

## 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.

Sunbelt does not require our franchise owners to submit audited, year-end financial statements and therefore data on expenses and profitability are excluded. We make no representations as to the final sale prices of the listings or the commissions collected. There are characteristics of the included outlets that may differ materially from those of the outlet being offered including length of time the location has been open, size of the territory, location of the territory, etc. Written substantiation for the financial performance representation will be made available upon reasonable request. This information has not been audited.

Sunbelt periodically conducts surveys of franchisees. The purpose of such surveys is to gather statistical data about the franchisee's operations, so that the information can be compiled and shared with Sunbelt franchisees and prospective franchisees. We believe that the survey data is helpful to the franchisees and Franchisor. Sunbelt will keep specific information about individual franchisee operations confidential. You agree to participate in such surveys and promptly provide us with information that we reasonably request in such surveys.

Sunbelt surveyed the franchisees in May of 2024; of the 88 Sunbelt franchisees in the United States 32 responded to the survey. The results of the survey are compiled below. Only Sunbelt franchisees with a location that has been operational for at least 12 months were included.

Estimated 2024 Average Annual Revenue	\$2,105,088.71
Average Commission Rate	9.06%

Sunbelt has included the survey results from March of 2022 to indicate that franchisee's estimated average annual revenue and average commission rate fluctuates. The March 2022 survey included 56 Sunbelt franchisees that responded to the survey out of the 79 Sunbelt franchisees in the United States at the time. Sunbelt did not complete a survey in 2023.

Estimated 2022 Average Annual Revenue	\$860,994.90
Average Commission Rate	12.06%

**Some outlets estimate this average revenue. Your individual results may differ. There is no assurance that you will have this average revenue.**

The amounts included herein 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 figure to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Sunbelt business. Franchisees or former franchisees, listed in the Disclosure Document, may be one source of this information.

## ITEM 20

### OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1**  
**System wide Outlet Summary**  
**For years 2022 to 2024 Ending June 30, 2024**

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	2022	118	116	-2
	2023	116	120	+4
	2024	120	121	+1
Company- Owned	2022	0	1	+1
	2023	1	1	0
	2024	1	1	+1
<b>Total Outlets</b>	<b>2022</b>	<b>118</b>	<b>117</b>	<b>-1</b>
	<b>2023</b>	<b>117</b>	<b>121</b>	<b>+4</b>
	<b>2024</b>	<b>121</b>	<b>122</b>	<b>+1</b>

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners (Other than the Franchisor)**  
**For years 2022 to 2024 Ending June 30, 2024**

Column 1 State	Column 2 Year	Column 3 Number of Transfers
Florida	2022	1
	2023	0
	2024	0
Massachusetts	2022	0
	2023	0
	2024	1
North Dakota	2022	0
	2023	1
	2024	0
Oklahoma	2022	0
	2023	2
	2024	0
Texas	2022	0
	2023	1
	2024	0
<b>Total</b>	<b>2022</b>	<b>1</b>
	<b>2023</b>	<b>4</b>
	<b>2024</b>	<b>1</b>