

**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) 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.

**DEFINITIONS**

(a) Adjusted Franchise Related Expenses – means the following select fees currently required under the Franchise Agreements and not otherwise paid and disclosed by the Company Owned Outlet in the Table: Royalty Fees, Brand Development Fund Fees, Local Marketing, and Technology Fees. Franchise Related Expenses do not include all fee and payment obligations required under a Franchise Agreement.

(b) Adjusted Profit – means Gross Margin less Disclosed Operating Expenses and Adjusted Franchise Related Expenses. Adjusted Profit is not equal to net profit or income and, except as to Direct Cost of Goods Sold and Disclosed Operating Expenses, does not include the deduction of all other expenses incurred by a VaVia Business including, but not limited to, other operating expenses, Franchise Related Expenses, interest, taxes, depreciation, and amortization.

(c) Calendar Year – means, as to each respective year, the 12 month period commencing on January 1 and ending on December 31.

(d) Company Owned Outlet – means an Outlet owned either directly or indirectly by us, our affiliate or any person identified in Item 2 of this Disclosure Document. A Company Owned Outlet also includes any Outlet that is operated as a joint venture owned in part by us, our affiliate or any person identified in Item 2 of this Disclosure Document, or that is managed by us our affiliate, or any person identified in Item 2.

(e) Direct Cost of Goods Sold – means the direct landfill disposal costs incurred by an Outlet in directly providing the Approved Services and Products. Direct Cost of Goods Sold does not include Direct Labor Costs, managerial labor and expenses, administrative labor and expenses, service vehicle expenses, marketing expenses, insurance expenses, operating expenses, or general expenses including, but not limited to interest, taxes, depreciation, amortization, and franchise related expenses including Royalty Fees, Technology Fees, Local Marketing Fees, or Brand Development Fund Fees.

(f) Direct Labor Cost – means the direct non-owner labor expenses incurred in the operations of the Outlet and for employees that directly perform or provide services resulting in Gross Sales, and includes wages, payroll taxes, and paid employee benefits, if any. Direct Labor Cost does not include compensation related to administrative labor or management labor. For Franchised Outlets Direct Labor Cost does not include labor expenses or compensation paid to the franchise owners that perform services on behalf of their VaVia Business.

(g) Disclosed Operating Expenses – means the following select expenses: Direct Labor Cost, T/C maintenance, repairs, fuel, marketing and advertising, office expenses, dues and subscriptions, insurance, legal and professional services, and miscellaneous.

(h) Disposal Fees – the total fees incurred by an Outlet to dispose of waste at landfills, transfer stations and dump sites.

(i) Franchise Outlet – refers to a VaVia Business operated under a Franchise Agreement that is not a Company

Owned Outlet.

(j) Gross Margin – means Gross Sales less Direct Cost of Goods Sold. Gross Margin is not net profit or income and, except as to Direct Cost of Goods Sold, does not include the deduction of all other expenses incurred by a VaVia Business.

(k) Gross Sales – means the total revenue derived by each VaVia Business less sales tax, discounts, allowances, and returns.

(l) Median – means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing by two.

(m) New Franchise Outlet – means, as to a particular Calendar Year, a Franchise Outlet that for the first time opened and commenced operations during the Calendar Year. For example, if a Franchise Outlet first opened for business in February 2024, as to the 2024 Calendar Year, the Franchise Outlet would qualify as a New Franchise Outlet and not as an Operational Franchise Outlet, see definition below. If this Franchise Outlet remained in operation throughout the 2025 Calendar Year, it would qualify as an Operational Franchise Outlet during the 2025 Calendar Year.

(n) Operational Company Owned Outlet – means, as to a particular Calendar Year, a Company Owned Outlet that was open and in operation on or prior to the commencement of the Calendar Year. For example, if a Company Owned Outlet first opened for business in February 2024, as to the 2024 Calendar Year, the Company Owned Outlet would qualify as a New Company Owned Outlet, see definition above, and not as an Operational Company Owned Outlet. If this Company Owned Outlet remained in operation throughout the 2025 Calendar Year, it would qualify as an Operational Company Owned Outlet during the 2025 Calendar Year.

(o) Operational Franchise Outlet – means, as to a particular Calendar Year, a Franchise Outlet that was open and in operation on or prior to the commencement of the Calendar Year. For example, if a Franchise Outlet first opened for business in February 2024, as to the 2024 Calendar Year, the Franchise Outlet would qualify as a New Franchise Outlet, see definition above, and not as an Operational Franchise Outlet. If this Franchise Outlet remained in operation throughout the 2025 Calendar Year, it would qualify as an Operational Franchise Outlet during the 2025 Calendar Year.

(p) Outlet – refers to a VaVia Business that is either a Company Owned Outlet or a Franchise Outlet, as the context requires.

### **BASES AND ASSUMPTIONS**

The financial information was not prepared on a basis consistent with generally accepted accounting principles. Data for our Company Owned Outlet is based on information reported to us by our affiliate. Data for our Operational Franchise Outlets is based on information reports to us by our franchisees. The information in this analysis has not been audited, is based on historical financial data and is not a forecast or projection of future financial performance.

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]

**COMPANY OWNED OUTLET**

We have one Company Owned Outlet operating from Nashville, Tennessee. Our Company Owned Outlet has been in operation since 2018. During the 2025 Calendar Year, the territory in which our Company Owned Outlet operated included approximately 1,870,000 people, with an Operating Territory comprising of approximately six Territories. In Table 1 below, we provide financial data regarding our Company Owned Outlet for the 2025 Calendar Years.

Table 1

<b>Company Owned Outlet – Nashville, TN 2025 Calendar Year</b>		
	<b>2025 Calendar Year</b>	
<b>Gross Sales</b>	<b>\$11,975,332</b>	<b>100.00%</b>
Less: Direct Cost of Goods Sold	\$3,764,308	31.43%
<b>Gross Margin</b>	<b>\$8,211,024</b>	<b>68.57%</b>
Less: Disclosed Operating Expenses:		
Direct Labor Cost	\$1,996,612	16.67%
T/C Maintenance Repairs	\$401,770	3.35%
Fuel	\$297,222	2.48%
Marketing and Advertising	\$93,505	0.78%
Office Expenses	\$33,559	0.28%
Dues and Subscriptions	\$20,445	0.17%
Credit Card Processing Fees	\$239,883	2.00%
Insurance	\$288,605	2.41%
Legal and Professional Services	\$45,000	0.38%
Rent and Utilities	\$198,179	1.65%
Miscellaneous	\$23,648	0.20%
Adjusted Franchise Related Fees <sup>2 3</sup>	\$1,163,905	9.72%
<b>Adjusted Profit</b>	<b>\$3,408,800</b>	<b>28.47%</b>
<u>Notes to Table</u>		
<sup>1</sup> Percentage of Gross Sales <sup>2</sup> Represents adjustments to reflect Franchise Related Expenses that are incurred by Franchise Outlets, including Royalty Fees of 8% of Gross Sales, Brand Development Fund Fees in the amount of 1% of Gross Sales, and the local marketing requirement of 1.5% of Gross Sales. We do not currently charge a Technology Fee although we may do so at any time in the future; provided that the Technology Fee will not exceed \$500 per month. <sup>3</sup> As shown in Disclosed Operating Expenses, our Company Owned Outlet spent \$93,505 for local marketing during the 2025 Calendar Year. As such, we include an adjustment for local marketing in the amount of \$86,124.98 for the 2025 Calendar Year.		

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]

## **FRANCHISE OUTLETS**

During the 2025 Calendar Year we had a total of 19 Franchise Outlets. Of those 19 Franchise Outlets, 16 Outlets were Operational Franchise Outlets and 3 were New Franchise Outlets. We did not have any Outlets close during the 2025 Calendar Year. In [Table 2](#) below, we provide a summary of our Operational Franchise Outlets. In [Table 3](#) and [Table 4](#) below we report financial data for our Operational Franchise Outlets during the 2025 Calendar Year. We do not report data for New Franchise Outlets during the 2025 Calendar Year.

Table 2

<b>Operational Franchise Outlet Summary</b>	
Outlet	Outlet Description
Birmingham, AL	The Birmingham Outlet commenced operations in August 2019. This Outlet operates in an Operating Territory with a population of approximately 1.8 million people, which is the equivalent of 6 Territories. This Outlet operates 13 service vehicles and 524 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Hilton Head, SC	The Hilton Head Outlet commenced operations in November 2020. This Outlet operates in an Operating Territory with a population of approximately 540,000 people, which is the equivalent of approximately 2 Territories (including Savannah, GA). This Outlet operates 5 service vehicles and 251 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Charlotte, NC	The Charlotte Outlet commenced operations in September 2021. This Outlet operates in an Operating Territory with a population of approximately 900,000 people, which is the equivalent of 3 Territories. This Outlet operates 4 service vehicles and 159 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
San Antonio, TX	The San Antonio Outlet commenced operations in September 2021. This Outlet operates in an Operating Territory with a population of approximately 1.2 million people, which is the equivalent of 4 Territories. This Outlet operates 5 service vehicles and 158 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Houston, TX	The Houston Outlet commenced operations in October 2021. This Outlet operates in an Operating Territory with a population of approximately 1.8 million people, which is the equivalent of 6 Territories. This Outlet operates 5 service vehicles and 162 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Columbia, SC	The Columbia Outlet commenced operations in September 2021. This Outlet operates in an Operating Territory with a population of approximately 600,000 people, which is the equivalent of 2 Territories. This Outlet operates 5 service vehicles and 174 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Knoxville, TN	The Knoxville Outlet commenced operations in September 2021. This Outlet operates in an Operating Territory with a population of approximately 600,000 people, which is the equivalent of 2 Territories. This Outlet operates 6 service vehicles and 213 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Atlanta, GA	The Atlanta Outlet commenced operations in April 2022. This Outlet operates in an Operating Territory with a population of approximately 1.8 million people, which is the equivalent of 6 Territories. This Outlet operates 3 service vehicles and 147 containers within the Operating Territory. This Outlet is representative of the Franchised Business and

	constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Charleston, SC	The Charleston Outlet commenced operations in April 2022. This Outlet operates in an Operating Territory with a population of approximately 600,000 people, which is the equivalent of 2 Territories. This Outlet operates 4 service vehicles and 165 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Greenville, SC	The Greenville Outlet commenced operations in December 2022. This Outlet operates in an Operating Territory with a population of approximately 900,000 people, which is the equivalent of 3 Territories. This Outlet operates 3 service vehicles and 136 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Tampa, FL	The Tampa Outlet commenced operations in March 2023. This Outlet operates in an Operating Territory with a population of approximately 1.2 million people, which is the equivalent of 4 Territories. This Outlet operates 3 service vehicles and 81 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Raleigh, NC	The Raleigh Outlet commenced operations in February 2023. This Outlet operates in an Operating Territory with a population of approximately 900,000 people, which is the equivalent of 3 Territories. This Outlet operates 3 service vehicles and 82 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Austin, TX	The Austin Outlet commenced operations in June 2023. This Outlet operates in an Operating Territory with a population of approximately 900,000 people, which is the equivalent of 3 Territories. This Outlet operates 3 service vehicles and 159 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Chattanooga, TN	The Chattanooga Outlet commenced operations in January 2024. This Outlet operates in an Operating Territory with a population of approximately 900,000 people, which is the equivalent of 3 Territories. This Outlet operates 3 service vehicles and 133 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Jacksonville, FL	The Jacksonville Outlet commenced operations in May 2024. This Outlet operates in an Operating Territory with a population of approximately 900,000 people, which is the equivalent of 3 Territories. This Outlet operates 3 service vehicles and 103 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.
Denver, CO	The Denver Outlet commenced operations in October 2024. This Outlet operates in an Operating Territory with a population of approximately 900,000 people, which is the equivalent of 3 Territories. This Outlet operates 2 service vehicles and 76 containers within the Operating Territory. This Outlet is representative of the Franchised Business and constitutes an Operational Franchise Outlet for the 2025 Calendar Year.

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]

Table 3

Gross Sales Containers, Direct Labor Cost, Disposal Fees 2025 Calendar Year					
Outlet	Gross Sales 2025 Calendar Year	Containers at End of 2025 Calendar Year	# of Hauls for 2025 Calendar Year	Disposal Fees 2025 Calendar Year	Disposal Fees - % of Gross Sales 2025 Calendar Year
Birmingham, AL	\$3,840,602	524	9,732	\$461,621	12.0%
Hilton Head, SC	\$2,218,915	251	4,433	\$546,202	24.6%
Charlotte, NC	\$1,482,782	159	3,411	\$307,775	20.8%
San Antonio, TX	\$1,461,213	158	3,577	\$251,718	17.2%
Houston, TX	\$1,250,704	162	3,108	\$256,310	20.5%
Columbia, SC	\$1,253,133	174	3,883	\$125,398	10.0%
Knoxville, TN	\$2,157,725	213	6,487	\$347,498	16.1%
Charleston, SC	\$1,516,846	165	3,690	\$412,355	27.2%
Atlanta, GA	\$1,057,402	147	2,754	\$351,613	33.3%
Greenville, SC	\$974,513	136	3,183	\$153,546	15.8%
Raleigh, NC	\$508,568	82	1,644	\$96,768	19.0%
Tampa, FL	\$792,133	81	1,815	\$199,334	25.2%
Austin, TX	\$1,690,451	159	3,830	\$405,185	24.0%
Chattanooga, TN	\$1,290,216	133	3,203	\$314,532	24.4%
Jacksonville, FL	\$751,932	103	1,894	\$186,705	24.8%
Denver, CO	\$461,342	76	1,488	\$93,415	20.3%
Average	\$1,419,280 <sup>1</sup>	170 <sup>2</sup>	3,633 <sup>3</sup>	\$281,873 <sup>4</sup>	21.0% <sup>5</sup>
Median	\$1,217,675	159	3,307	\$282,043	20.7%
High	\$3,840,602	524	9,732	\$546,202	33.3%
Low	\$461,342	76	1,488	\$93,415	10.0%
<sup>1</sup> Of the 16 Outlets reported, 7 Outlets were above the Average and 9 Outlets were below the average. <sup>2</sup> Of the 16 Outlets reported, 4 Outlets were above the Average and 12 Outlets were below the average. <sup>3</sup> Of the 16 Outlets reported, 6 Outlets were above the Average and 10 Outlets were below the average. <sup>4</sup> Of the 16 Outlets reported, 8 Outlets were above the Average and 8 Outlets were below the average. <sup>5</sup> Of the 16 Outlets reported, 7 Outlets were above the Average and 9 Outlets were below the average.					

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]

Table 4

Dumpster Inventory Growth over First 2 Years <sup>1</sup>								
Outlet	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8
Birmingham, AL	98	127	173	245	261	277	321	360
Hilton Head, SC	58	88	108	136	136	145	154	171
Charlotte, NC	54	54	79	101	113	126	126	140
San Antonio, TX	36	64	64	73	90	100	119	128
Houston, TX	85	85	160	160	160	157	159	164
Columbia, SC	54	91	118	160	160	160	166	166
Knoxville, TN	49	68	88	109	113	125	154	154
Charleston, SC	36	54	87	87	103	118	114	116
Atlanta, GA	27	45	70	103	118	127	127	127
Greenville, SC	24	43	59	69	91	97	107	118
Raleigh, NC	50	50	70	70	80	81	82	82
Tampa, FL	28	28	37	37	45	45	63	63
Austin, TX	35	58	68	105	107	107	114	131
Chattanooga, TN	32	40	66	73	89	117	133	133
Jacksonville, FL	28	43	50	65	85	96	N/A	N/A
Denver, CO	40	40	68	68	76	N/A	N/A	N/A
Average	46 <sup>2</sup>	61 <sup>3</sup>	85 <sup>4</sup>	104 <sup>5</sup>	114 <sup>6</sup>	125 <sup>7</sup>	139 <sup>8</sup>	147 <sup>9</sup>
Median	38	54	70	94	105	118	127	132
High	98	127	173	245	261	277	321	360
Low	24	28	37	37	45	45	63	63

<sup>1</sup> This Table represents the number of dumpsters for each Outlet during its first eight Quarters of operations. The number of dumpsters is determined as of the last day of each respective Quarter.

<sup>2</sup> Of the 16 Outlets reported in this Quarter, 7 Outlets were above the Average and 9 Outlets were below the average.

<sup>3</sup> Of the 16 Outlets reported in this Quarter, 6 Outlets were above the Average and 10 Outlets were below the average.

<sup>4</sup> Of the 16 Outlets reported in this Quarter, 6 Outlets were above the Average and 10 Outlets were below the average.

<sup>5</sup> Of the 16 Outlets reported in this Quarter, 6 Outlets were above the Average and 10 Outlets were below the average.

<sup>6</sup> Of the 16 Outlets reported in this Quarter, 5 Outlets were above the Average and 11 Outlets were below the average.

<sup>7</sup> Of the 16 Outlets reported in this Quarter, 7 Outlets were above the Average and 9 Outlets were below the average.

<sup>8</sup> Of the 16 Outlets reported in this Quarter, 5 Outlets were above the Average and 11 Outlets were below the average.

<sup>9</sup> Of the 16 Outlets reported in this Quarter, 5 Outlets were above the Average and 11 Outlets were below the average.

**Some Outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.**

Other than the preceding financial performance representations, 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 Phillip Nappi, VaVia, LLC at 4301 Lillywood Road, Nashville, Tennessee 37205 and 615-394-1857, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 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
Franchised	2023	12	15	+3
	2024	15	16	+1
	2025	16	19	+3
Company Owned	2023	1	1	0
	2024	1	1	0
	2025	1	1	0
Totals	2023	13	16	+3
	2024	16	17	+1
	2025	17	20	+3

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

State	Year	Number of Transfers
Texas	2023	0
	2024	1
	2025	0
North Carolina	2023	0
	2024	0
	2025	1
Totals	2023	0
	2024	1
	2025	1

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]