

ITEM 18. PUBLIC FIGURES

We do not use any public figure to promote this 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, for example, by providing information about possible performance at a particular location or under particular circumstances.

The following financial performance representations disclose the average historical data relating to the operation of corporate and franchised master businesses that were open and operating throughout the entire 2023 calendar year.

As of December 31, 2023, there were 13 corporate master businesses (the "Corporate Master Businesses"), 12 of which were open and operating throughout all of 2023. One corporate outlet is excluded from the below Tables 1-3 because it was not open for a full year as of December 31, 2023. The Corporate Master Businesses are substantially similar to the business being offered under this disclosure document. While some Corporate Master Businesses operate in large territories, we have a reasonable basis to include them because the size of the territories on its own has not resulted in higher Contract Revenues, and therefore the below data is not skewed by the inclusion of Master Businesses operating in larger territories.

As of December 31, 2023, there were two Master Franchise Businesses that were open and operating throughout all of 2023, both of which are included in Table 4 below.

Table 1 – 2023 Total Revenues of Corporate Master Businesses by Top, Middle, and Bottom Thirds

The below table includes 2023 Total Revenues of the 12 Corporate Master Businesses that were open and operating throughout all of 2023.

	# of Outlets	Minimum	Maximum	Median	Average	# above average	% above average
Top third	4	\$6,107,684	\$31,969,943	\$11,383,955	\$15,211,384	1	25%
Middle third	4	\$1,192,221	\$5,907,219	\$2,538,596	\$3,044,158	1	25%
Bottom third	4	\$401,041	\$1,178,037	\$610,926	\$700,233	3	75%

Table 2 – 2023 Total Revenues of Corporate Master Businesses by Vintage

The below table includes 2023 Total Revenues of the 10 Corporate Master Businesses that have continuously been a Corporate Master Business since it opened, grouped by how long they have been open and operating. Two Corporate Master Businesses that were open as of December 31, 2023 were excluded because they started as a franchised business and were subsequently acquired by our affiliate.

# Years Open	# of Outlets	Minimum	Maximum	Median	Average
16-28 years	3	\$6,107,684	\$31,969,943	\$14,475,554	\$17,517,727
5-11 years	3	\$2,376,697	\$8,292,357	\$5,907,219	\$5,525,424
1-3 years	4	\$401,041	\$1,178,037	\$610,926	\$700,233

Table 3 – 2023 Total Revenues of Formerly Master Franchise Business that were Reacquired by Corporate

The below table includes 2023 Total Revenues of the two Master Business that were initially franchised businesses, but were subsequently acquired by our affiliate. These are the same two Master Franchise Businesses that were excluded from Table 2.

	# of Outlets	Minimum	Maximum	Median	Average
All	2	\$1,192,221	\$2,700,495	\$1,946,358	\$1,946,358

Table 4 – 2023 Total Revenues of Master Franchise Businesses

The below table includes 2023 Total Revenues of the two Master Franchise Businesses that were open and operating throughout all of 2023.

	# of Outlets	Minimum	Maximum	Median	Average
All	2	\$1,740,746	\$2,661,931	\$2,201,338	\$2,201,338

Notes to Tables 1 – 4:

- **Some outlets have sold this amount. Your individual results may differ. There is no assurance you'll sell as much.**
- “Total Revenue” includes revenue from all sources including Contract Revenue (defined below), fees from Specialty Work, franchise fees from Subfranchisees, administration and insurance fees from Subfranchisees equipment sales revenue, and supplies sales.
- “Contract Revenue” means the total amount that was due from a Customer Account in 2023 that was derived from the sale of goods or the performance of any cleaning services or cleaning related activity regardless of whether the cleaning is performed by the outlet or its respective subfranchisees, less any applicable taxes imposed on the sale of goods or services.
- The data above reflects only Total Revenue data and does not reflect any costs or expenses that must be deducted from Total Revenue to obtain a net income or net profit figure.
- We calculated the figures in the Table 4 using financial reports submitted by franchisees.

Written substantiation for the financial performance representations will be made available to you upon written request.

Other than the preceding financial performance representations, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. 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 on your future income, you should report it to the franchisor's management by contacting Christopher Blase, Buildingstars International Inc., 33 Worthington Access Drive, St. Louis, MO 63043, 314-991-3356, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

The following are the Item 20 Tables for the Subfranchise Outlets:

Table No. 1
Systemwide Outlet Summary
For years 2021 to 2023

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	3	3	0
	2022	3	2	0
	2023	2	2	0
Company-Owned*	2021	8	9	+1
	2022	9	12	+3
	2023	12	13	+1
Total Outlets	2021	11	12	+1
	2022	12	14	+2
	2023	14	15	+1

*This includes the separate metropolitan area regions operated by our Affiliate, Buildingstars Management, Inc. Each of these regions is similar to a Master Franchise Business. The information in these Item 20 tables is for the fiscal years ending December 31.

Table 2
Transfer of Outlets from Franchisees to New Owners (other than the Franchisor)
For years 2021 to 2023

State	Year	Number of Transfers
Total	2021	0
	2022	0
	2023	0