

Provision	Section in franchise or other agreement	Summary
		and other claims for which injunctive or equitable relief is appropriate.
v. Choice of forum	21.5	All claims not subject to mediation or arbitration must be brought and must be submitted before the United States District Court or state trial court in the city or county of our (Franchisor) headquarters (subject to state law).
w. Choice of law	23.6	Laws of Ohio apply, but Federal Arbitration Act pre-empts (subject to state law). Please see the state-specific addenda to the Disclosure Document and Franchise Agreement in Exhibit E.

ITEM 18
PUBLIC FIGURES

We do not use any public figure to promote our franchises.

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.

Background

This Item sets forth certain historical data reported to us by franchisees of the Handyman Connection System. We have not audited this information, nor independently verified this information. In 2023, we changed our required technology and reporting systems, and the information presented represents data from both systems as described below. As part of the transition, some data inconsistencies arose from the fact that certain fields were not originally designated as mandatory in the new system (such as the tracking of lead sources).

Part I-A of this Item is created using information we have obtained directly from our technology system, and provides Annual Gross Sales information for the period of January 1, 2025 through December 31, 2025 (the “2025 Data Period”). Part I-A of this Item presents information for 27 out of the 28 U.S. franchisees (representing 28 of the 29 franchised territory outlets in the U.S.), who were in operation for more than 12 months as of December 31, 2025 and

were still operating as of the time of this FDD, and were not sold during that twelve month period (“Part 1-A Reporting Franchisees”). Excluded from Part 1-A of this Item 19 are 26 U.S. franchises which were not open and operating for the entire 2025 Data Period, or were not open and operating as of the Issuance Date of this Franchise Disclosure Document, or were transferred during the 2025 Data Period. This includes one legacy U.S. franchisee that does not report information via our current technology system and is excluded from the entirety of Item 19. The information provided in Part 1-A does not include the sales information for two of the top 3 performances on the top-line sales in the US in 2025 as these were resales in which the original franchise owner did not operate for the full 12 months. The exclusion of this information did lower the average sales number reported for 2025.

Part 1-B lists the top 10 services that the U.S. franchisees categorized as “Quoting” (or “Estimating”) in our technology system and a list of the top categories of services “Quoted” (or “Estimated”) in our system for the 2025 Data Period. Part 1-B includes data from all U.S. franchisees that were open and operating for any portion of the 2025 Data Period. No reporting franchisees were excluded from Part 1-B.

Part II of this Item provides information regarding the Gross Margin on Service Revenue for the 2025 Data Period, based on un-audited Profit and Loss Statements (P&Ls) provided to us by the Part II Reporting Franchisees. We requested P&Ls from all of the operating U.S. franchisees other than the legacy franchisee described above. Of the 27 U.S. franchises included in Part 1-A, we did not receive P&Ls from two U.S. franchisees. In addition, one franchisee who operates in two territories combined his P&Ls and reported one set of numbers to us, and therefore they are represented as a single franchise in Part II. Therefore, Part II includes 25 of the 27 Part 1-A Reporting Franchisees (representing 26 franchised territory outlets) (the “Part II Reporting Franchisees”).

PART I-A: Annual Gross Sales

The following Table presents the following data for the Part 1-A Reporting Franchisees during the 2025 Data Period: (i) the Gross Sales⁽¹⁾ reported to us; (ii) the high, low, Average⁽²⁾ and Median⁽³⁾ Gross Sales; and (iii) certain information regarding average job size and territory size. In addition, this Table shows the same information for the 29 out of the 30 U.S. franchises (representing 30 of the 31 franchised territory outlets in the U.S.), who were in operation for more than 12 months as of December 31, 2024 and were not sold during that period (“2024 Reporting Franchisees”) and 31 out of the 32 U.S. franchisees (representing 33 of the 34 franchised territory outlets in the U.S.), who were in operation for more than 12 months as of December 31, 2023 and were not sold during that period (“2023 Reporting Franchisees”).

	Number of Reporting Franchisees in the U.S.	Cumulative # of Territories Operated by Reporting Franchisees	High Gross Sales Territory among Reporting Franchisees	Low Gross Sales Territory among Reporting Franchisees	Average Gross Sales per Territory among Reporting Franchisees	Median Gross Sales Territory among Reporting Franchisees	Average Job Size (AJS) among Reporting Franchisees	Number of Reporting Franchisees Exceeding the Average	Average # of HH/SFDUs per Territory for Reporting Franchisees (2)	Average # of HH/SFDUs per Territory for those Exceeding the Average *
2025	27	28	\$1,968,119	\$82,702	\$575,120	\$448,600	\$1,284	10 (37%)	120,589	146,551
2024	29	30	\$1,883,603	\$134,913	\$642,439	\$502,945	\$1,233	9 (31%)	123,504	157,455
2023	31	33	\$2,429,030	\$236,617	\$681,982	\$511,572	\$1,202	12 (39%)	129,199	146,194

Notes:

1. “Gross Sales” is defined as a franchisee’s total sales invoices or other items or services billed to the customer for all completed sales, less any discounts and cancellations reported to us on our software system (which did change in 2023 as noted above). Please note that some of these sales figures do not include the sale of materials. The Gross Sales figure forms the basis for the calculation of the Royalty Fee under the Franchise Agreement.

2. Two of the top three of the largest franchises in our system were not included in the Average or Median Sales numbers as they were re-sales in 2025 and therefore the same franchisee did not operate for all twelve months.

3. The Territory presently being offered includes approximately 75,000 to 100,000 Households (“HHs”). Please note that in 2017, we switched from using Single Family Dwelling Units (SFDUs) to Households (HHs) to calculate territories and performance criteria. The chart above, shows territory sizes as measured by either SFDUs or HHs (and does not otherwise distinguish between the two), depending on which measurement was used to determine the territory of the applicable Reporting Franchisee. The data listed in 2023 and 2024, when referencing the Average number of HH/SFDUs per territory for reporting franchisees, and the Average number of HH/SFDUs per Territory for those exceeding the average included a mix of both HHs and SFDUs. The 2025 data, when referencing Average number of HH/SFDUs per Territory, only includes HHs.

PART I-B: Quote Break-down

The following Table represents a listing of the top 10 services that the Part 1-B Reporting Franchisees have categorized as Quoting (or Estimating) in our technology system presented as a percentage of the total number of services Quoted during the 2025 Data Period. Please note that franchisees often will make more than one Quote on a job.

Summary of Top 10 Services Quoted & Categorized	% of Total Quote Items
Handyman	44.81%
Electrical	8.72%
Plumbing	8.50%
Doors	8.34%
Carpentry	6.09%
Drywall	5.29%
Painting	3.72%
Fencing	2.72%
Deck	2.03%
Flooring	1.86%
Total	92.06%

PART II: Gross Margin on Service Revenue

This Table presents the Percentage Gross Margin⁽¹⁾ on Total Revenue⁽²⁾ based on unaudited Profit and Loss Statements provided to us by the Part II Reporting Franchisees. The following Table presents the high, low, Average and Median percentage of Gross Margin on Total Revenue for the Reporting Businesses during the 2025 Data Period.

Number of Reporting Franchisees	Cumulative # of Territories Operated by Reporting Franchisees	High Gross Margin % among Reporting Franchisees' P&Ls (3)	Low Gross Margin % among Reporting Franchisees' P&Ls (3)	Average Gross Margin % (3)	Median Gross Margin % (3)	Number of Reporting Franchisees' P&Ls Exceeding the Average Gross Margin % (3)	Average # of HH/SFDUs for Reporting Franchisees (4)	Average # of HH/SFDUs for Reporting Franchisees Exceeding the Average
25	26	71.69%	41.16%	50.38%	49.08%	16 (or 64%)	120,527	106,360

Notes:

1. "Gross Margin" is defined as (Total Revenue – (Labor Cost + Material Cost)), and "Gross Margin %" is defined as (Total Revenue – (Labor Cost + Material Cost)) / (Total Revenue).

2. "Total Revenue" is defined as revenue from both labor and materials.

3. We received unaudited Profit and Loss Statements from 25 of the 27 Part 1-A Reporting Businesses (representing 26 Territories). We requested these statements from all franchisees that operated for 2025, other than the legacy franchisee described above. The one US franchisee who operates two territories combined his P&Ls and reported one set of numbers to us, and therefore they are represented as a single P&L. Therefore, we used a total of 25 P&Ls in connection with the data provided in the Table above.

4. The Territory presently being offered generally includes 75,000 to 100,000 Households ("HHs"). Please note that in 2017, we switched from using Single Family Dwelling Units (SFDUs) to Households (HHs) to calculate territories and performance criteria. The chart above, as denoted by an asterisk (*), shows territory sizes as measured by either SFDUs or HHs (and does not otherwise distinguish between the two), depending on which measurement was used to determine the territory of the applicable Reporting Business. The data listed in 2023 and 2024, when referencing the Average # of HH/SFDUs per territory for reporting franchisees, and the Average # of HH/SFDUs per Territory for those exceeding the average included a mix of both HHs and SFDUs. The 2025 data, when referencing Average # of HH/SFDUs per Territory, only includes HHs.

General Notes and Disclaimers

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

Written substantiation of the data used in preparing this financial performance representation will be made available upon reasonable written request to the franchisor.

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 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 Jeff Wall, President, at 11115 Kenwood Rd., Blue Ash, OH 45242, (773) 251-1807, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary
For Fiscal Years Ended December 31, 2023 to December 31, 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	58	62	+4
	2024	62	65	+3
	2025	65	65	0
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	58	62	+4
	2024	62	65	+3
	2025	65	65	0

Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than Franchisor) For Fiscal Years Ended December 31, 2023 to December 31, 2025

State	Year	Number of Transfers
Colorado	2023	0
	2024	1
	2025	1
Georgia	2023	0
	2024	1
	2025	0
Kansas	2023	1
	2024	0
	2025	1
Michigan	2023	0
	2024	0
	2025	1
Minnesota	2023	0
	2024	0