ITEM 18
PUBLIC FIGURES

We do not use any public figure to promote the franchise.

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.

ANALYSIS OF HISTORICAL GROSS SALES AND SELECTED COST INFORMATION FOR COMPANY-AFFILIATED MOSQUITONIX BUSINESSES DURING JANUARY 1, 2025 TO DECEMBER 31, 2025

This analysis contains historical Gross Sales, cost of goods sold, operating expenses, and net income information incurred in operating all existing company-affiliated MosquitoNix and Holiday Lighting Businesses. The information represents data collected on a trailing twelve-month basis beginning January 1, 2025 and ended December 31, 2025 (the "Measurement Period").

The Gross Sales and selected cost analysis were prepared based on the results of 6 affiliate owned and operated MosquitoNix and Holiday Lighting Businesses that were open and operating during the Measurement Period. These company-affiliated Businesses are located in markets in Florida (3, Jacksonville, West Coast of Florida ("WCFL") and Orlando), and Texas (3, Mid-Cities, North Dallas and Dallas) (each a "Market" or collectively the "Markets").

All of the company-affiliated Businesses in the Markets in this analysis offer substantially the same products and services that a franchised Business will offer. However, as further discussed below, all of the company-affiliated Businesses and their Markets differ from the Business you will operate in your Territory in terms of population and size of the Market and some of the company-affiliated Businesses and their Markets differ from the Business you will operate in your Territory in terms of the level of management oversight and advertising spend during the Measurement Period. For these reasons, we have divided the 6 Markets into 4 "Conforming Markets" (Jacksonville, Mid-Cities, North Dallas and Dallas) and 2 "Non-Conforming Markets" (WCFL and Orlando) and present two tables for these Conforming Markets and Non-Conforming Markets.

The population and size of all of these Markets are significantly larger than the Territory that will be offered to you under this disclosure document. Specifically, the Jacksonville, Mid-Cities, North Dallas and Dallas Markets all operate primarily in a geographic area that is comprised of 3 Territories based on the size and demographics for Territories that we offer to franchisees under this disclosure document. The WCFL Market operates primarily in an area that is comprised of 6 Territories based on the size and demographics for Territories that we offer to franchisees under this disclosure document. The Orlando Market operates primarily in an area that is comprised of 3 Territories based on the size and demographics for Territories that we offer to franchisees under this disclosure document. Collectively, the 6 Markets would include 20 Territories based on the population, size and demographics for Territories that we offer to franchisees under this disclosure document. Therefore, the Markets do not represent the population or size of the Territory that you will be offered for your franchised Business.

For these reasons, we have also included total sales both when measured as a whole for each Market and then also total sales when measured by the current territory size to show the Market sales based on the population or size of the Territory that will be purchased by the franchisees. However, with respect to costs, our information and experience reflects that there is no material difference in general costs as a percentage of sales in Tables 1 and 2 whether reflecting the actual total sales of each Market or the total sales of each Market when measured by the population or size of the Territory that will be purchased by the franchisees.

The 4 Conforming Markets in Table 1 were operated during the Measurement Period in a manner that is reflective of what we expect from franchised Territories in terms of, management (each Market had a company-affiliated general manager active in the Market) and advertising spend (each Market generally spent over approximately $60,000 on local marketing for the Market an annual basis although you will be required spend only $42,000 in your Territory under your Franchise Agreement). Accordingly, we have grouped these 4 Markets together in Table 1.

The 2 Non-Conforming Markets were not operated during the Measurement Period in a manner that is reflective of what we expect from franchised Territories either in terms of size, management (none of these Markets had a dedicated company-affiliated general manager living in the Market) and/or advertising spend (none of these Markets generally spent over $24,000 on local marketing for the Market an annual basis). Accordingly, we have grouped these 2 Markets together in Table 2.

This analysis is provided despite the size of the 6 Markets to provide both expense information at various revenue levels as well as to demonstrate the various revenue types. The financial results of the 6 Markets reflect all revenue received by all Customers served by our company-affiliated Businesses during the Measurement Period.

During the Measurement Period, none of these Markets paid any Royalty or Brand Fund Fees. The amounts depicted below show what each Market would have paid had they operated as a franchisee under this offering.

*Royalty Fees in Tables 1 and 2 are calculated based on the Gross Sales breaks described in Item 6 of this disclosure document.

Gross Sales are as defined in the Franchise Agreement, namely Gross Sales means all revenue from sales of the Business, including amounts received from the sale of products and services of every kind and nature, and whether from cash, check, credit card or credit transactions. The term Gross Sales does not include (i) bona fide refunds to customers that are specifically authorized by us, (ii) sales taxes collected, (iii) discounts, coupons, and promotions, or (iv) sales of prepaid cards or similar products.

[charts begin on the following page]

Table 1
Conforming Markets

Market	Jacksonville	Mid-Cities	North Dallas	Dallas	All Company <u>Conforming</u> Affiliated Markets
<u>Revenue</u>					
Misting Systems	$179,604	$78,108	$84,581	$111,370	$453,663
Christmas Lights	$156,110	$53,139	$25,374	$97,516	$332,139
Convenience Billing	$894,176	$571,496	$395,437	$1,118,395	$2,979,504
Misc. Svc	$136,952	$123,740	$71,233	$226,089	$558,014
TOTAL SALES	**$1,366,843**	**$826,484**	**$576,625**	**$1,646,862**	**$4,416,814**
TOTAL HOUSELANDS IN THE MARKET	**192,286**	**187,776**	**202,205**	**188,429**	**770,696**
TOTAL SALES WHEN MEASURED BY CURRENT TERRITORY SIZE (60,000 single-family households where such households meet an average annual household income of $100,000)	**$427,138 (based on approximately 3.2 60,000 Territories)**	**$266,607 (based on approximately 3.1 60,000 Territories)**	**$169,595 based on approximately 3.4 60,000 Territories)**	**$531245 (based on approximately 3.1 60,000 Territories)**	**$370,479 (based on approximately 12.8 60,000 Territories)**
<u>Cost of Goods Sold</u>					
Misting System COGS	$103,944	$52,735	$40,969	$81,056	$278,704
Christmas Lights COGS	$24,691	$8,817	$964	$17,559	$52,031
Direct Labor COGS	$292,574	$108,072	$38,230	$374,078	$812,954
Misc. COGS	$135,383	$61,264	$45,162	$123,103	$364,912
Total COGS	**$556,592**	**$230,888**	**$125,326**	**$595,795**	**$1,508,601**
GROSS PROFIT	**$810,251**	**$595,596**	**$451,300**	**$1,051,067**	**$ 2,908,214**
<u>Expenses</u>					
Operating Expenses	$224,486	$107,913	$82,717	$181,312	$596,428
Wages	$71,341	$86,323	$87,110	$93,462	$338,236
Facilities Expenses	$9,409	$18,738	$9,468	$119,024	$156,639
Selling Expense	$44,717	$42,238	$36,648	$45,870	$169,473
TOTAL EXPENSES	**$349,952**	**$255,212**	**$215,943**	**$439,668**	**$1,260,775**
Net Income	$460,299	$340,383	$235,356	$611,399	$1,647,437

Franchise Expenses					
Royalty (7%-10%)	*$95,679*	*$57,853*	*$51,896*	*$115,280*	*$320,708*
Brand Fund (2%)	*$27,336*	*$16,529*	*$11,532*	*$32,937*	*$88,334*
Total Franchise Expenses	*$123,015*	*$74,382*	*$63,428*	*$148,217*	*$409,042*
Net Operating Profit (If Franchised)	*$337,284*	*$266,001*	*$171,928*	*$463,182*	*$1,238,395*
Net Operating Profit Margin (If Franchised)	*36.22%*	*31.07%*	*33.53%*	*35.55%*	*35.66%*

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Table 2
Non-Conforming Markets

Market	WCFL	Orlando	All Company Conforming Affiliated Markets
Revenue			
Misting Systems	$159,202	$51,764	$210,966
Christmas Lights	$24,702	$71,084	$95,786
Convenience Billing	$294,823	$364,790	$659,613
Misc Svc	$95,683	$54,687	$150,370
TOTAL SALES	$574,410	$542,324	$1,116,734
TOTAL HOUSELANDS IN THE MARKET	**396,000**	**198,051**	**606,017**
TOTAL SALES WHEN MEASURED BY CURRENT TERRITORY SIZE (60,000 single-family households where such households meet an average annual household income of $100,000)	**$87,031 (based on approximately 6.6 60,000 Territories)**	**$53,695 (based on approximately 3.3 60,000** Territories)	**$126,882 (based on approximately 10.1 60,000 Territories)**
Cost of Goods Sold			
Misting System COGS	$69,760	$28,520	$98,280
Christmas Lights COGS	$12,710	$10,750	$23,460
Direct Labor COGS	$99,466	$162,030	$261,496
Misc. COGS	$40,443	$59,586	$100,029
Total COGS	$222,379	$260,885	$483,264
GROSS PROFIT	$352,032	$281,439	$633,471
Expenses			
Operating Expenses	$161,167	$166,615	$327,782
Wages	$24,241	$125,528	$149,769
Facilities Expenses	$12,017	$15,244	$27,261
Selling Expense	$38,768	$33,790	$72,558
TOTAL EXPENSES	$236,193	$341,177	$577,370

Net Income	$115,839	($59,738)	$56,101
Franchise Expenses			
Royalty (7%-10%)	$51,696	$54,232	$105,928
Brand Fund (2%)	$11,488	$10,847	$22,335
Total Franchise Expenses	$63,184	$65,079	$128,263
Net Operating Profit (If Franchised)	$52,655	($124,817)	($72,162)
Net Operating Profit Margin (If Franchised)	10.90%	(-23%)	(-6.46%)

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Table 3
Customer Acquisition Center

The below chart outlines the performance of our Customer Acquisition Center (CAC) with respect to the 6 affiliate owned and operated MosquitoNix and Holiday Lighting Businesses that were open and operating during the 2024 fiscal year ended December 31, 2025. The chart displays the total number of inquiries handled, video consultations completed, and Misting Systems, Holiday Lighting & Décor, QuickNix one-time fogging treatments, and PestNix one-time sale transactions during the 2025 fiscal year along with the sale closing percentages. The total revenue and average per job sales are also outlined in the table below. Please see Item 6 for your costs related to the CAC.

Monthly Sales	***JAX***	***Orlando***	***WCF***	***Dallas***	***Mid Cities***	***North Dallas***	**System Wide**
Annual Inquiry	298	193	192	227	236	232	1378
Misting System Estimate	68	31	55	48	51	41	294
Misting System Win	43	16	38	26	23	18	164
Misting System Closing %	60%	52%	69%	54%	46%	44%	56
Misting System Pre-Tax Avg.	$3,317	$3,235	$4,189	$4,283	$3,396	$4,698	$3,853
Christmas Light Estimate	37	29	6	17	7	9	105
Christmas Light Win	19	14	3	10	3	3	52
Christmas Light Closing %	51%	49%	50%	59%	60%	33%	50
Christmas Light Avg.	1,110	1,653	1,256	2,348	1,566	1,100	1505
Christmas Light Median	1,500	1,300	1,500	1,200	1,500	1,100	1300
Christmas Light Re-Sale Revenue	$121,564	$47,936	$20,946	$74,029	$48,439	$22,074	$334,988
Christmas Light New Revenue	$46,957	$23,148.00	$3,768	$23,487	$4,700	$3,300	$105,360
QuickNix Estimate	115	58	28	44	74	64	383
QuickNix Win	75	30	16	29	37	42	229
QuickNix Closing %	59%	52%	57%	66%	50%	66%	60
QuickNix Avg.	79	79	79	79	79	79	79
Quicknix Median	79	79	79	79	79	79	79
QuickNix Revenue	$5,925	$2,370	$1,264	$2,291	$2,923	$3,318	$18,091
Quicknix *Resale Revenue*	$16,935	$6,354	$2,642	$91,203	$18,006	$3,808	$138,948
PestNix Estimate	68	31	55	48	51	41	294
PestNix Win	29	10	7	22	21	20	109
PestNix Closing %	43.00%	33	13.00%	46.00%	41.00%	48.00%	37

PestNix Avg.	23	42	27	25	20	20	26
PestNix Median	20	20	20	20	20	20	20
PestNix Revenue	$674	$416	$190	$550	$420	$400	$2,650
PestNix Resell	$11,755	$1,896	$280	$8,700	2,460	$2,200	$27,291

*Our Customer Acquisition closing percentage was 55% during the 2025 fiscal year.

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

Some outlets have earned this much. Your individual results may vary. There is no assurance you'll earn as much.

Except as noted above, 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 Mike O'Neal, at 12754 Flager Center Blvd., Suite 101, Jacksonville, FL 32258, 855-808-BUGS (2847), the Federal Trade Commission, and the appropriate state regulatory agency.

[continued on the following page]

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1
SYSTEMWIDE OUTLET SUMMARY
FOR YEARS 2023 TO 2025[1]

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised [2]	2023	0	0	0
	2024	0	8	+8
	2025	8	21	+13
Company- Owned	2023	7	7	0
	2024	7	7	0
	2025	7	6	-1
Total Outlets	**2023**	**7**	**7**	**0**
	2024	**7**	**15**	**+8**
	2025	**15**	**27**	**+12**

Notes:

1. We began offering Business franchises in December 2023, but our predecessors and past affiliates offered MosquitoNix Business franchises off and on since 2008.

2. As noted in Item 1, we are offering Refranchised Businesses in portions of the states of Florida, South Carolina and Texas. The company-owned Businesses described above operate in Territories that are substantially larger than the size offered to new franchises under this disclosure document.

3. Our fiscal year ends December 31st each year.

TABLE NO. 2
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS
(OTHER THAN THE FRANCHISOR)
FOR YEARS 2023 to 2025

State	Year	Number of Transfers
Totals	2023	0
	2024	0
	2025	**0**