

## **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.

#### Gross Receipts

As used in this Item 19, "Gross Receipts" means the total amount of revenue the Franchisee receives in the form of cash or credit, plus the fair market value of goods delivered and services received by Franchisee or its designee, in consideration for the sale and installation of any and all seamless siding, siding generally, seamless gutters, gutters generally, gutter protection or other gutter accessories, soffit, fascia, window trim, door trim, or any other type of exterior trim work performed by Franchisee.

Gross Receipts further means the total amount of revenue the Franchisee receives in the form of cash or credit, plus the fair market value of goods delivered and services received by Franchisee or its designee, in consideration for any incidental sales or revenue connected with the sale of seamless siding, siding generally, seamless gutters, gutters generally, gutter protection or other gutter accessories, soffit, fascia, window trim, door trim, or any other type of exterior trim work performed by Franchisee. By way of example, Gross Receipts would include revenues generated from the sale and installation of any fasteners used to install gutters, or the sale and installation of wood that would be replaced in a siding or fascia job. Gross Receipts further means the total amount of revenue the Franchisee receives in the form of cash or credit, plus the fair market value of goods delivered and services received by Franchisee or its designee, in consideration for any incidental sales or revenue connected with the sale of seamless siding, siding generally, seamless gutters, gutters generally, gutter protection or other accessories, soffit, fascia, window trim, door trim, or any other type of exterior trim work performed by Franchisee regardless of whether those items were manufactured by Franchisor's designated manufacturer, another manufacturer approved in writing by Franchisor, or another manufacturer not approved by Franchisor.

Gross Receipts also include any amount of revenue the Franchisee receives in the form of cash or credit, plus the fair market value of goods delivered and services received by Franchisee or its designee, in consideration for the sales of metal roofing and related products and services under a Roofing Amendment with Franchisor (if any) regardless of whether those roofing items were manufactured by Franchisor's designated manufacturer, another manufacturer approved in writing by Franchisor, or another manufacturer not approved by Franchisor. Gross Receipts under the Roofing Amendment further means the total amount of revenue the Franchisee receives in the form

of cash or credit, plus the fair market value of goods delivered and services received by Franchisee or its designee, in consideration for any incidental sales or revenue connected with the sale metal roofing and related products. By way of example, Gross Receipts would include revenues generated from the sale and installation of any wood roof decking that would be replaced in a roofing job.

The term “Gross Receipts” excludes sales or other taxes which may be required by law to be collected from customers.

This is the same definition as used in the Franchise Agreement

If a franchisee had more than one territory, the Gross Receipts figures listed in this Item 19 include revenues from all of the franchisee’s territories. However, we have disclosed below the number of territories the franchisee had as they related to the Gross Receipts figure.

#### Statement of Historic Gross Receipts for Affiliate-Owned Outlets

Our current affiliates own and operate 4 company-owned ABC businesses with territories in Nebraska and all of these company-owned ABC businesses were in operation for at least 12 months as of December 31, 2024 and none closed during 2024. These 4 company-owned ABC businesses include ABC Seamless of Omaha, Nebraska opened in 2005, ABC Seamless of Fremont, Nebraska opened in 2022, ABC Seamless of Lincoln, Nebraska opened in 2014, and ABC Seamless of Wood River, Nebraska opened in 1996. All 4 of these company-owned ABC Businesses are within a 175 mile radius of Omaha, Nebraska. The aggregate total 2024 Gross Receipts for these 4 company-owned ABC businesses is \$4,669,951.16.

These figures were prepared without an audit. Prospective franchisees should be advised that no certified public accountant has audited these figures or expressed his/her opinion with regard to the content or form. All amounts are rounded to the nearest dollar. Written substantiation for the financial performance representations made in this Item 19 will be made available to you upon request.

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

#### Statement of Historic Gross Receipts for Franchised Territories

As of December 31, 2024, we had 68 franchised territories in operation.

Some franchisees owned multiple franchises and territories and reported Gross Receipts to us on an aggregate basis for all franchises they owned. Therefore, information provided below represents 68 territories operated by 59 franchisees. The size of the territories granted to these franchisees were substantially similar to the territories within which our current and former company-owned ABC businesses operated and the territories that we currently grant to franchisees.

The following table shows the Gross Receipts reported by each franchise for the year 2024 or is a calculation based on their purchases from our supplier. In some instances, franchisees owned and operated multiple territories.

<b>Franchise</b>	<b>2024 Gross Receipts</b>
ABC Seamless of Bismarck ND* See General Notes	\$ 3,589,588
ABC Seamless of Cheyenne WY - 3 Territories	\$ 3,332,337
ABC Seamless of Grand Forks ND	\$ 3,292,555
ABC Seamless of Mankato MN	\$ 3,246,959
ABC Seamless of Fargo ND	\$ 3,220,004
ABC Seamless of Chouteau OK	\$ 2,721,041
ABC Seamless of Duluth MN	\$ 2,710,047
ABC Seamless of Anchorage	\$ 2,404,048
ABC Seamless of Hays KS	\$ 1,932,214
ABC Seamless of Carroll IA	\$ 1,922,634
ABC Seamless of Maple Grove MN – 3 Territories	\$ 1,874,321
ABC Seamless of Fredericksburg OH	\$ 1,712,438
ABC Seamless of Hutchinson MN	\$ 1,625,606
ABC Seamless of Sioux Falls SD	\$ 1,608,262
ABC Seamless of Rutland (Humboldt) IA	\$ 1,529,253
ABC Seamless of Spokane WA - 3 Territories	\$ 1,435,423
ABC Seamless of Madison WI	\$ 1,402,563
ABC Seamless of Bemidji MN	\$ 1,369,167
ABC Seamless of Sartell (St. Cloud) MN	\$ 1,337,457
ABC Seamless of Siren WI	\$ 1,325,981
ABC Seamless of Rice Lake WI	\$ 1,277,271
ABC Seamless of Owatonna MN – 2 Territories	\$ 1,198,327
ABC Seamless of Fond du Lac WI	\$ 1,055,466
ABC Seamless of Aberdeen SD	\$ 1,032,185
ABC Seamless of Billings MT	\$ 1,025,727
ABC Seamless of Albuquerque NM	\$ 977,131
ABC Seamless of River Falls WI- 2 Territories	\$ 953,671
ABC Seamless of Eveleth MN	\$ 823,132
ABC Seamless of Eau Claire WI	\$ 773,859
ABC Seamless of LaGrange IN	\$ 762,773
ABC Seamless of Missoula/Kalispell MT - 2 Territories	\$ 723,775
ABC Seamless of LaCrosse WI	\$ 711,777
ABC Seamless of Brainerd ND	\$ 675,226
ABC Seamless of Great Falls MT	\$ 667,405
ABC Seamless of Marquette MI	\$ 630,165
ABC Seamless of Uniopolis OH	\$ 613,795
ABC Seamless of Jerome ID	\$ 608,692
ABC Seamless of Fort Pierre SD	\$ 573,188

ABC Seamless of Huron SD	\$	557,613
ABC Seamless of Nekoosa WI	\$	545,420
ABC Seamless of Des Moines	\$	538,421
ABC Seamless of Elizabeth City NC	\$	475,940
ABC Seamless of Willmar MN	\$	385,452
ABC Seamless of Janesville WI	\$	360,793
ABC Seamless of Emporia KS	\$	341,360
ABC Seamless of Worthington MN - 2 Territories	\$	305,382
ABC Seamless of Kansas City MO – 2 Territories	\$	299,765
ABC Seamless of Burlington WI	\$	293,787
ABC Seamless of Fort Wayne IN	\$	268,681
ABC Seamless of Mid-Michigan MI	\$	242,177
ABC Seamless of Gainesville TX	\$	174,325
ABC Seamless of Manitowoc/Green Bay WI - 3 Territories	\$	150,169
ABC Seamless of Rapid City – The Black Hills SD	\$	148,404
ABC Seamless of Smithfield UT	\$	100,128
ABC Seamless of Elyria OH	\$	77,175
ABC Seamless of Poplar Bluff MO	\$	16,200
ABC Seamless of Western MD	\$	16,123
ABC Seamless of Yakima WA	\$	7,467

These figures were prepared without an audit and were provided to us by our franchisees or are based on the purchases our franchisees made from our supplier. Prospective franchisees should be advised that no certified public accountant has audited these figures or expressed his/her opinion with regard to the content or form. All amounts are rounded to the nearest dollar. Written substantiation for the financial performance representations made in this Item 19 will be made available to you upon request.

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

#### General Notes

All of these ABC businesses, both franchised and company-owned, offered substantially the same products and services as you are expected to offer. With one exception, the size of the territories granted to these franchisees were substantially similar to the territories within which our current and former company-owned ABC businesses operated and the territories that we currently grant to franchisees. The territory held by ABC Seamless of Bismark, ND was originally three separate territories. Those three separate territories were merged into a single franchise territory. As such, the size of this single territory may be larger than the typical franchise territory which is being offered to you.

As a reminder, these figures only represent Gross Receipts. These Gross Receipt figures do not reflect the cost of sales, operating expenses, or other costs or expenses that must be deducted from

the Gross Receipts to calculate net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your ABC business.

Other than the preceding financial performance representation, we do 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 Ted Franssen, ABC, Inc., 8032 Maple Street, Omaha, Nebraska 68134, 800-732-6577, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1**  
**Systemwide Outlet Summary**  
**For years 2022 to 2024 (Notes 1 and 2)**

Outlet Type	Year	Outlets at Start of Year	Outlets at the end of the year	Net Change
Franchised	2022	77	76	-1
	2023	76	71	-5
	2024	71	68	-3
Company-Owned	2022	4	4	0
	2023	4	4	0
	2024	4	4	0
<b>Total Outlets</b>	2022	81	80	-1
	2023	80	75	-5
	2024	75	72	-3

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For years 2022 to 2024 (Note 1)**

State	Year	Number of Transfers
Indiana	2022	0
	2023	1