

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
r. Non-competition covenants after the franchise is terminated or expires	Section 9.D	No interest for 2 years in any landscape maintenance business within the Territory, within 50 mile radius of Territory, or inside territory of other U.S. LAWNS business. (subject to applicable state law)
s. Modification of the agreement	Sections 14.B	No modifications without writing, but the Operations Manual, specifications and procedures can be changed.
t. Integration/merger clause	Section 14.B	Only terms of Franchise Agreement are binding (subject to state law). Any representations or promises made outside the Franchise Agreement or this Disclosure Document may not be enforceable. Nothing in the Franchise Agreement or any related agreement is intended to disclaim our representations made in this Disclosure Document.
u. Dispute resolution by arbitration or mediation	Section 11	Except for certain claims (including any action related solely to the collection of moneys owed to us or our affiliate), all disputes must be mediated and arbitrated. (subject to applicable state law)
v. Choice of forum	Section 14.I	Litigation must be in the applicable federal or state court where our headquarters are located (currently, Orlando, Florida) (subject to state law).
w. Choice of law	Section 14.H.1	Except for claims under federal trademark law, and the parties' rights under the Federal Arbitration Act, the laws of the state of Florida will govern (subject to state law).

**ITEM 18  
PUBLIC FIGURES**

We do not use any public figure to promote our 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 about possible performance at a particular location or under particular circumstances.

This Item 19 presents historical unaudited information about 165 franchised territories (“Franchised Territories”) that were open and continuously operating from January 1, 2025, through December 31, 2025 (the “2025 Accounting Period”). As the end of the 2025 Accounting Period, there were 208 Franchised Territories open and operating in the United States. Of the 43 Franchised Territories excluded from the tables in this Item 19, 9 Franchised Territories are excluded because the U.S. Lawns Landscape Businesses for such territories were not continuously operating for the full 2025 Accounting Period and are pending formal termination; 20 Franchised Territories are excluded because the franchisee didn’t report to us a minimum of 10 months of sales by March 1, 2026; and 14 Franchised Territories are excluded because the U.S. Lawns Landscape Business for such territory commenced operations during the 2025 Accounting Period and was open less than the full 12-month 2025 Accounting Period. In addition, 17 Franchised Territories closed during the 2025 Accounting Period and are not included in this Item 19. Of the 17 that closed during the 2025 Accounting Period, one was closed after being open for less than 12 months.

All amounts are shown in U.S. dollars.

**STATEMENT OF AVERAGE AND MEDIAN GROSS SALES**

The following Tables A and B present unaudited information about the average and median Gross Sales of the 165 Franchised Territories that were open and continuously operating for the 2025 Accounting Period.

As used in this Item 19, the term “Gross Sales” means all revenue and income from any source derived or received by the Franchised Territories from, through, by or on account of the operation of the Franchised Territory, whether received in cash, in services, in kind, from barter and/or exchange, on credit (whether or not payment is actually received) or otherwise, less the amount of any documented refunds given in good faith to customers and less any sales taxes. We obtained this Gross Sales 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 A  
GROSS SALES OF THE 165 FRANCHISED TERRITORIES OPEN THE ENTIRE 2025 ACCOUNTING PERIOD**

# of Full Calendar Years	Average Gross Sales	High	Median	Low	Number & % Above Average	Number & % Below Average	Number & % Above Median	Number & % Below Median
1+	\$1,500,018	\$10,677,898	\$943,856	\$55,596	56 / 34%	109 / 66%	83 / 50%	82 / 50%

**GROSS SALES BY “TIME PERIOD” OF THE 165 FRANCHISED TERRITORIES OPEN THE ENTIRE 2025 ACCOUNTING PERIOD**

		High	Median	Low	Number & %	Number & %	Number & %	Number & %

# of Full Calendar Years	Average Gross Sales				Above Average	Below Average	Above Median	Below Median
5+	\$1,684,879	\$10,677,898	\$1,164,435	\$117,817	46 / 34%	89 / 66%	68 / 50%	67 / 50%
3-4	\$936,878	\$2,762,325	\$488,751	\$243,216	5 / 31%	11 / 69%	8 / 50%	8 / 50%
1-2	\$361,010	\$819,195	\$378,962	\$55,596	8 / 57%	6 / 43%	7 / 50%	7 / 50%

Footnotes to Tables A and B

1. Number of Full Calendar Years – The term “Number of Full Calendar Years” refers to the relative performance of the Franchised Territories included in this Item 19 by their length of time in operation, also referred to as the “time period”. Specifically, “1-2” full calendar years refers to Franchised Territories in operation between 12 months and 35 months; “3-4” full calendar years refers to Franchised Territories in operation between 36 months and 59 months; and “5+” full calendar years refers to Franchised Territories in operation 60 months or longer. Table A includes all 165 Franchised Territories open the entire 2025 Accounting Period regardless of the number of full calendar years in operation. Table B includes all 165 Franchised Territories and is separated by the number of full calendar years in operation.
2. Gross Sales – As referenced above, “Gross Sales” means all revenue and income from any source derived or received by the Franchised Territory from, through, by or on account of the operation of the Territory, whether received in cash, in services, in kind, from barter and/or exchange, on credit (whether or not payment is actually received) or otherwise, less the amount of any documented refunds given in good faith to customers and less any sales taxes.
3. Average Gross Sales – In the above charts, Average Gross Sales is defined by the total Gross Sales of each time period divided by the number of Franchised Territories in each time period as referenced in the “Number of Full Calendar Years” description. As noted above, information relating to the Franchised Territories is based on unaudited franchisee reports submitted to us.
4. Median – This is the Median Gross Sales amount for each grouping of Franchised Territories in the charts above. In calculating the median for the Franchised Territories in the tables above, the two central amounts for an odd number of Franchised Territories were averaged.
5. High – Discloses the highest Gross Sales from a Franchised Territory within each time period.
6. Low – Discloses the lowest Gross Sales from a Franchised Territory within each time period.
7. Number & % Above Average – Refers to the number and percentage of Franchised Territories for each time period whose Gross Sales met or exceeded the Average Gross Sales.
8. Number & % Below Average – Refers to the number and percentage of Franchised Territories for each time period whose Gross Sales were less than the Average Gross Sales.
9. Number & % Above Median – Refers to the number percentage of Franchised Territories for each time period whose Gross Sales met or exceeded Median Gross Sales.
10. Number & % Below Median – Refers to the number and percentage of Franchised Territories for each time period whose Gross Sales were less than the Median Gross Sales.

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**STATEMENT ON AVERAGE AND MEDIAN GROSS SALES BY QUARTILE**

The following Table C presents unaudited information about the average and median Gross Sales of the 165 Franchised Territories that were open and continuously operating during the 2025 Accounting Period. 165 Franchised Territories are represented and divided into quartiles based on Gross Sales. The quartiles were derived by taking the 165 Franchised Territories and dividing them into four evenly-sized groups, with the Franchised Territories achieving the highest Gross Sales being in the first quartile, the next highest being in the second quartile, and so forth.

**TABLE C**

**GROSS SALES BY QUARTILE OF THE 165 FRANCHISED TERRITORIES OPEN FOR MORE THAN ONE YEAR AND THE ENTIRE 2025 ACCOUNTING PERIOD**

Quartile	First Quartile	Second Quartile	Third Quartile	Fourth Quartile	All Quartiles
Average Gross Sales	\$3,628,237	\$1,419,322	\$705,036	\$277,298	\$1,500,018
High	\$10,677,898	\$2,055,890	\$943,856	\$462,170	\$10,677,898
Low	\$2,108,641	\$965,869	\$462,565	\$55,596	\$55,596
Median	\$2,590,821	\$1,394,979	\$722,382	\$283,620	\$943,856
Number of Territories	41	41	41	42	165
Number / % Above Average	13 / 32%	18 / 44%	24 / 59%	24 / 57%	56 / 34%
Number / % Below Average	28 / 68%	23 / 56%	17 / 41%	18 / 43%	109 / 66%
Number / % Above Median	21 / 51%	21 / 51%	21 / 51%	21 / 50%	83 / 50%
Number / % Below Median	20 / 49%	20 / 49%	20 / 49%	21 / 50%	82 / 50%

Footnotes to Table C

1. Gross Sales – As referenced above, “Gross Sales” means all revenue and income from any source derived or received by the Franchised Territory from, through, by or on account of the operation of the Territory, whether received in cash, in services, in kind, from barter and/or exchange, on credit (whether or not payment is actually received) or otherwise, less the amount of any documented refunds given in good faith to customers and less any sales taxes.
2. Average Gross Sales – In the above chart, Average Gross Sales is defined by the total Gross Sales of the Franchise Territory in each quartile during the 2025 Accounting Period divided by the number of Franchised Territories in each quartile. As noted above, information relating to the Franchised Territories is based on unaudited franchisee reports submitted to us.
3. Median – This is the Median Gross Sales amount for each quartile of Franchised Territories in the chart above. In calculating the median for the Franchised Territories in the table above, the two central amounts for an odd number of Franchised Territories were averaged.
4. High and Low – Discloses the highest and lowest Gross Sales from a Franchised Territory within each quartile.
5. Number & % Above/Below Average – Refers to the number and percentage of Franchised Territories for each quartile whose Gross Sales are at or above / below the Average Gross Sales for the relevant quartile.
6. Number & % Above/Below Median – Refers to the number percentage of Franchised Territories for each quartile whose Gross Sales are at or above / below Median Gross Sales for the relevant quartile.

**STATEMENT OF AVERAGE AND MEDIAN GROSS PROFITS**

The following Tables D and E present unaudited information about the average Gross Profit of the 165 Franchised Territories that were open and continuously operating during the 2025 Accounting Period. As used in this Item 19, the term “Gross Profit” means all revenue and income from any source derived or received by the Franchised Territories from, through, by or on account of the operation of the Territory, whether received in cash, in services, in kind, from barter and/or exchange, on credit (whether or not payment is actually received) or otherwise, less the cost of providing the service, including; direct costs (labor, materials, supplies, royalties), equipment overheads (payments, insurance, repairs & maintenance, gas & oil) and indirect costs (supervisory salaries, waste disposal, uniforms). We obtained this Gross Profit 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 Profit information reported to us. Franchisees are not required to use generally accepted accounting principles when reporting these figures.

**TABLE D**

**GROSS PROFITS BY OF THE 165 FRANCHISED TERRITORIES OPEN THE ENTIRE 2025 ACCOUNTING PERIOD**

# of Full Calendar Years	Average Gross Profit	High	Median	Low	Number & % Above Average	Number & % Below Average	Number & % Above Median	Number & % Below Median
1+	\$507,412	\$3,141,770	\$309,377	(\$36,572)	53 / 32%	112 / 68%	83 / 50%	82 / 50%

**TABLE E**

**GROSS PROFITS BY “TIME PERIOD” OF THE 165 FRANCHISED TERRITORIES OPEN THE ENTIRE 2025 ACCOUNTING PERIOD**

# of Full Calendar Years	Average Gross Profit	High	Median	Low	Number & % Above Average	Number & % Below Average	Number & % Above Median	Number & % Below Median
5+	\$566,428	\$3,141,770	\$373,318	(\$15,874)	47 / 35%	88 / 65%	68 / 50%	67 / 50%
3-4	\$338,261	\$1,237,044	\$207,239	\$82,280	5 / 31%	11 / 69%	8 / 50%	8 / 50%
1-2	\$131,648	\$350,244	\$128,291	(\$36,572)	7 / 50%	7 / 50%	7 / 50%	7 / 50%

Footnotes to Tables D and E

1. Number of Full Calendar Years – The term “Number of Full Calendar Years” refers to the relative performance of the Franchised Territories included in this Item 19 by their length of time in operation, also referred to as the “time period”. Specifically, “1-2” full calendar years refers to Franchised Territories in operation between 12 months and 35 months; “3-4” full calendar years refers to Franchised Territories in operation between 36 months and 59 months; and “5+” full calendar years refers to Franchised Territories in operation 60 months or longer. Table D includes all 165 Franchised Territories open the entire 2025 Accounting Period regardless of the number of

full calendar years in operation. Table E includes all 165 Franchised Territories and is separated by the number of full calendar years in operation.

2. Gross Profit – As referenced above, “Gross Profit” means all revenue and income from any source derived or received by the Franchised Territory from, through, by or on account of the operation of the Territory, whether received in cash, in services, in kind, from barter and/or exchange, on credit (whether or not payment is actually received) or otherwise, less the cost of providing the service, including; direct costs (labor, materials, supplies, royalties), equipment overheads (payments, insurance, repairs & maintenance, gas & oil) and indirect costs (supervisory salaries, waste disposal, uniforms).
3. Average Gross Profit – In the above charts, Average Gross Profit is defined by the total Gross Profits of each time period divided by the number of Franchised Territories in each time period as referenced in the “Number of Full Calendar Years” description. As noted above, information relating to the Franchised Territories is based on unaudited franchisee reports submitted to us.
4. Median – This is the Median Gross Profit amount for each grouping of Franchised Territories in the charts above. In calculating the median for the Franchised Territories in the tables above, the two central amounts for an odd number of Franchised Territories were averaged.
5. High – Discloses the highest Gross Profits from a Franchised Territory within each time period.
6. Low – Discloses the lowest Gross Profits from a Franchised Territory within each time period.
7. Number & % Above Average – Refers to the number and percentage of Franchised Territories for each time period whose Gross Profits met or exceeded the Average Gross Profits.
8. Number & % Below Average – Refers to the number and percentage of Franchised Territories for each time period whose Gross Profits were less than the Average Gross Profits.
9. Number & % Above Median – Refers to the number and percentage of Franchised Territories for each time period whose Gross Profits met or exceeded Median Gross Profits.
10. Number & % Below Median – Refers to the number and percentage of Franchised Territories for each time period whose Gross Profits were less than the Median Gross Profits.

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**STATEMENT ON AVERAGE EXPENSE PERCENTAGES BY CATEGORY**

The following Table F presents unaudited information about the average expense percentages of the 165 Franchised Territories that were open and continuously operating during the 2025 Accounting Period. Expense information is shown as a percentage of Gross Sales. As used in Item 19, the term “Gross Sales” means all revenue and income from any source derived or received by the Franchised Territories from, through, by or on account of the operation of the Franchised Territory, whether received in cash, in services, in kind, from barter and/or exchange, on credit (whether or not payment is actually received) or otherwise, less the amount of any documented refunds given in good faith to customers and less any sales tax. We obtained this expense 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 expense information reported to us. Franchisees are not required to use generally accepted accounting principles when reporting these figures.

**TABLE F**

**AVERAGE EXPENSE PERCENTAGES OF THE 165 FRANCHISED TERRITORIES OPEN FOR THE ENTIRE 2025 ACCOUNTING PERIOD**

Operational Expenses	Gross Profit	Administrative Expenses	Net Profit
66.2%	33.8%	15.1%	18.7%

Footnotes to Table F

1. Operational Expenses – Refers to the average percentage of Gross Sales that is directly attributed to providing service to customers. Operational Expenses include labor, materials, supplies, royalties, subcontractor payments, equipment costs, supervisory salaries, waste disposal and uniforms.
2. Gross Profit – Refers to the average Gross Profit percentage. Gross Profit is defined as Gross Sales less Operational Expenses.
3. Administrative Expenses – Refers to the average percentage of Gross Sales that is attributed to Administrative Expenses. Administrative Expenses include owner/officer salaries, owner benefit, rent, utilities, insurance, office supplies promotional/advertising expenses, sales expenses, licenses and interest.
4. Net Profit – Refers to the percentage of Gross Sales that is remaining after all operational and administrative expenses have been paid.

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**STATEMENT ON AVERAGE REVENUE PERCENTAGES BY CATEGORY**

The following Table G presents unaudited information about the average revenue percentages of the 165 Franchised Territories that were open and continuously operating during the 2025 Accounting Period. Revenue information is shown as a percentage of Gross Sales. As used in Item 19, the term “Gross Sales” means all revenue and income from any source derived or received by the Franchised Territories from, through, by or on account of the operation of the Franchised Territory, whether received in cash, in services, in kind, from barter and/or exchange, on credit (whether or not payment is actually received) or otherwise, less the amount of any documented refunds given in good faith to customers and less any sales tax. We obtained this revenue 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 revenue information reported to us. Franchisees are not required to use generally accepted accounting principles when reporting these figures.

**TABLE G**  
**AVERAGE REVENUE PERCENTAGES BY CATEGORY OF THE 165 FRANCHISED TERRITORIES OPEN FOR THE ENTIRE 2025 ACCOUNTING PERIOD**

Contract Maintenance	Enhancement	Other*
66.0%	21.0%	13.0%

Footnotes to Table G

1. Contract Maintenance – Refers to revenues generated regularly scheduled maintenance services that are typically performed under an annual contract. Examples of contract maintenance services include mowing, edging, shrub trimming, and blowing.
2. Enhancement - Refers to ancillary services that are typically not included in an annual contract. These one-time services are generally value-add and are billed upon completion. Examples of enhancement services include plant replacement/installation, seasonal color (flower) installation, seasonal clean-up and tree trimming.
3. Other – Other revenues include services like snow and ice management, irrigation, subcontractor, and miscellaneous revenues. Like enhancement revenues, these revenues are not typically included as part of an annual maintenance contract.

General Notes:

1. The Gross Sales and Gross Profit information included in this Item 19 relates only to the Franchised Territories that were continuously open and operating during the entire 2025 Accounting Period.  
It does not include Gross Sales information for Franchised Territories open less than the entire 2025 Accounting Period. You should conduct an independent investigation of the costs and expenses you will incur in operating your Territory. Current and former franchisees listed in this Disclosure Document may be one source of this information.
2. Some Franchised Territories have earned these amounts. Your individual results may differ. There is no assurance you will earn as much.
3. Written substantiation of all data presented in this Item 19 will be made available to you on 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 franchise territory, however, we may provide you with the actual records of that territory. 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 U.S. Lawns, Inc. (6700 Forum Drive, Suite 150, Orlando, Florida 32821, 407-246-1630), the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

**Table #1  
Systemwide Outlet Summary  
For years 2023 to 2025\***

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
<b>Franchised</b>	2023	209	208	-1
	2024	208	210	1
	2025	210	208	-1
<b>Company-Owned</b>	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
<b>Total Outlets</b>	<b>2023</b>	<b>209</b>	<b>208</b>	<b>-1</b>
	<b>2024</b>	<b>208</b>	<b>209</b>	<b>1</b>
	<b>2025</b>	<b>209</b>	<b>208</b>	<b>-1</b>

\*In 2023, our fiscal year ended September 30. In 2024, our fiscal year end changed to December 31.

**Table #2  
Transfers of Outlets from Franchisees to New Owners  
(other than the Franchisor)  
For years 2023 to 2025\***

State	Year	Number of Transfers
AL	2023	0
	2024	2
	2025	0
AR	2023	1
	2024	0
	2025	0
FL	2023	5
	2024	0