

## **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 financial performance representation figure(s) does (do) not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue 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 your (franchised business). Franchisees or former franchisees, listed in the offering circular, may be one source of this information.**

The following financial performance representation is historic.

At the end of calendar year 2024, Aire-Master had 107 single-unit franchises, five multi-unit franchises, and 4 franchisor-operated locations. 104 single units and all of the multi units reported sales for the entire 2024 calendar year. Some franchises had less than 12 months reporting, because they started or ended mid-year. The figures in this report include only the franchises that reported the entire year. These franchises had been in operation from 1 year to 47 years by the end of 2024. No franchisor location data is included.

The sales figures presented are taken from the Adjusted Gross Sales on monthly royalty reports the franchises submitted. Adjusted Gross Sales is gross sales minus write offs and returns. These numbers do not reflect sales tax, the costs of sales, operating expenses, or other costs or expenses that must be deducted to obtain net income or profit. The figures do not include royalty fees and other franchise related expenses. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchise business. Franchisees or former franchisees, listed in the Franchise Disclosure Document, may be one source of this information.

**Some franchises have sold this amount. Your individual results may differ. There is no assurance that you will sell as much.**

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

This document is not intended as an offer to sell, or the solicitation of an offer to buy, a franchise. An offering is made by Franchise Disclosure Document only.

<b>Average Monthly Sales, Single Unit Franchises</b>	
High	\$193,008
Average	\$29,723
Median	\$19,930
Low	\$2,311
Of all reporting franchises, 35 exceeded the average.	

<b>Average Monthly Sales, Multi Unit Franchises</b>	
High	\$138,113
Average	\$81,686
Median	\$90,489
Low	\$16,204
Of all reporting franchises, 3 exceeded the average.	

<b>Average Monthly Sales, Single Unit Top 25%</b>	
High	\$138,113
Average	\$81,686
Median	\$90,489
Low	\$16,204
Of the 26 franchises representing this 25%, 6 exceeded the average.	

<b>Average Monthly Sales, Single Unit 2nd 25%</b>	
High	\$138,113
Average	\$81,686
Median	\$90,489
Low	\$16,204
Of the 26 franchises representing this 25%, 10 exceeded the average.	

<b>Average Monthly Sales, Single Unit 3rd 25%</b>	
High	\$138,113
Average	\$81,686
Median	\$90,489
Low	\$16,204
Of the 26 franchises representing this 25%, 10 exceeded the average.	

<b>Average Monthly Sales, Single Unit Bottom 25%</b>	
High	\$138,113
Average	\$81,686
Median	\$90,489
Low	\$16,204
Of the 26 franchises representing this 25%, 16 exceeded the average.	

## **Aire-Master Customers**

The following data comes from Aire-Master's customer database. The franchisees enter their own customer data and specify which business sector each customer belongs to. The sectors are based on the North American Industrial Classification System (NAICS) codes.

### **Primary Markets**

These customer types represent the largest segments of Aire-Master's customer base, accounting for 91% of the reported customers and 92% of reported gross sales.

<b>Real Estate</b> Apartment Buildings Other Real Estate	<b>Retail Trade</b> Car Dealers Auto Parts Stores Tire Stores Grocery Stores Convenience Stores General Merchandise Other Retail Trade	<b>Health Care</b> Hospitals Doctors Offices Clinics
<b>Food Service</b> Full-Service Restaurants Fast Food Restaurants Drinking Places		<b>Hotels</b> Hotels, Motels Campgrounds
<b>Senior / Adult Care</b> Nursing Homes Residential Care Facilities Adult Day Cares and Other Elderly Services	<b>Recreation &amp; Fitness</b> Casinos Golf Courses Country Clubs Fitness Centers Recreational Sports Arts & Entertainment	<b>Services</b> Automotive Maintenance Personal Services Churches Other Services

### **Secondary Markets**

These are important, but typically smaller, markets for Aire-Master. Some of these customer types (Airports, Universities) are relatively few in number but are high profile accounts that may help bring in other business. In some cases (Banks, Veterinary Services), these are markets that are largely untapped and represent areas of potential future sales efforts. These customer types account for 6% of the reported customers and 5% of reported gross sales.

<b>Social Assistance</b> Child Day Care Services Other Social Assistance	<b>Rental &amp; Leasing Services</b> Consumer Goods Rental Other Rental & Leasing Services
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<p style="text-align: center;"><b>Education</b></p> <p style="text-align: center;">Elementary &amp; Secondary Schools Colleges &amp; Universities Professional Schools</p>	<p style="text-align: center;"><b>Miscellaneous</b></p> <p style="text-align: center;">Airport Operations Banks &amp; Credit Unions Veterinary Services</p>
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### Less Common Markets

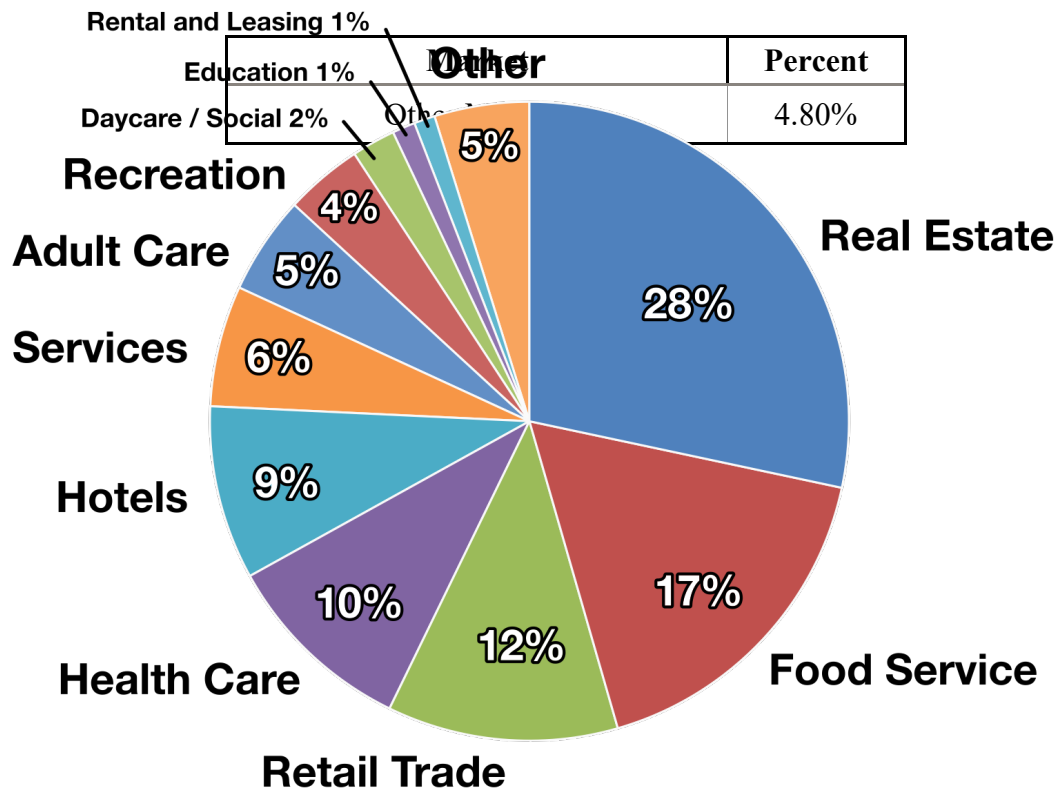
Aire-Master provides services to customers in these segments, but they are less common than the primary and secondary markets. Combined, however, these markets represent a significant percentage of Aire-Master's customers. These customer types account for 3% of the reported customers and gross sales.

<p style="text-align: center;">Agriculture Construction Manufacturing Wholesale Trade Transportation and Warehousing Finance and Insurance</p>	<p style="text-align: center;">Professional and Technical Services Management of Companies and Enterprises Administrative and Support Services Public Administration Utilities Information</p>
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### Customers by Market

Percentages derived from active customers of the reporting franchises as of the end of the year. Customer counts were totaled and grouped by market.

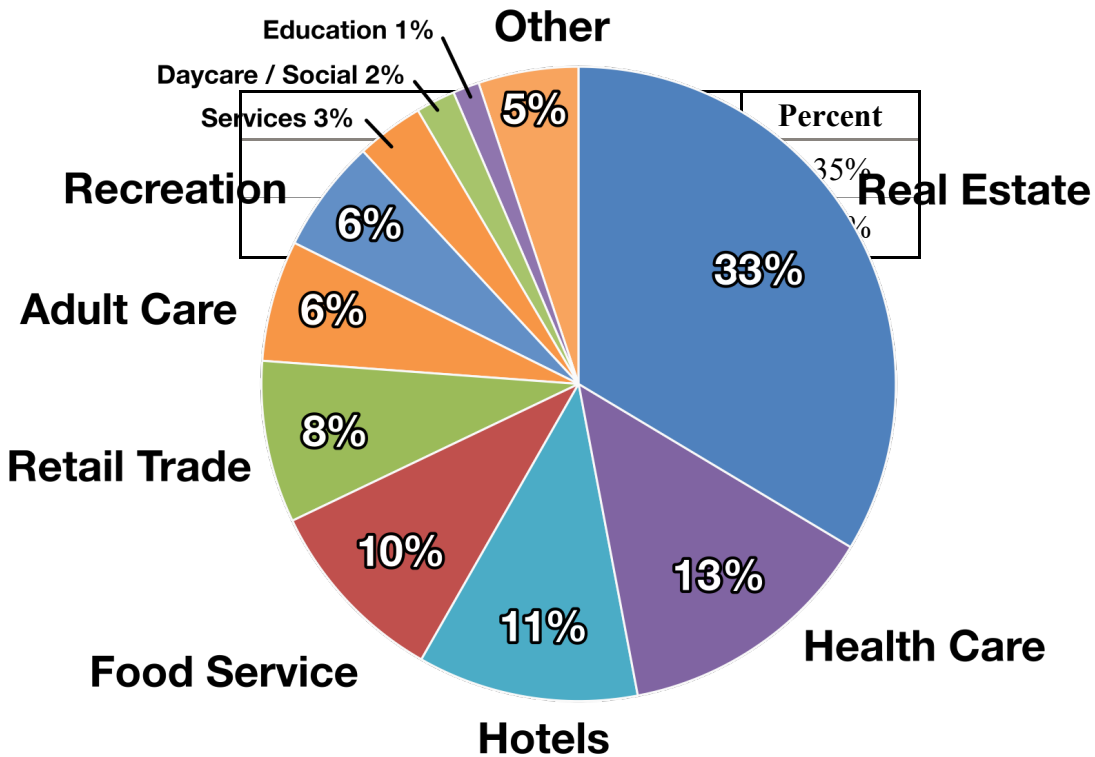
Market	Percent
Real Estate	28.34%
Food Service	17.19%
Retail Trade	11.68%
Health Care	9.74%
Hotels	8.80%
Services	6.12%
Senior / Adult Care	4.97%
Arts, Entertainment, and Recreation	3.94%
Daycare and Social Assistance	2.20%
Education	1.16%
Rental and Leasing Services	1.06%



#### Sales by Market

Sales percentages derived from total gross sales of the reporting franchises. All posted invoices in the year were totaled and grouped by market.

Market	Percent
Real Estate	33.60%
Health Care	13.41%
Hotels	11.25%
Food Service	9.65%
Retail Trade	8.26%
Senior / Adult Care	6.17%
Arts, Entertainment, and Recreation	5.77%
Services	3.44%
Daycare and Social Assistance	2.00%



Other than the preceding financial performance representation, Aire-Master does 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 Peter Rathke, P.O. Box 2310, Route CC and Highway 160, Nixa, Missouri 65714, 417-427-6195, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**

**BUSINESSES AND FRANCHISEE INFORMATION**

**Table 1**  
**Systemwide Business Summary for Years 2022 to 2024**

<b>Business Type</b>	<b>Year</b>	<b>Businesses at Start of Year</b>	<b>Businesses at End of Year</b>	<b>Net Change</b>
<b>Franchised</b>	2022	109	116	+7
	2023	116	115	-1
	2024	115	17	+2
<b>Company-Owned</b>	2022	7	7	0
	2023	7	7	0
	2024	7	7	0
<b>Total Businesses</b>	2022	116	123	+7
	2023	123	122	-1
	2024	122	124	+2

**Table 2**  
**Transfers of Businesses From Franchisees to New Owners**  
**(Other than Franchisor or an Affiliate) for Years 2022 to 2024**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
<b>Arizona</b>	2022	0
	2023	0
	2024	1
<b>Arkansas</b>	2022	1
	2023	1
	2024	0
<b>California</b>	2022	0
	2023	0
	2024	0
<b>Idaho</b>	2022	0
	2023	1
	2024	0
<b>Oregon</b>	2022	1
	2023	0
	2024	0
<b>South Dakota</b>	2022	1
	2023	0
	2024	0