

## 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 average and median data (and other supporting metrics) derived from historical operating results of the HouseMaster franchised businesses indicated for the time periods covered. We obtained these sales figures from information provided to us by our franchisees for the period from January 1, 2025 to December 31, 2025 (the “2025 Reporting Period”). Franchisees are not required to use generally accepted accounting principles when reporting these figures.

All of the businesses for which sales results are reported below were operated by franchisees. 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.

As of December 31, 2025, there were 190 HouseMaster franchised businesses in operation in the United States. Tables A and B of this Item 19 include data from 177 franchised businesses (operated by a total of 104 franchisees), which either were in operation and reporting sales (i) for the entire 2025 Reporting Period, or (ii) at any time during the 2025 Reporting Period, and were owned and operated by a reporting franchisee who owned and operated at least one other 2025 Reporting Business that was in operation and reported sales for the entire 2025 Reporting Period (the “2025 Reporting Businesses”). Tables A and B exclude data from (a) 4 franchised businesses (operated by a total of 4 franchisees) that opened during the 2025 Reporting Period and therefore were not in operation for the entire 2025 Reporting Period; and (b) 9 franchised businesses (operated by a total of 8 franchisees), which were in operation during the 2025 Reporting Period but did not report the relevant data to us for the entire 2025 Reporting Period.

Fifty franchised businesses closed in 2025 and therefore their data is also not included in this Item 19. Of the 50 businesses that closed during the year 2025, no business closed after being open for less than 12 months.

Because HouseMaster franchisees have historically reported data to us aggregated by franchisee (rather than by a franchised business) and a number of HouseMaster franchisees operate multiple HouseMaster franchised businesses, we have separated the data reported in this Item 19 by the number of franchised businesses that the franchisees own – i.e., separately showing average and median 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 nine franchised businesses.

**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.

“**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 HouseMaster 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)).

**TABLE A - REPORT ON AVERAGE AND MEDIAN GROSS SALES FOR FRANCHISED BUSINESSES FOR THE PERIOD JANUARY 1, 2025 TO DECEMBER 31, 2025 (2025 REPORTING PERIOD)**

<b># of Franchised Businesses/Units Owned by Each Franchisee</b>	<b># of Reporting Franchisees<sup>1</sup></b>	<b>Average Gross Sales</b>	<b>#/ % of Franchisees that Achieved at least the Average<sup>4</sup></b>	<b>Actual Highest Gross Sales<sup>2</sup></b>	<b>Actual Lowest Gross Sales<sup>3</sup></b>	<b>Median Gross Sales</b>
Single-Unit Franchisees Group	71	\$138,881	25/35%	\$906,597	\$3,165	\$100,766
2-Unit Franchisees Group	13	\$244,470	8/62%	\$474,315	\$39,947	\$273,875
3-Unit Franchisees Group	13	\$614,073	5/38%	\$1,814,077	\$81,775	\$463,815
4 to 9 Unit Franchisees Group	7	\$696,024	4/57%	\$1,672,258	\$68,909	\$723,515

<sup>1</sup>This table shows separately the average and median annual Gross Sales data for the 2025 Reporting Period for 2025 Reporting Businesses that include (i) 71 franchisees operating a single franchised business; (ii) 13 franchisees each operating two franchised businesses; (iii) 13 franchisees each operating three franchised businesses; and (iv) 7 franchisees each operating four to nine franchised businesses, operating a total of 41 franchised businesses.

<sup>2</sup>This is the highest actual annual Gross Sales of the applicable group of 2025 Reporting Businesses for the 2025 Reporting Period.

<sup>3</sup>This is the lowest actual annual Gross Sales of the applicable group of 2025 Reporting Businesses for the 2025 Reporting Period.

<sup>4</sup>This is the number and percentage of the 2025 Reporting Businesses in the applicable group that achieved or exceeded the Average Gross Sales for the group for the 2025 Reporting Period.

**TABLE B - REPORT ON AVERAGE AND MEDIAN INSPECTION FEE FOR THE PERIOD  
JANUARY 1, 2025 TO DECEMBER 31, 2025 (2025 REPORTING PERIOD)**

# of Franchised/Businesses/Units Owned by each Franchise	# of Reporting Franchises <sup>1</sup>	Average Inspection Fee	#/ % of Franchisees that Achieved at least the Average Inspection Fee <sup>4</sup>	Actual Highest Inspection Fee <sup>2</sup>	Actual Lowest Inspection Fee <sup>3</sup>	Median Gross Inspection Fee
Single-Unit Franchisees Group	71	\$537	35/49%	\$996	\$128	\$528
2-Unit Franchisees Group	13	\$663	6/46%	\$855	\$459	\$631
3-Unit Franchisees Group	13	\$606	5/38%	\$855	\$440	\$560
4 to 9 Unit Franchisees Group	7	\$889	3/43%	\$1,724	\$516	\$683

<sup>1</sup>This table shows separately the average and median inspection fee for the 2025 Reporting Period for 2025 Reporting Businesses that include (i) 71 franchisees operating a single franchised business; (ii) 13 franchisees each operating two franchised businesses; (iii) 13 franchisees each operating three franchised businesses; and (iv) 7 franchisees each operating four to nine franchised businesses, operating a total of 41 franchised businesses.

<sup>2</sup> This is the highest actual Inspection Fee of the applicable group of 2025 Reporting Businesses for the 2025 Reporting Period.

<sup>3</sup> This is the lowest actual Inspection Fee of the applicable group of 2025 Reporting Businesses for the 2025 Reporting Period.

<sup>4</sup> This is the number and percentage of the 2025 Reporting Businesses in the applicable group that achieved or exceeded the Average Inspection Fee for the group for the 2025 Reporting Period.

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 Nancy Shipley, 1010 North University Parks Drive, Waco, Texas 76707 (800), 526-3939, 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 2023 to 2025**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2023	247	242	-5
	2024	242	235	-7
	2025	235	190	-45
Affiliate-Owned	2022	0	0	0
	2023	0	0	0
	2025	0	0	0
Total Outlets	2023	247	242	-5
	2024	242	235	-7
	2025	235	190	-45

<sup>1</sup> Included in “outlets” are all Businesses that have opened an operating location. Neither sale of a new territory to an existing franchisee where a separate operating location will not be opened nor execution of a franchise agreement for a new location where the location is not yet open are included.

**Table No. 2**

**Transfers<sup>2</sup> of Outlets From Franchisees to New Owners  
(Other than the Franchisor or an Affiliate)  
For Years 2023 to 2025**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
California	2023	3
	2024	0
	2025	1
Colorado	2023	1
	2024	1
	2025	0
Florida	2023	4
	2024	1
	2025	0
Georgia	2023	0
	2024	0
	2025	2