

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.

This is a historic financial performance representation of active franchisees that operate a franchise substantially similar to the type offered in this Disclosure Document. The following tables present unaudited information about the historical Annual Secured Revenue generated by 240 of our U.S. and Canadian franchisees during the 12 months ending February 28, 2025 (the “Reporting Year”). “Annual Secured Revenue” means the revenue a franchisee has received or expects to receive under all franchisee customer contracts that were signed during the Reporting Year. For example, if during the Reporting Year a franchisee signed a contract with a customer achieving that customer \$60,000 in savings over three years and earning the franchisee a \$30,000 commission from the customer paid over the life of that contract, that franchisee has obtained \$30,000 of Annual Secured Revenue in the Reporting Year. Annual Secured Revenue does not include any deductions for fees, costs, or expenses.

The financial performance information is separated into two tables—one for Full-Time Franchisees and one for Part-Time Franchisees—which reflects the two different modes in which our franchisees have historically operated. We have delineated “Full-Time Franchisees” as those franchisees who devote at least 15 hours of work per week to the franchised business. “Part-Time Franchisees” are those franchisees who devote less than 15 hours or work per week to the franchised business. We surveyed our franchisees on the number of hours each worked per week in order to categorize their financial performance information for this Item 19.

The franchise information contained in this Item 19 does not include data for (i) company-owned and company-affiliated outlets; (ii) the 21 franchisees who ceased operating during the Reporting Year, including 0 that closed after being open less than 12 months; and (iii) the 52 new franchisees that began operating during the Reporting Year.

Table 1: Annual Secured Revenue of Full-Time Franchisees by Range for the 12 Months Ending February 28, 2025

Number of Full-Time Franchisees	Range ¹	Average Annual Secured Revenue	Median Annual Secured Revenue	Highest Annual Secured Revenue in the range	Lowest Annual Secured Revenue in the range	# of Full-Time Franchisees achieving the average	% of all Full-Time Franchisees achieving the average	# of Full-Time Franchisees in range achieving the average	% of all Full-Time Franchisees in range achieving the average
Quartiles									
19	1st Quartile	\$604,885	\$334,115	\$2,988,420	\$245,776	5	26%	5	26%
20	2nd Quartile	\$167,804	\$165,462	\$215,363	\$134,374	28	72%	9	45%
20	3rd Quartile	\$103,303	\$104,804	\$131,802	\$76,352	48	81%	11	55%
20	4th Quartile	\$67,496	\$63,631	\$75,809	\$55,262	71	90%	11	55%
7	1st Decile	\$1,109,338	\$1,208,681	\$2,988,420	\$388,700	3	43%	3	43%
8	2nd Decile	\$300,087	\$294,059	\$360,616	\$268,158	11	73%	3	38%
8	3rd Decile	\$217,512	\$215,363	\$246,166	\$19,152	19	83%	4	50%
8	4th Decile	\$168,028	\$168,099	\$190,438	\$154,898	27	87%	4	50%
8	5th Decile	\$140,678	\$142,470	\$154,898	\$133,062	35	90%	4	50%
8	6th Decile	\$117,543	\$117,946	\$131,802	\$107,232	44	94%	5	63%
8	7th Decile	\$94,734	\$99,742	\$107,126	\$85,403	51	93%	4	50%
8	8th Decile	\$74,780	\$75,809	\$84,477	\$71,169	60	95%	5	63%
8	9th Decile	\$66,381	\$67,612	\$70,539	\$63,357	63	89%	3	38%
8	10th Decile	\$57,085	\$57,596	\$63,106	\$55,314	76	96%	5	63%
All Full-Time Franchisees									
79	All	\$223,544	\$131,802	\$2,988,420	\$55,262	19	24%	19	24%

Table 2: Annual Secured Revenue of Part-Time Franchisees for the 12 Months Ending May 31, 2025

Number of Part-Time Franchisees	Average Annual Secured Revenue	Median Annual Secured Revenue	Highest Annual Secured Revenue	Lowest Annual Secured Revenue	# of Part-Time Franchisees achieving the average	% of all Part-Time Franchisees achieving the average
161	\$14,743	\$4,276	\$44,378	\$0	43	27%

Note:

1. “Range” refers to the relative performance ranking of the franchisees. Therefore, the “1st Quartile” range refers to the top 25% of the franchisee count, ranked by Annual Secured Revenue, the “2nd Quartile” range refers to the next 25% of the franchisee count, and so on. The “1st Decile” range refers to the top 10% of the franchisee count, ranked by Annual Secured Revenue, the “2nd Decile” range refers to the next 10% of the franchisee count, and so on.

2. The “Average Annual Secured Revenue” is calculated by adding up all Annual Secured Revenue figures and dividing by the number of figures counted. The “Median Annual Secured Revenue” is calculated by placing all Annual Secured Revenue figures being counted in order of ascending or descending value and finding the middle figure in the list. If there is an even number of figures, the median is calculated by adding the middle two figures and dividing by two.

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

Written substantiation of the data presented in this financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation, 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 of your future income, you should report it to the franchisor's management by contacting Dennis Schooley, 1030 Erie Street, Stratford, Ontario, N4Z 0A1, 519-271-6477, the Federal Trade Commission, and the appropriate state regulatory agencies.