# of Full Calendar Years in Operation	Number of Territories	Average Price Per Job	High	Median	Low	Number & % At or Above Average	Number & % Below Average	Number & % At or Above Median	Number & % Below Median
1+	35	\$689	\$967	\$675	\$405	13 / 37%	22 / 63%	18 / 51%	17 / 49%

The information presented in this Item 19 is intended to provide insight into the historical operating performance of Franchised Territories within the 1-Tom-Plumber system.

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

Written substantiation for this financial performance representation will be made available to you at our company headquarters in Orlando, Florida upon your reasonable request. 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 our management by contacting Justin Ghadery at 6700 Forum Drive, Suite 150, Orlando, Florida 32821-8013 and (855) 832-6866, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
UNITS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Unit Summary for Years 2023-2025

Unit Type	Year	Units at the Start of the Year	Units at the End of the Year	Net Change
Franchisee	2023	9	23	14
	2024	23	37	14
	2025	37	56	19
Affiliate Owned	2023	4	5	1
	2024	5	6	1
	2025	6	0	-6
Total	2023	13	28	15
	2024	28	43	15
	2025	43	56	13

Table No. 2
Transfers of Units from Franchisees to New Owners
(other than The Franchisor) For Years 2023-2025

State	Year	Number of Transfers
TOTAL	2023	0
	2024	0
	2025	0

Table No. 3
Status of Franchise Units
For Years 2023-2025

State	Year	Units at Start of Year	Units Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations- Other Reasons	Units at End of the Year
AL	2023	0	2	0	0	0	0	2
	2024	2	0	1	0	0	0	1
	2025	1	0	0	0	0	0	1