

<b>PROVISION</b>	<b>SECTION IN FRANCHISE AGREEMENT</b>	<b>SUMMARY</b>
q. Non-competition covenants during the term of the franchise	15	Subject to applicable state law, no involvement in competing business.
r. Non-competition covenants after the franchise is terminated or expires	15	Subject to applicable state law, no competing business for 36 full months within 50 miles of your Franchised Location, or within 50 miles of the Franchised Location of another franchisee or an affiliate-owned or company-owned Business.
S. Modification of the agreement	15 and 18	No modifications to the Franchise Agreement without the consent of both parties. Franchisor may, however, change the content of the Franchisee Manuals to reflect changes in the System and the addition, deletion, or modification of the services offered by all franchisees.
T. Integration/merger clause	18	Only the terms of the Franchise Agreement and its attachments are binding (subject to state law). Any representations or promises outside of the disclosure document and Franchise Agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	10 and 16	Subject to state law, and except for claims based on trademark matters, the collection of money, or injunctive relief, all disputes will be subject to arbitration (if the mandatory face-to-face meeting and mediation do not resolve the issue). Meetings, mediation and arbitration to be conducted within 15 miles of our then-current headquarters.
V. Choice of forum	10 and 16	Subject to state law, meeting, mediation, or arbitration or State/Federal Courts in the state of Utah or in which our then-current headquarters is located.
w. Choice of Law	10 and 16	Subject to state law, the state law of Utah applies.

### **ITEM 18**

#### **PUBLIC FIGURES**

We use no public figures in our management, and no public figure has invested in us. No public figure receives any compensation or other benefit from the use of the public figure in the franchise name or symbol. Further, no public figures endorse or recommend this franchise opportunity.

### **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.

2025 Performances of Franchisees who have reported 12 months of revenue or more (i.e., who have been open for at least 12 months within which to report revenue; as a result, 110 Franchisees' performance fits within this table, with the excluded franchisees only representing those who were not in operation for each of the 12 months in 2025)\*:

\*No Franchisees have been excluded, unless they did not report, in which case we could not include their data.

#### Franchisee Average Revenues:

	Average Revenue	High	Low	Median	# above average	% above Average	out of
Tier 1	802,263	1,380,424	533,389	709,844	11	39%	28
Tier 2	393,058	498,160	314,948	385,848	13	46%	28
Tier 3	226,545	312,574	148,781	217,488	13	46%	28
Tier 4	80,429	148,510	5,280	73,138	13	45%	29

#### 2025 Average Expenses as Percentage of Average Revenue

The following table reflects the average revenues of those locations who reported profits and losses and expenses to us through submission of financial reports. The data is as-received from such owners. We received 79 profit and loss reports from franchisees with greater than 12 months of operation. For these, none have been excluded save for those who had not been operational for such time or those for whom data was not received.

(% of Revenue)

	Average	Median	Min	Max
COGS	9.30%	8.53%	14.33%	4.12%
Facilities & Supplies	4.50%	3.96%	35.37%	1.09%
Payroll and Personnel*	35.20%	26.64%	64.32%	9.64%
Marketing & Advertising	10.00%	11.28%	64.65%	4.80%
Insurance	3.20%	3.37%	15.56%	2.78%
Legal & Accounting	2.10%	1.44%	10.58%	9.66%
Auto & Travel	3.80%	3.54%	28.47%	0.64%
Local tax & Licensing	0.00%	0.00%	0.00%	0.00%
Other Business Expenses	3.50%	1.85%	7.22%	1.26%
Meals and Entertainment	1.50%	1.45%	18.76%	0.08%
Bank Charges**	0.50%	0.00%	0.00%	4.45%
Other Income/Expenses	2.80%	2.16%	47.34%	0.00%
Total Costs	76.39%	62.07%	259.26%	38.53%
Adjusted EBITDA***	16.11%	30.43%	-166.76%	53.97%

\*The Payroll and Personnel costs reported to us include owner draws/benefits, and both direct and indirect labor costs.

\*\*The expenses reported to us reflected in the Bank Charges additionally include bad debt allowances or write-offs.

\*\*\*The Adjusted EBITDA makes final adjustments to assure that the applicable royalty rate and any other fees paid to Bio-One as the franchisor have been matched to those you will incur under your franchise agreement, even if prior versions may be historically inconsistent on some terms relating to such fees.

Additional Notes:

Average and Median reported based upon all 61 active franchisees in good standing who supplied 2025 P&L Reports, operating in 75 locations

MIN presents the entire reported expenses and outcome based upon the lowest Adjusted EBITDA location

MAX presents the entire reported expenses and outcome based upon the highest Adjusted EBITDA location

**2025 Average Job Categories Data:**

<b>2025 Revenue By Category</b>		
<b>Category</b>	<b>Adjusted Revenue</b>	<b>% of Total Revenue</b>
Death-Related Bio	\$22,546,185	49.70%
Hoarding	\$10,630,085	23.40%
Non-Death Related Bio	\$7,735,869	17.10%
Mold/Odor	\$3,047,454	6.70%
Drug	\$1,404,982	3.10%

Performances of Franchisees who have reported less than 12 months of revenue have demonstrated such irregular and unpredictable highs and lows in the early stages of their operations that their historical data is not reliably representative of any patterns, and are not reported until after they have completed 12 months of reported revenue from their operations.

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

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

Other than the preceding financial information, Bio-One does 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 Ben Kramer at 761 W. 1200 N., Springville UT 84663, 303-552-8857 or ben.kramer@BioOneInc.com, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**

**OUTLETS AND FRANCHISEE INFORMATION**

If multiple events occurred that affected an outlet, the tables below show the event that occurred last.

**Table No. 1  
Systemwide Outlet Summary  
for the years 2023 through 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 Changes</b>