

Provision	Section in franchise or other agreement	Summary
w. Choice of law	FA: § 18.8 MUDA: § 7	Georgia (subject to applicable state law).

For additional disclosures required by certain states, refer to Exhibit J - State Addenda to Disclosure Document.

**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 information about possible performance at a particular location or under particular circumstances.

Except as indicated in the notes to Table 2, the following tables show the historical reported information for 1 affiliated-owned outlet and for the 13 franchisees (each an “**Operational Franchisee**”) that were open and operating for the entire year January 1, 2025, to December 31, 2025 (the “**2025 Reporting Period**”). The following tables do not include information for the 1 franchisee that was not open throughout the entire 2025 Reporting Period as that franchisee opened during 2025. Note that some franchisees have multiple locations; however, the information in this Item 19 is based on the franchisee’s data, regardless of the number of locations the franchisee owns.

Table 1-Gross Sales 2025 Reporting Period

The following table shows the historical reported information for the average, median, low and high annual Gross Sales for the 1 affiliate-owned outlet and for the 13 Operational Franchisees who were open and operating for the entire 2025 Reporting Period.

The top row contains information for the affiliate-owned outlet. The second row contains information for those 7 Operational Franchisees that opened their businesses during the years 2019-2020. The third row contains information for the 4 Operational Franchisees that opened their businesses during the years 2021-2022. The bottom row contains information for the 2 Operational Franchise Outlet that opened their businesses during 2023-2024. Some of these businesses also

offer some mosquito control services; however, new franchisees will not be permitted to offer such services without our permission.

Gross Sales (2025)	Highest	Lowest	Median	Average	Number at or Above Average
Affiliate-Owned Outlet	\$3,828,009.55	\$3,828,009.55	\$3,828,009.55	\$3,828,009.55	1 of 1
Operational Franchisees Opened 2019-2020	\$1,377,809.37	\$226,423.96	\$597,123.27	\$658,288.60	2 of 7
Operational Franchisees Opened 2021-2022	\$357,004.60	\$157,384.21	\$254,911.04	\$256,052.72	2 of 4
Operational Franchisees Opened 2023	\$187,398.02	\$76,080.50	\$131,739.26	\$131,739.26	1 of 2

For all of this table, “Gross Sales” means the total dollar amount of all sales generated, including, but not limited to, payment for any services or products sold by Franchisee, whether for cash or credit. Gross Sales does not include (i) bona fide refunds to customers, (ii) sales taxes collected by Franchisee, and (iii) sales of prepaid cards, vouchers, or similar products.

Table 2-2025 Program Data For Various Programs

The following table shows the historical reported information for the average and median 2025 Gross Sales (by customer) for average, median, low and high annual Gross Sales for the Operational Franchisees who were open and operating for the entire 2025 Reporting Period

Program	Average	Median
Turf Management Program – 2025 Gross Sales – By Customer	\$607.61	\$528.00
Ornamental Management Program – 2025 Gross Sales – By Customer	\$479.00	\$420.00

The Turf Management Program is our all-inclusive 6-application program that is spread over twelve months, with treatments tailored to the different seasons throughout the year. This comprehensive service includes fire ant control, disease control, and insect control at no additional charge. The monthly price is determined by the square footage of the customer's lawn. All of the Operational Franchisees participated in this program. The average reflects the average amount that a Turf Management Program customer paid during 2025 to be in the Turf Management Program, and the median is the median amount that a Turf Management Program customer paid during 2025 to be in the program.

The Ornamental Management Program is our all-inclusive 6-application program spread over twelve months, with treatments tailored to the seasons throughout the year. This comprehensive service includes fertilizer, insecticide, miticides, fungicides and horticultural oils focus on the health of customers ornamental trees and shrubs (under 15ft tall). The monthly price is determined by the number of trees and shrubs desired for treatment. All of the Operational Franchisees participated in this program. The average reflects the average amount that a Ornamental Management Program customer paid during 2025 to be in the Ornamental Management Program, and the median is the median amount that a Ornamental Management Program customer paid during 2025 to be in the program.

We prepared the information below from our information and from information provided by our franchisees. These reported results are not audited, and we have not independently verified data provided by our franchisees, although we believe it to be accurate.

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

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

We recommend that you make your own independent investigation to determine whether or not the Franchise may be profitable and that you consult with an attorney and other advisors prior to executing the franchise agreement.

Other than the preceding, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. 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 Josh Wise, 100 Holt Drive, Acworth GA 30101, and 770-917-8200, 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

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised*	2023	19	20	+1
	2024	20	21	+1
	2025	21	22	+1
Company-Owned	2023	1	1	0
	2024	1	1	0
	2025	1	1	0
Total Outlets	2023	20	21	+1
	2024	21	22	+1
	2025	22	23	+1

* Some franchisees operate multiple territories under a single franchise agreement. For purposes of this chart, they are counted as two outlets.

Table 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For Years 2023 to 2025

Column 1 State	Column 2 Year	Column 3 Number of Transfers
North Carolina	2023	1
	2024	0
	2025	0
Total	2023	1
	2024	0
	2025	0