

Provision	Section in Franchise Agreement	Summary
s. Modification of the agreement	Article XX	The Franchise Agreement may not be modified unless mutually agreed to in writing, except as we may reduce the scope of covenants, as provided by the Franchise Agreement. But we can unilaterally change our manuals.
t. Integration/merger clause	Article XX	Only the terms of the Franchise Agreement and any related agreements are binding (subject to applicable state law). Any representations or promises outside the disclosure document and Franchise Agreement may not be enforceable. However, nothing in the Franchise Agreement or in any related document is intended to disclaim any representations we made in this disclosure document.
u. Dispute resolution by arbitration or mediation	Article XXIII	Except for certain claims, all disputes must first be submitted to mediation. If the mediation is unsuccessful, all continuing disputes must be arbitrated before the American Arbitration Association closest to our office.
v. Choice of forum	Article XXIII	Litigation must be in a state or federal court located in the state in which our principal office is located (subject to applicable state law).
w. Choice of law	Article XXIII	Ohio law applies (subject to applicable state law).

**ITEM 18.
PUBLIC FIGURES**

We do not use any public figures to promote our System.

**ITEM 19.
FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC 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 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 that 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 charts below provide certain historical Gross Revenues information for Sir Grout franchises open and operating for the entire 12-month period ended December 31, 2024 (the “Relevant Time Period”).

As of December 31, 2024, there were 47 franchises operating a total of 71 Territories in the Sir Grout franchise system. Excluded from this number is 4 franchises that operated a total of 4 Territories that permanently closed as Sir Grout franchises during the Relevant Time Period. None of these franchises were open for less than 12 months before closing.

We have provided historical Gross Revenues information for the Relevant Time Period for 41 franchises operating a total of 62 Territories, constituting all Sir Grout franchises that were open and operating for the entire Relevant Time Period (although some of the Territories operated by the franchises may not have been operated in for the entire Relevant Time Period, and we included one franchise that opened in early January 2024). The first of these franchises opened in 2007 and the latest opened in January 2024. We excluded 2 franchises operating 2 Territories that did not report the data we needed for this Item 19. We have also excluded 6 franchises operating 7 Territories, as these franchises opened during the Relevant Time Period and therefore were not in operation for the entire Relevant Time Period.

Over the years, we have made various changes to how we assign Territories. Before 2022, we typically assigned Territories made up of 175,000 residential addresses. In 2023, we typically assigned a Territory made up of approximately 100,000 qualified households, where a qualified household has an annual income of \$75,000 or more. In 2024 we increased our annual income qualification to \$100,000.

This Item 19 is broken into 3 sections. Section A provides total Gross Revenues information for the Relevant Time Period of all of the franchises open and operating for the entire Relevant Time Period. Section B provides this same information by quartile, ranking these franchises by Gross Revenues in descending order. The average and median information in this Section is for those franchises in each quartile. Section C provides this same Gross Revenues information but separates the franchises by year opened as a Sir Grout franchise, showing Gross Revenues information for those franchises that were open for more than 7 years, those that were open more than 4 years but less than 7 years, and those franchises that were open more than 1 year but less than 4 years.

2024 GROSS REVENUES¹

SECTION A – TOTAL FRANCHISE GROSS REVENUES

Average Gross Revenues	#/% of Franchises that Met or Exceeded Average	High and Low Franchise Gross Revenues	Median Gross Revenues
\$572,394	15 /38%	\$2,052,092 / \$90,758	\$443,818

SECTION B – FRANCHISE GROSS REVENUES BY QUARTILE

First Quartile

Franchise	No. of Territories	Gross Revenues
Franchise #1	4	\$2,052,092
Franchise #2	3	\$1,499,336
Franchise #3	1	\$1,380,878
Franchise #4	1	\$1,187,556
Franchise #5	2	\$1,152,519
Franchise #6	3	\$1,120,326
Franchise #7	2	\$874,073
Franchise #8	1	\$817,363
Franchise #9	3	\$808,922
Franchise #10	3	\$808,432
Average Gross Revenues: \$1,170,150		
No./% of Franchises that Met or Exceeded Average Gross Revenues: 4/40%		
High/Low Gross Revenues: \$2,052,092 / \$808,432 Median Gross Revenues: \$1,136,423		

Second Quartile

Franchise	No. of Territories	Gross Revenues
Franchise #11	1	\$784,957
Franchise #12	1	\$747,410
Franchise #13	1	\$588,484
Franchise #14	1	\$581,875

Franchise #1	2	\$579,385
Franchise #2	1	\$497,630
Franchise #3	2	\$475,049
Franchise #4	1	\$463,149
Franchise #5	1	\$461,075
Franchise #6	1	\$447,057
Average Gross Revenues: \$562,607		
No./% of Franchises that Met or Exceeded Average Gross Revenues: 550%		
High/Low Gross Revenues: \$784,957 / \$447,057		
Median Gross Revenues: \$538,508		

Third Quartile

Franchise	No. of Territories	Gross Revenues
Franchise #7	1	\$440,578
Franchise #8	1	\$427,531
Franchise #9	1	\$424,667
Franchise #10	2	\$361,042
Franchise #11	1	\$342,450
Franchise #12	1	\$333,635
Franchise #13	2	\$325,424
Franchise #14	1	\$316,348
Franchise #1	1	\$312,518
Franchise #2	1	\$309,164

Franchise	No. of Territories	Gross Revenues
Average Gross Revenues: \$359,336		
No./% of Franchises that Met or Exceeded Average Gross Revenues: 4/40%		
High/Low Gross Revenues: \$440,578 / \$309,164		
Median Gross Revenues: \$338,043		

Fourth Quartile

Franchise	No. of Territories	Gross Revenues
Franchise #3	1	\$287,151
Franchise #4	2	\$251,448
Franchise #5	2	\$237,431
Franchise #6	1	\$220,214
Franchise #7	1	\$218,347
Franchise #8	1	\$203,352
Franchise #9	1	\$198,490
Franchise #10	2	\$170,541
Franchise #12	1	\$97,116
Franchise #13	1	\$90,758
Average Gross Revenues: \$197,485		
No./% of Franchises that Met or Exceeded Average Gross Revenues: 7/70%		

Franchise	No. of Territories	Gross Revenues
High/Low Gross Revenues: \$287,151 / \$90,758		
Median Gross Revenues: \$210,850		

SECTION C – FRANCHISE GROSS REVENUES BY YEAR OPEN

Franchises open more than 7 years

Year Opened	No. of Territories	Gross Revenues
2007	2	\$579,385
2007	2	\$475,049
2007	1	\$333,635
2007	1	\$220,214
2008	4	\$2,052,092
2009	3	\$1,120,326
2009	3	\$808,432
2010	1	\$287,151
2011	2	\$170,541
2012	1	\$427,531
2013	1	\$1,187,556
2013	2	\$874,073
2013	3	\$784,957
2013	1	\$747,410
2013	2	\$361,042
2014	1	\$424,667
2017	2	\$1,152,519
2017	1	\$817,363
2017	1	\$581,875
2017	1	\$497,630
Average Gross Revenues: \$695, 172		
Median Gross Revenues: \$580,630		
No./% that Met or Exceeded Average Gross Revenues: 9/45%		
High/Low Gross Revenues: \$2,052,092 / \$170,541		

Franchises open more than 4 years but less than 7 years

Year Opened	No. of Territories	Gross Revenues
2018	1	\$588,484
2018	1	\$461,075
2019	3	\$1,499,336
2019	1	\$1,380,878

Year Opened	No. of Territories	Gross Revenues
2019	1	\$463,149
2019	1	\$440,578
2020	1	\$447,057
2020	1	\$309,164
Average Gross Revenues: \$698,715 Years		
Median Gross Revenues: \$462,112 Years		
No./% that Met or Exceeded Average Gross Revenues: 2/25%		
High/Low Gross Revenues: \$1,499,336 / \$309,164		

Franchises open more than 1 year but less than 4 years

Year Opened	No. of Territories	Gross Revenues
2022	3	\$808,921.50
2022	2	\$325,424.07
2022	1	\$316,348.02
2022	1	\$90,758.00
2023	1	\$342,450.45
2023	1	\$312,517.93
2023	2	\$251,448.08
2023	1	\$218,346.50
2023	1	\$203,352.18
2023	1	\$97,115.50
2023	1	\$198,489.78
2024	2	\$237,430.63
Average Gross Revenues: \$238,550		
Median Gross Revenues: \$244,440		
No./% that Met or Exceeded Average Gross Revenues: 5/42%		
High/Low Gross Revenues: \$808,922/\$90,758		

NOTES:

“Gross Revenues” has the same meaning as “Gross Revenues” in the Franchise Agreement. Under the Franchise Agreement, Gross Revenues includes all revenues and income of any type or nature and from any source, the franchisee derives or receives directly or indirectly from the operation of the Franchised Business whether received in cash, in services, in kind, from barter and/or exchange, on credit, or otherwise. Sales taxes collected from customers and actually transmitted to the appropriate taxing authorities are not included in Gross Revenues. Except as discussed earlier in this Item 19, if a franchisee had more than one territory, the Gross Revenues include revenues from all of the franchisee’s territories.

The dollar amounts shown in this Item 19 have been rounded to the nearest dollar. The percentages shown in this Item 19 have been rounded to the nearest percent.

The above figures, which reflect Gross Revenues, not profits, were calculated based upon information reported to us by our franchisees. The figures do not reflect all costs of sales, operating expenses or other costs and expenses that must be deducted from the Gross Revenues figures to obtain net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Sir Grout Franchised Business. Other franchisees may be one source of this information.

Some outlets have sold these amounts. Your individual results may differ. There is no assurance that you will sell as much.

Written substantiation for the financial performance representations will be made available to you in writing, upon reasonable request.

Other than the preceding financial performance representation, 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 our management by contacting Kelli Schroeder, 77 North Washington Street, Boston, MA 02114, (617) 586-3458, the Federal Trade Commission, and the appropriate state Regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

All of the information in the preceding tables are as of December 31 of the applicable year.

**Table 1
Systemwide Outlet Summary for Fiscal Years 2022 to 2024¹**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised*	2022	43	51	+8
	2023	51	62	+11
	2024	62	71	+9
Company Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	43	51	+8
	2023	51	62	+11
	2024	62	71	+9

¹ For purpose of this Table each franchisee's Territory is considered a "Franchised Outlet"

*Includes a franchised outlet owned by individual disclosed in Item 2.