

Provision	Section in Franchise Agreement	Section in Multi-Territory Addendum	Summary
			be governed by the law of the state where the Franchised Business is located.

**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 by, for example, providing information about possible performance at a particular location or under particular circumstances.

**Historic Financial Performance Representation**

As of December 31, 2025, we have (a) one (1) affiliate-owned and operated Insulation Commandos business located in Clarksville, Tennessee (the “Affiliate-Owned Business”), and (b) sixteen (16) System franchisees that operate in a collective total of sixty-two (62) territories. Of these sixteen (16) franchisees, a total of seven (7) franchisees were open and operational for the entirety of the 2025 calendar year (the “Measurement Period”). One (1) of these franchisees did not report complete, full-year financial performance information to us. We refer to the remaining six (6) franchisees in this Item 19 as the “Reporting Franchised Businesses.” The Reporting Franchised Businesses operate in a collective total of twenty-five (25) territories and operate in a manner substantially similar to the business offered under this disclosure document. We have excluded from this Item 19 the financial performance information of nine (9) franchisees, operating in a collective total of thirty-seven (37) territories, because such franchisees were not open and in operation for the entirety of the Measurement Period.

Part I of this Item 19 discloses certain historic financial performance information and key performance indicators (KPIs) of the Affiliate-Owned Business during the Measurement Period, including total Gross Revenue during the Measurement Period.

Part II of this Item 19 discloses certain historic financial performance information and KPIs of the Reporting Franchised Businesses, respectively, during the Measurement Period, including total Gross Revenues during the Measurement Period.

We have not audited the financial performance information in this Item 19. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

**PART I**

**Table 1(A) – Gross Revenue and Certain Disclosed Financial Performance of Affiliate-Owned Business During the Measurement Period (1/1/2025 – 12/31/2025)**

<i>Affiliate-Owned Business</i> <i>Business Opening Date: 9/2024</i> <i># of Territories: 2** (See Note E to this Item 19)</i>	<b>Total</b>	<b>% of Revenue</b>
<b>Total Revenue</b>	\$847,478.62	--
<i>Cost of Goods Sold (COGS)</i>		
<i>Direct Fuel</i>	\$ 16,297.55	1.9%
<i>Consumable Job Supplies</i>	\$ 191,225.35	22.6%
<i>Disposal Fees</i>	\$ 16,297.55	1.9%
<i>Installer Labor</i>	\$ 207,730.39	24.5%
<i>Payment Processing Fees</i>	\$8,235.59	1.0%
<b>Total Cost of Goods Sold (COGS)</b>	<b>\$ 439,786.43</b>	<b>51.9%</b>
<b>Total Revenue Less COGS</b>	<b>\$ 407,692.19</b>	<b>48.1%</b>
<i>Other Disclosed Expenses and Imputed Fees</i>		
<i>Marketing Expenses</i>	\$52,880.52	6.24%
<i>Total Insurance</i>	\$ 29,975.55	3.54%
<i>Total Occupancy Costs</i>	\$ 36,926.90	4.4%
<i>Imputed Royalty (4-6%)</i>	\$ 50,848.72	6.0%
<i>Imputed Brand Development Fund (1%)</i>	\$ 8,474.79	1.0%
<i>Imputed Technology Fee</i>	\$ 3,000.00	0.4%
<b>Gross Revenue Less COGS, Other Disclosed Expenses &amp; Imputed Fees</b>	<b>\$ 225,585.72</b>	<b>26.6%</b>

**Table 1(B)**

<b>Affiliate-Owned Business – Key Performance Indicators (KPIs) During the Measurement Period</b>	
Number of Jobs Completed during Measurement Period	214
Average Ticket	\$4,458
Highest Ticket	\$19,490
Lowest Ticket	\$98.56
Median Ticket	\$3,463.25
# and % of Tickets that Met or Exceeded the Average	75 (35%)
Average Revenue Per Truck (2)	\$423,739.31

**PART II**

**Table 2(A) – Gross Revenue and Certain Disclosed Financial Performance of Reporting Franchised Business #1 During the Measurement Period  
(1/1/2025 – 12/31/2025)**

<i>Reporting Franchised Business #1 Business Opening Date: 9/2024 # of Territories: 6</i>	<b>Total</b>	<b>% of Revenue</b>
<b>Total Revenue</b>	\$712,136.50	--
<i>Cost of Goods Sold (COGS)</i>		
<i>Direct Fuel</i>	\$ 10,608.99	1.5%
<i>Consumable Job Supplies</i>	\$ 164,758.34	23.1%
<i>Disposal Fees</i>	\$ 2,976.59	0.4%
<i>Installer Labor</i>	\$ 190,235.16	26.7%
<i>Payment Processing Fees</i>	\$5,753.73	0.8%
<b>Total Cost of Goods Sold (COGS)</b>	<b>\$374,332.81</b>	<b>52.6%</b>
<b>Total Revenue Less COGS</b>	<b>\$337,803.69</b>	<b>47.4%</b>
<i>Other Disclosed Expenses and Imputed Fees</i>		
<i>Marketing Expenses</i>	\$107,575.02	15.11%
<i>Total Insurance</i>	\$ 42,296.14	5.94%
<i>Total Occupancy Costs</i>	\$26,390.29	3.7%
<i>Imputed Royalty (4-6%)</i>	\$ 42,728.19	6.0%
<i>Imputed Brand Development Fund (1%)</i>	\$7,121.37	1.0%
<i>Imputed Technology Fee</i>	\$ 3,000.00	0.4%
<b>Gross Revenue Less COGS, Other Disclosed Expenses &amp; Imputed Fees</b>	<b>\$ 108,692.69</b>	<b>15.3%</b>

**Table 2(B)**

<b>Reporting Franchised Business #1 – KPIs During the Measurement Period</b>	
Number of Jobs Completed during Measurement Period	254
Average Ticket	\$3,328
Highest Ticket	\$18,568.32
Lowest Ticket	\$170.50
Median Ticket	\$2,319.44
# and % of Tickets that Met or Exceeded the Average	69 (27.16%)
Average Revenue Per Truck (1)	\$712,136.50

**Table 2(C) – Gross Revenue and Certain Disclosed Financial Performance of Reporting Franchised Business #2 During the Measurement Period (1/1/2025 – 12/31/2025)**

<i>Reporting Franchised Business #2</i> <i>Business Opening Date: 8/2024</i> <i># of Territories: 6</i>	<b>Total</b>	<b>% of Revenue</b>
<b>Total Revenue</b>	\$478,171.24	--
<i>Cost of Goods Sold (COGS)</i>		
<i>Direct Fuel</i>	\$ 4,295.89	1.4%
<i>Consumable Job Supplies</i>	\$ 155,364.33	51.8%
<i>Disposal Fees</i>	\$12,760.00	4.3%
<i>Installer Labor</i>	\$ 46,404.76	15.5%
<i>Payment Processing Fees</i>	\$2,496.84	0.8%
<b>Total Cost of Goods Sold (COGS)</b>	<b>\$221,321.82</b>	<b>73.8%</b>
<b>Total Revenue Less COGS</b>	<b>\$256,849.42</b>	<b>26.2%</b>
<i>Other Disclosed Expenses and Imputed Fees</i>		
<i>Marketing Expenses</i>	\$79,716.11	16.67%
<i>Total Insurance</i>	\$ 17,135.78	5.72%
<i>Total Occupancy Costs</i>	\$28,294.21	9.4%
<i>Imputed Royalty (4-6%)</i>	\$ 28,690.27	6.0%
<i>Imputed Brand Development Fund (1%)</i>	\$4,781.71	1.0%
<i>Imputed Technology Fee</i>	\$ 3,000.00	0.6%
<b>Gross Revenue Less COGS, Other Disclosed Expenses &amp; Imputed Fees</b>	<b>\$ 95,231.33</b>	<b>19.9%</b>

**Table 2(D)**

<b>Reporting Franchised Business #2 – KPIs During the Measurement Period</b>	
Number of Jobs Completed during Measurement Period	145
Average Ticket	\$3,724
Highest Ticket	\$9,823.50
Lowest Ticket	\$250.00
Median Ticket	\$2,895.10
# and % of Tickets that Met or Exceeded the Average	48 (33.1%)
Average Revenue Per Truck (1)	\$478,171.24

**Table 2(E) – Gross Revenue and Certain Disclosed Financial Performance of Reporting Franchised Business #3 During the Measurement Period (1/1/2025 – 12/31/2025)**

<i>Reporting Franchised Business #3 Business Opening Date: 10/2024 # of Territories: 3</i>	<b>Total</b>	<b>% of Revenue</b>
<b>Total Revenue</b>	\$546,817.26	--
<i>Cost of Goods Sold (COGS)</i>		
<i>Direct Fuel</i>	\$ 7,972.57	1.5%
<i>Consumable Job Supplies</i>	\$ 166,230.84	30.4%
<i>Disposal Fees</i>	\$5,025	0.9%
<i>Installer Labor</i>	\$ 199,580.45	36.5%
<i>Payment Processing Fees</i>	\$2,004.18	0.4%
<b>Total Cost of Goods Sold (COGS)</b>	<b>\$380,813.04</b>	<b>69.6%</b>
<b>Total Revenue Less COGS</b>	<b>\$166,004.22</b>	<b>30.4%</b>
<i>Other Disclosed Expenses and Imputed Fees</i>		
<i>Marketing Expenses</i>	\$45,496.95	8.32%
<i>Total Insurance</i>	\$ 11,397.56	2.08%
<i>Total Occupancy Costs</i>	\$14,955.52	2.7%
<i>Imputed Royalty (4-6%)</i>	\$ 32,809.04	6.0%
<i>Imputed Brand Development Fund (1%)</i>	\$5,468.17	1.0%
<i>Imputed Technology Fee</i>	\$ 3,000.00	0.5%
<b>Gross Revenue Less COGS, Other Disclosed Expenses &amp; Imputed Fees</b>	<b>\$ 52,876.98</b>	<b>9.7%</b>

**Table 2(F)**

<b>Reporting Franchised Business #3 – KPIs During the Measurement Period</b>	
Number of Jobs Completed during Measurement Period	170
Average Ticket	\$5,331
Highest Ticket	\$24,539.45
Lowest Ticket	\$215.00
Median Ticket	\$2,907.58
# and % of Tickets that Met or Exceeded the Average	25 (14.7%)
Average Revenue Per Truck (2)	\$273,408.63

**Table 2(G) – Gross Revenue and Certain Disclosed Financial Performance of Reporting Franchised Business #4 During the Measurement Period (1/1/2025 – 12/31/2025)**

<i>Reporting Franchised Business #4 Business Opening Date: 10/2024 # of Territories: 5</i>	<b>Total</b>	<b>% of Revenue</b>
<b>Total Revenue</b>	\$853,996.82	--
<i>Cost of Goods Sold (COGS)</i>		
<i>Direct Fuel</i>	\$ 6,088.13	0.7%
<i>Consumable Job Supplies</i>	\$199,371.47	23.3%
<i>Disposal Fees</i>	\$7,603.62	0.9%
<i>Installer Labor</i>	\$138,330.92	16.2%
<i>Payment Processing Fees</i>	\$4,835.13	0.6%
<b>Total Cost of Goods Sold (COGS)</b>	<b>\$356,229.27</b>	<b>41.7%</b>
<b>Total Revenue Less COGS</b>	<b>\$497,767.55</b>	<b>58.3%</b>
<i>Other Disclosed Expenses and Imputed Fees</i>		
<i>Marketing Expenses</i>	\$101,694.87	11.91%
<i>Total Insurance</i>	\$ 1,513.71	0.18%
<i>Total Occupancy Costs</i>	\$23,850.39	2.8%
<i>Imputed Royalty (4-6%)</i>	\$ 51,239.81	6.0%
<i>Imputed Brand Development Fund (1%)</i>	\$8,539.97	1.0%
<i>Imputed Technology Fee</i>	\$ 3,000.00	0.4%
<b>Gross Revenue Less COGS, Other Disclosed Expenses &amp; Imputed Fees</b>	<b>\$ 307,928.80</b>	<b>36.1%</b>

**Table 2(H)**

<b>Reporting Franchised Business #4 – KPIs During the Measurement Period</b>	
Number of Jobs Completed during Measurement Period	199
Average Ticket	\$4,508
Highest Ticket	\$54,500.00
Lowest Ticket	\$178.50
Median Ticket	\$3,500.00
# and % of Tickets that Met or Exceeded the Average	65 (32.6%)
Average Revenue Per Truck (2)	\$426,998.41

**Table 2(I) – Gross Revenue and Certain Disclosed Financial Performance of Reporting Franchised Business #5 During the Measurement Period (1/1/2025 – 12/31/2025)**

<i>Reporting Franchised Business #5 Business Opening Date: 11/2024 # of Territories: 4</i>	<b>Total</b>	<b>% of Revenue</b>
<b>Total Revenue</b>	\$430,101.38	--
<i>Cost of Goods Sold (COGS)</i>		
<i>Direct Fuel</i>	\$ 15,105.86	3.5%
<i>Consumable Job Supplies</i>	\$156,489.46	36.4%
<i>Disposal Fees</i>	\$4,045.76	0.9%
<i>Installer Labor</i>	\$120,680.55	28.1%
<i>Payment Processing Fees</i>	\$461.54	0.1%
<b>Total Cost of Goods Sold (COGS)</b>	<b>\$296,783.17</b>	<b>69.0%</b>
<b>Total Revenue Less COGS</b>	<b>\$133,318.21</b>	<b>31.0%</b>
<i>Other Disclosed Expenses and Imputed Fees</i>		
<i>Marketing Expenses</i>	\$46,276.02	10.76%
<i>Total Insurance</i>	\$ 11,978.11	2.78%
<i>Total Occupancy Costs</i>	\$16,857.83	3.9%
<i>Imputed Royalty (4-6%)</i>	\$ 25,806.08	6.0%
<i>Imputed Brand Development Fund (1%)</i>	\$4,301.01	1.0%
<i>Imputed Technology Fee</i>	\$ 3,000.00	0.7%
<b>Gross Revenue Less COGS, Other Disclosed Expenses &amp; Imputed Fees</b>	<b>\$ 25,099.15</b>	<b>5.8%</b>

**Table 2(J)**

<b>Reporting Franchised Business #5 – KPIs During the Measurement Period</b>	
Number of Jobs Completed during Measurement Period	125
Average Ticket	\$3,493
Highest Ticket	\$16,286.67
Lowest Ticket	\$200.00
Median Ticket	\$2,710.00
# and % of Tickets that Met or Exceeded the Average	48 (38.4%)
Average Revenue Per Truck (1)	\$430,101.38

**Table 2(K) – Gross Revenue and Certain Disclosed Financial Performance of Reporting Franchised Business #6 During the Measurement Period (1/1/2025 – 12/31/2025)**

<i>Reporting Franchised Business #6 Business Opening Date: 11/2022 # of Territories: 1** (See Note D to this Item 19)</i>	<b>Total</b>	<b>% of Revenue</b>
<b>Total Revenue</b>	\$1,335,875.14	--
<i>Cost of Goods Sold (COGS)</i>		
<i>Direct Fuel</i>	\$ 33,892.35	2.5%
<i>Consumable Job Supplies</i>	\$281,717.62	21.1%
<i>Disposal Fees</i>	\$8,835.19	0.7%
<i>Installer Labor</i>	\$234,301.03	17.5%
<i>Payment Processing Fees</i>	\$19,499.71	1.5%
<b>Total Cost of Goods Sold (COGS)</b>	<b>\$578,245.90</b>	<b>43.3%</b>
<b>Total Revenue Less COGS</b>	<b>\$757,629.24</b>	<b>56.71%</b>
<i>Other Disclosed Expenses and Imputed Fees</i>		
<i>Marketing Expenses</i>	\$179,710.80	13.5%
<i>Total Insurance</i>	\$ 74,395.20	5.6%
<i>Total Occupancy Costs</i>	\$79,862.51	6.0%
<i>Imputed Royalty (4-6%)</i>	\$ 80,152.51	6.0%
<i>Imputed Brand Development Fund (1%)</i>	\$13,358.75	1.0%
<i>Imputed Technology Fee</i>	\$ 3,000.00	0.2%
<b>Gross Revenue Less COGS, Other Disclosed Expenses &amp; Imputed Fees</b>	<b>\$ 327,149.47</b>	<b>24.5%</b>

**Table 2(L)**

<b>Reporting Franchised Business #6 – KPIs During the Measurement Period</b>	
Number of Jobs Completed during Measurement Period	286
Average Ticket	\$5,306.00
Highest Ticket	\$38,340.50
Lowest Ticket	\$300.00
Median Ticket	\$4,166.48
# and % of Tickets that Met or Exceeded the Average	98 (34.2%)
Average Revenue Per Truck (2)	\$667,937.57

## NOTES TO THIS ITEM 19:

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

### A. Defined Terms:

i. "Gross Revenue" means the total reported revenues and receipts from the sale of all products and services sold through the Affiliate-Owned Business and Reporting Franchised Businesses, as reported to us by the owners of these outlets. Gross Revenue does not include sales tax, nor does it include the value of any discounts, gift cards or other credits or rebates.

ii. "Cost of Good Sold (COGS)" includes those categories of expenses disclosed in the tables above, specifically, Direct Fuel, Consumable Job Supplies, Disposal Fees, Installer Labor, and Payment Processing Fees.

iii. "Direct Fuel" means the reported cost of (a) vehicle fuel and (b) fuel used to power certain equipment in the provision of Approved Services in connection with the operation of the indicated outlets during the Measurement Period, as reported to us by the owners of the indicated outlets.

iv. "Consumable Job Supplies" means the reported cost of job supplies and materials used in connection with the operation of the indicated outlet during the Measurement Period, as reported to us by the owners of the indicated outlets.

v. "Disposal Fees" means the reported cost paid to third-party waste disposal sites for the disposal of waste in connection with the operation of the indicated outlets during the Measurement Period, as reported to us by the owners of the indicated outlets.

vi. "Installer Labor" means all wages paid to installer personnel for their performance of the Approved Services during the Measurement Period, as reported to us by the owners of the indicated outlets. Installer Labor does not include other business employee wages, payroll taxes, nor any commission payments made to any outlet's sales personnel.

vii. "Payment Processing Fees" means the costs associated with merchant service providers incurred by the indicated outlets during the Measurement Period to pay payment processing fees and/or transaction fees, as reported to us by the owners of the indicated outlets.

viii. "Marketing Expenses" means the actual amounts expended by the indicated outlets during the Measurement Period for marketing and sales, as reported to us by the owners of the outlets.

ix. "Total Insurance" means the costs expended for each indicated outlet's general liability, workers' comp, and automobile insurance during the Measurement Period, as reported to us by the owners of the indicated outlets.

x. "Occupancy Costs" means the reported costs associated with office and warehouse space, including rent and common area maintenance charges, incurred by the indicated outlets during the Measurement Period, as reported to us by the owners of the indicated outlets.

C. The Affiliate-Owned Business did not pay to us the “Imputed Fees” disclosed in Table 1(A) during the Measurement Period. The Imputed Fees are defined as the Imputed Royalty (4-6% of Gross Revenue during the Measurement Period), Imputed Brand Development Fund (1% of Gross Revenue during the Measurement Period), and Imputed Technology Fee (\$250 per month during the Measurement Period). You will be required to pay the Imputed Fees, as well as all other fees due to us under the Franchise Agreement.

D. Note on Reporting Franchised Business #6: Reporting Franchised Business #6 is located in Van Nuys, California and first opened in November 2022 under a different trade name, “Atticlean.” In June 2023, Reporting Franchised Business #6 began operating under our Principal Mark, Insulation Commandos, and in February 2024, we entered into a franchise agreement with the owners of this outlet. The Reporting Franchised Business #6 is owned and operated by a company owned by two of our owners. Because this business is owned and operated by certain of our owners and commenced operating prior to the date we began offering franchise opportunities, under the terms of the franchise agreement, we granted Reporting Franchised Business #6 the right to operate in a large Designated Territory that consists of portions of, or all of, Los Angeles County, Ventura County, and Orange County, California, a total service area approximately 30 times larger than a typical Designated Territory (as disclosed in Item 12) (the “Larger Designated Territory”).

Reporting Franchised Business #6 (i) has operated since June 2023 under our Principal Mark “Insulation Commandos”; (ii) offers all Approved Products and Approved Services that our franchisees are authorized to offer at and from a Franchised Business; and (iii) utilizes two (2) wrapped service vehicles, each of which features our Proprietary Mark and is wrapped as required of our System Franchised Businesses. While the Reporting Franchised Business #6 has the right to operate in the Larger Designated Territory, approximately 80 to 85% of this outlet’s Gross Revenue during the Measurement Period was derived from the provision of Approved Products and Approved Services in Los Angeles County, California.

E. The Affiliate-Owned Business is not a franchisee and is not subject to any territorial operating restrictions. In fiscal year 2025, the Affiliate-Owned Business operated in a geographic area that would be equivalent to two (2) Designated Territories as such territories are currently granted to System franchisees.

F. The information presented in this Item 19 does not include or reflect all operating expenses, including but not limited to office supplies and equipment costs, telephone expenses, computer system expenses, certain required insurance policy premium costs, accounting fees, payroll taxes, bank charges, repairs and maintenance, meals and entertainment, owners’ compensations and draws, and other costs and expenses that you will incur in operating a Franchised Business. Franchisees or former franchisees listed in Exhibit H to this Disclosure Document may be one source of this information.

G. The information presented in this Item 19 excludes tax liabilities. You will be responsible for all taxes incurred in connection with the operation of your Franchised Business. You are strongly advised to consult with a tax professional before investing in this franchise opportunity.

Other than the preceding financial performance representation, we do not make any financial performance representation. 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 our management by contacting our Chief Executive Officer, Dustin Ingle, c/o Insulation Commandos Franchising, LLC, 1170 Dunlop Lane, Building 300, Clarksville,