

r.	Non-competition covenants after the franchise is terminated or expires	8.5.h.,i.,j. (7.6.q)	Prohibits competition in Territory or diversion of AM or its franchisees customers. 7.6.q requires payment of royalties on continuation of any similar or competing business
s.	Modification of the agreement	6.6 & 10.5	You must sign new franchise agreement on renewal using AM then current form
t.	Integration/merger clause	10.5	Only the terms of the franchise agreement are binding (subject to state law). Any other promises may not be enforceable. Nothing in the Agreement or in any related agreement is intended to disclaim the representations Aire-Master made in the franchise disclosure document furnished to You.
u.	Dispute resolution by arbitration or mediation	Not Applicable	
v.	Choice of forum	10.14	You submit to litigation in Missouri, subject to applicable state law
w.	Choice of law	10.1	Missouri law applies, subject to applicable state law

## 18. PUBLIC FIGURES

Aire-Master does not use any public figures to promote its franchise.

## 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.

**The earnings claims figure(s) does (do) not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your (franchised business). Franchisees or former franchisees, listed in the offering circular, may be one source of this information.**

The following financial performance representation is historic.

At the end of calendar year 2023, Aire-Master had 115 franchises and 4 franchisor-operated locations. 106 US franchises reported sales for the entire 2023 calendar year. Some of the 113 franchises had less than 12 months reporting, because they started mid-year, sold, retired, or were terminated. The figures in this report include only the 103 full year US franchises, to keep the numbers consistent. The 103 full-year franchisees had been in operation from 1 year to 45 years by the end of 2023. The one Canadian franchise is excluded, so as not to introduce the exchange rate variable. No franchisor location data is included.

The sales figures presented on the following page are taken from the Adjusted Gross Sales on monthly royalty reports the franchises submitted. Adjusted Gross Sales is gross sales minus write offs and returns. These numbers do not reflect sales tax, the costs of sales, operating expenses, or other costs or expenses that must be deducted to obtain net income or profit. The figures do not include royalty fees and other franchise related expenses. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchise business. Franchisees or former franchisees, listed in the franchise disclosure document, may be one source of this information.

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

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

Monthly Sales, All Reporting Franchises	
High	\$181,674.67
Average	\$27,690.60
Median	\$18,424.01
Low	\$1,698.25
Of all 106 reporting franchises, 38 exceeded the average.	

Monthly Sales, Top 25%	
High	\$181,674.67
Average	\$64,441.03
Median	\$52,205.94
Low	\$38,715.63
Of the 26 franchises representing this 25%, 7 exceeded the average.	

<b>Monthly Sales, 2nd 25%</b>	
High	\$37,396.81
Average	\$27,385.47
Median	\$27,219.16
Low	\$18,700.55
Of the 26 franchises representing this 25%, 13 exceeded the average.	

<b>Monthly Sales, 3rd 25%</b>	
High	\$18,621.54
Average	\$13,937.73
Median	\$13,097.29
Low	\$10,654.33
Of the 27 franchises representing this 25%, 11 exceeded the average.	

<b>Monthly Sales, Bottom 25%</b>	
High	\$10,463.50
Average	\$6,346.99
Median	\$5,518.52
Low	\$1,698.25
Of the 27 franchises representing this 25%, 13 exceeded the average.	

### **Aire-Master Customers**

The following data comes from Aire-Master's cloud-based customer database. The franchisees enter their own customer data and specify which business sector each customer belongs to. The sectors are based on the North American Industrial Classification System (NAICS) codes.

## Primary Markets

These customer types represent the largest segments of Aire-Master's customer base, accounting for 88% of the reported customers and 90% of reported Adjusted Gross Sales.

<b>Real Estate</b> Apartment Buildings Other Real Estate	<b>Retail Trade</b> Car Dealers <sup>[1]</sup> Auto Parts Stores Tire Stores Grocery Stores Convenience Stores General Merchandise Other Retail Trade	<b>Health Care</b> Hospitals Doctors Offices Clinics
<b>Food Service</b>  Full-Service Restaurants Fast Food Restaurants Drinking Places		<b>Hotels</b> Hotels, Motels Campgrounds
<b>Senior / Adult Care</b> Nursing Homes Residential Care Facilities Adult Day Cares and Other Elderly Services	<b>Recreation &amp; Fitness</b> Casinos <sup>[1]</sup> Golf Courses Country Clubs Fitness Centers Recreational Sports Arts & Entertainment	<b>Services</b> Automotive Maintenance Personal Services Churches <sup>[1]</sup> Other Services

## Secondary Markets

These are important, but typically smaller, markets for Aire-Master. Some of these customer types (Airports, Universities) are relatively few in number but are high profile accounts that may help bring in other business. In some cases (Banks, Veterinary Services), these are markets that are largely untapped and represent areas of potential future sales efforts. These customer types account for 6% of the reported customers and 6% of reported Adjusted Gross Sales.

<b>Social Assistance</b> Child Day Care Services Other Social Assistance	<b>Rental &amp; Leasing Services</b> Consumer Goods Rental Other Rental & Leasing Services
<b>Education</b> Elementary & Secondary Schools Colleges & Universities Professional Schools	<b>Miscellaneous</b> Airport Operations Banks & Credit Unions Veterinary Services

## Less Common Markets

Aire-Master provides services to customers in these segments, but they are less common than the primary and secondary markets. Combined, however, these markets represent a significant percentage of Aire-Master's customers. These customer types account for 4% of reported Adjusted Gross Sales.

Construction Manufacturing	Professional and Technical Services Management of Companies and Enterprises
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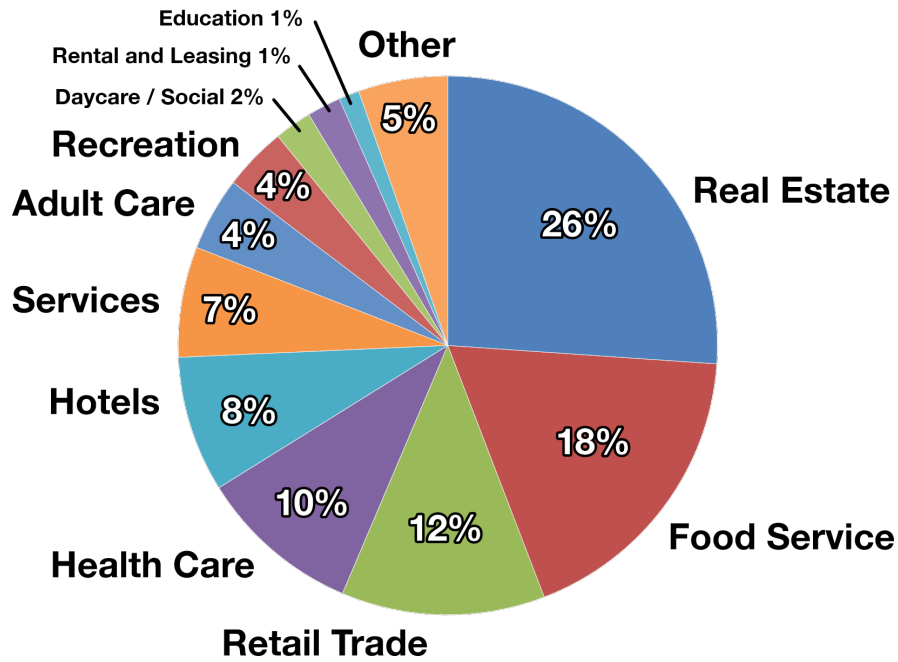
Wholesale Trade	Administrative and Support t Services
Transportation and Warehousing	Public Administration
Finance and Insurance	

### Customers by Market

Percentages derived from active customers of the reporting franchises as of the end of calendar year 2023. Customer counts were totaled and grouped by market.

Market	%
Real Estate	26.41%
Food Service	18.31%
Retail Trade	12.37%
Health Care	9.88%
Hotels	8.26%
Services	6.69%
Senior / Adult Care	4.47%
Arts, Entertainment, and Recreation	3.86%
Daycare and Social Assistance	2.26%
Rental and Leasing Services	1.06%
Education	1.07%
Other Markets*	5.35%
Total	100.00

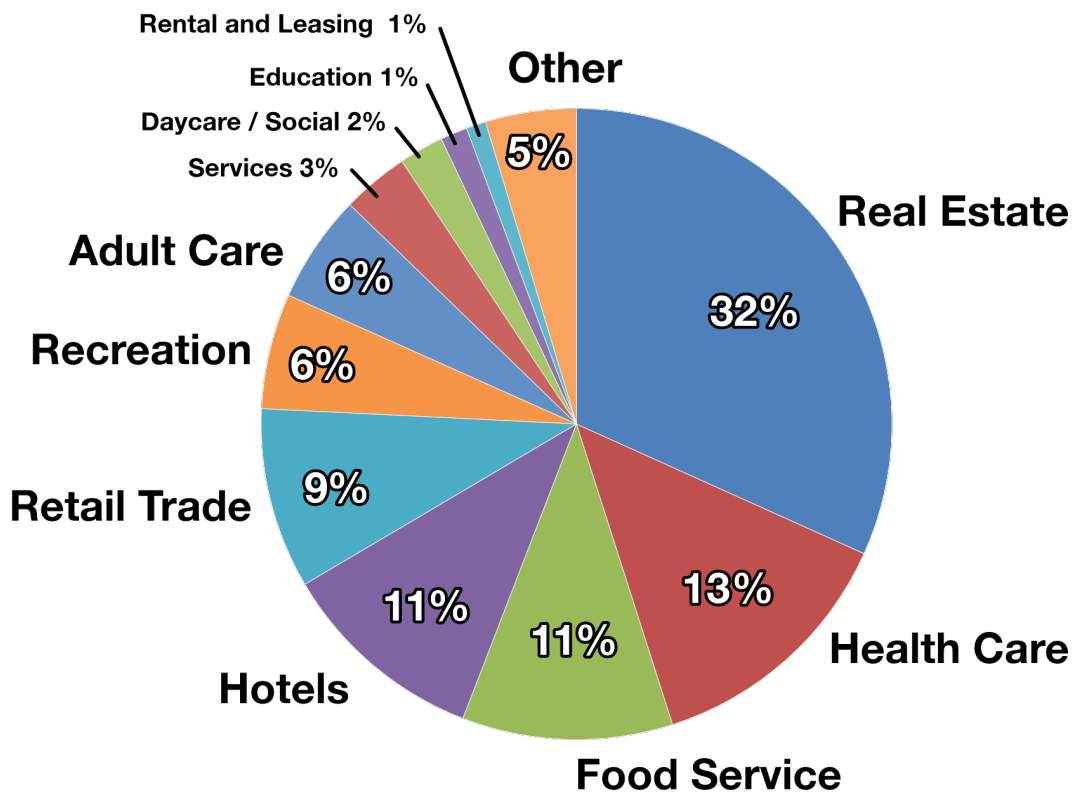
\* Other Markets (approximate): Education 1%, Rental and Leasing 1%, and Daycare / Social 3%



#### Sales by Market

Sales percentages derived from total gross sales of the reporting franchises. All posted invoices in the year were totaled and grouped by market.

Market	%
Real Estate	31.77%
Health Care	13.36%
Food Service	10.81%
Hotels	10.67%
Retail Trade	9.27%
Arts, Entertainment, and Recreation	5.92%
Senior / Adult Care	5.55%
Services	3.43%
Daycare and Social Assistance	2.29%
Education	1.37%
Rental and Leasing Services	0.89%
Other Markets	4.66%
Total	100.00%



Other than the preceding financial performance representation, Aire-Master 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 Peter Rathke, P.O. Box 2310, Route CC and Highway 160, Nixa, Missouri 65714, 417-427-6195, the Federal Trade Commission, and the appropriate state regulatory agencies.

## 20. OUTLETS AND FRANCHISEE INFORMATION

Table No. 1  
**SYSTEMWIDE OUTLET SUMMARY FOR FISCAL YEARS ENDING MARCH  
 31, 2021/2022/2023**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	111	109	-2
	2022	109	116	+7
	2023	116	115	-1
	2021	7	7	0

Company Owned	2022	7	7	0
	2023	7	7	0
Total Outlets	2021	118	116	-2
	2022	116	123	+7
	2023	123	122	-1

Table No. 2

**TRANSFERS OF FRANCHISES FROM FRANCHISEES TO NEW OWNERS  
(OTHER THAN AIRE-MASTER) FOR YEARS 2021, 2022, AND 2023**

State	Year	Number of Transfers
Alabama <sup>10</sup>	2021	0
	2022	0
	2023	0
Alberta, Canada	2021	0
	2022	0
	2023	0
Arizona	2021	0
	2022	0
	2023	1
Arkansas <sup>3</sup>	2021	0
	2022	1
	2023	1
British Columbia Canada	2021	0
	2022	0
	2023	0
California	2021	0
	2022	0
	2023	1
Colorado	2021	0
	2022	0
	2023	0
Delaware <sup>11</sup>	2021	0
	2022	0
	2023	0
Florida <sup>10</sup>	2021	0
	2022	0
	2023	0
Georgia <sup>10</sup>	2021	0
	2022	0
	2023	0
Hawaii	2021	0
	2022	0
	2023	0
	2021	0



Idaho <sup>4</sup>	2022	0
	2023	1
Illinois <sup>5, 12</sup>	2021	0
	2022	0
	2023	0
Indiana	2021	0
	2022	0
	2023	0
Iowa <sup>5, 6, 15</sup>	2021	0
	2022	0
	2023	0
Kansas <sup>5, 7</sup>	2021	0
	2022	0
	2023	0
Kentucky	2021	0
	2022	0
	2023	0
Louisiana <sup>3</sup>	2021	0
	2022	0
	2023	0
Massachusetts	2021	0
	2022	0
	2023	0
Maryland <sup>11</sup>	2021	0
	2022	0
	2023	0
Michigan	2021	0
	2022	0
	2023	0
Minnesota <sup>8</sup>	2021	0
	2022	0
	2023	0
Mississippi	2021	0
	2022	0
	2023	0
Missouri <sup>5, 6, 7</sup>	2021	0
	2022	0
	2023	0
Montana	2021	0
	2022	0
	2023	0
Nebraska <sup>13</sup>	2021	0
	2022	0
	2023	0
	2021	0

Nevada <sub>4</sub>	2022	0
	2023	0
New Jersey <sub>2</sub>	2021	0
	2022	0
	2023	0
New Mexico	2021	0
	2022	0
	2023	0
New York <sub>2</sub>	2021	0
	2022	0
	2023	0
North Carolina	2021	0
	2022	0
	2023	0
North Dakota <sub>8</sub>	2021	0
	2022	0
	2023	0
Ohio <sub>15</sub>	2021	0
	2022	0
	2023	0
Oklahoma	2021	0
	2022	0
	2023	0
Ontario, Canada	2021	0
	2022	0
	2023	0
Oregon	2021	0
	2022	1
	2023	0
Pennsylvania <sub>2</sub>	2021	0
	2022	0
	2023	0
Rhode Island	2021	0
	2022	0
	2023	0
South Carolina	2021	0
	2022	0
	2023	0
South Dakota <sub>13</sub>	2021	0
	2022	1
	2023	0
Tennessee <sub>10</sub>	2021	0
	2022	0
	2023	0
	2021	0