

## 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 any reasonable basis for the information, and if the information is included in the disclosure document. Financial information that differs from that included in Item 19 may only be given 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.

As of December 31, 2024, there were a total of 32 franchised businesses in operation ( the “**Franchised Units**”) and 4 AWS’s affiliate owned business in operation (“**Corporate Units**”). As explained in more detail below, this historical financial performance representation includes certain performance information reported to us by certain of the Franchised Units.

The results presented in this Item 19 are not audited and are based on information reported to us by the Franchised Units.

### **CORPORATE UNITS**

The following table represents financial performance representation on historical financial performance of Corporate Units in Florida from January 1, 2022 to December 31, 2024. AWS operates four territories, with each territory consisting of approximately a population of 250,000, across Florida. For the purposes of this Item 19, all four territories operated by our affiliate AWS are considered Corporate Units.

YEAR	JUNK SHOT ONLY <sup>(1)</sup>			DOORSTEP DETAILS ONLY <sup>(2)</sup>			JUNK SHOT AND DOORSTEP DETAILS		
	2022	2023	2024	2022	2023	2024	2022	2023	2024
Annual Gross Revenue	\$3,451,644	\$3,124,750	\$2,716,100	\$1,992,453	\$1,778,380	\$111,225	\$5,444,097	\$4,903,130	\$2,827,325
Labor Costs	31.9%	30.6%	27.4%	63.5%	61.7%	55%	43.5%	41.9%	28.4%
Disposal Costs	13%	14.3%	11.1%	\$0	\$0	\$0	8%	9.1%	10.7%
Fuel Costs (3)	8.9%	7.5%	2.74%	\$0	\$0	\$0	5.6%	4.8%	2.6%
Total Cost of Service	\$2,081,341	\$1,874,850	\$1,324,628	\$1,295,094	\$1,125,715	\$61,146	\$3,376,435	\$2,966,393	\$1,385,774
Total Gross Profit (4)	\$1,370,303	\$1,249,900	\$1,391,472	\$697,359	\$652,665	\$50,079	\$2,067,662	\$1,936,737	\$1,441,551
Gross Profit as % of Revenue	40%	40%	51.2%	35%	36.7%	45%	38%	39.5%	50.9%

#### **Notes:**

- (1) AWS operates four Corporate-owned JUNK SHOT territories in Florida; however, the dataset includes 3 Corporate-owned JUNK SHOT territories in Florida. In 2023 one unit was re-acquired in Florida and thus was omitted from the corporate unit dataset above, as it did not operate for the

full 12-month measurement period. All three Corporate-owned JUNK SHOT territories are operated with same set of books.

- (2) Fuel costs include vehicle fuel costs for JUNK SHOT trucks and management and ownership vehicles, and is a percentage of Gross Revenue.
- (3) Supply and maintenance costs for JUNK SHOT includes truck maintenance and supplies, and DOORSTEP DETAILS maintenance costs include shipping and valet supplies.
- (4) Gross Profit means Gross Revenue less labor costs, disposal costs, fuel costs and credit card fees, but excluding fixed costs such as rent, marketing, insurance, office staff or other expenses related to the operation of the business. Gross Profit also does not include any payments this unit would have paid to the Franchisor if it were a franchisee, such as royalty fees, brand development fees and other fees due under a signed franchise agreement. Other than as disclosed in this financial performance representation, there is no material difference between the AWS' unit and a franchised outlet.
- (5) Other than as disclosed in this financial representation, operational characteristics of your Franchise Business will be similar to that of operational characteristics of our affiliate owned outlets.

### **FRANCHISED UNITS**

The following Tables represents financial performance representation on historical financial performance of 23 out of 26 Franchised Units' operation of JUNK SHOT and DOORSTEP DETAILS businesses.

### **UNITS OPERATING MINIMUM OF ONE YEAR**

**Dataset 1: Single franchisee operating one Territory each for minimum of one year.**

The following Dataset 1 represents two Franchised Units (two territories) being operated by two franchisees for the full measurement period of January 1, 2024 to December 31, 2024.

<b>Gross Revenue</b>	<b>Junk Shot</b>	<b>Doorstep Details</b>	<b>Combined</b>
# in Group	2	2	2
Average Annual Gross Revenue	\$317,994	\$16,766	\$334,760
# of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Revenue	1	1	1
% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Revenue	50%	50%	50%
Median Annual Gross Revenue	\$317,994	\$16,766	\$334,760
Highest Annual Gross Revenue	\$319,768	\$33,531	\$349,752
Lowest Annual Gross Revenue	\$316,220	\$0	\$319,768

<b>Cost of Service</b>	<b>Junk Shot</b>	<b>Doorstep Details</b>	<b>Combined</b>
# in Group	2	2	2
Average Annual Labor Cost %	28.95%	19.32%	29.44%
Highest Annual Labor Cost %	31.95%	38.63%	32.59%

Lowest Annual Labor Cost %	25.99%	0.00%	25.99%
Median Annual Labor Cost %	28.95%	19.32%	29.44%
Average Annual Disposal Cost %	15.23%		14.47%
Highest Annual Disposal Cost %	18.75%		16.96%
Lowest Annual Disposal Cost %	11.75%		11.75%
Median Annual Disposal Cost %	15.23%		14.47%
Average Annual Fuel Cost %	3.67%		3.49%
Highest Annual Fuel Cost %	4.29%		4.29%
Lowest Annual Fuel Cost %	3.05%		2.76%
Median Annual Fuel Cost %	3.67%		3.49%

Gross Profit	Junk Shot	Doorstep Details	Combined
# in Group	2	2	2
Average Annual Gross Profit	\$165,808 (52.14%)	\$10,289 (30.69%)	\$176,098 (52.60%)
# of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Profit	1	1	1
% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Profit	50%	50%	50%
Highest Annual Gross Profit	\$185,396 (57.98%)	\$20,579 (61.37%)	\$185,394 (57.98%)
Lowest Annual Gross Profit	\$146,221 (46.24%)	\$0 (0%)	\$166,800 (47.69%)
Median Annual Gross Profit	\$165,808 (52.14%)	\$10,289 (30.69%)	\$176,098 (52.60%)

**Dataset 2: Single franchisee operating multiple territories for minimum of one year**

The following Dataset 2 represents 15 Franchised Units (fifteen territories) being operated by seven different franchisees for the full measurement period of January 1, 2024 to December 31, 2024.

Gross Revenue	Junk Shot	Doorstep Details	Combined
# in Group	7	7	7
Average Annual Gross Revenue	\$411,890	\$24,650	\$436,539
# of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Revenue	4	4	4

% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Revenue	57%	57%	57%
Median Annual Gross Revenue	\$435,831	\$24,650	\$463,605
Highest Annual Gross Revenue	\$662,179	\$51,545	\$705,050
Lowest Annual Gross Revenue	\$61,958	\$0	\$112,316

Cost of Service	Junk Shot	Doorstep Details	Combined
# in Group	7	7	7
Average Annual Labor Cost %	31.85%	45.00%	32.59%
Highest Annual Labor Cost %	60.46%	45.00%	53.53%
Lowest Annual Labor Cost %	14.43%	0.00%	14.43%
Median Annual Labor Cost %	31.44%	45.00%	31.44%
Average Annual Disposal Cost %	8.56%		8.08%
Highest Annual Disposal Cost %	12.87%		12.87%
Lowest Annual Disposal Cost %	4.50%		4.23%
Median Annual Disposal Cost %	8.92%		7.59%
Average Annual Fuel Cost %	4.99%		4.71%
Highest Annual Fuel Cost %	15.35%		5.00%
Lowest Annual Fuel Cost %	2.67%		2.67%
Median Annual Fuel Cost %	5.00%		4.39%

Gross Profit	Junk Shot	Doorstep Details	Combined
# in Group	7	7	7
Average Annual Gross Profit	\$224,885 (54.60%)	\$13,557 (55.00%)	\$238,442 (54.62%)
# of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Profit	3	4	3
% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Profit	43%	57%	43%
Highest Annual Gross Profit	\$430,341 (70.30%)	\$28,350 (55.00%)	\$458,690 (75.31%)
Lowest Annual Gross Profit	\$9,341.77 (15.08%)	\$0 (0%)	\$37,039 (32.98%)
Median Annual Gross Profit	\$197,827 (53.34%)	\$13,557 (55.00%)	\$203,000 (53.34%)

### UNITS OPERATING FOR MINIMUM OF TWO YEARS

**Dataset 3: Single franchisee operating one territory each for minimum of two years.**

The following Dataset 3 represents 3 Franchised Units (three territories) being operated by three different franchisees for a minimum of two years.

Gross Revenue	Junk Shot	Doorstep Details	Combined
# in Group	3	3	3
Average Annual Gross Revenue	\$629,082	\$38,063	\$667,144
# of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Revenue	1	1	2
% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Revenue	33%	33%	66%
Median Annual Gross Revenue	\$618,385	\$0	\$696,711
Highest Annual Gross Revenue	\$696,711	\$114,188	\$732,573
Lowest Annual Gross Revenue	\$572,149	\$0	\$572,149

Cost of Service	Junk Shot	Doorstep Details	Combined
# in Group	3	3	3
Average Annual Labor Cost %	22.87%	15.00%	24.13%
Highest Annual Labor Cost %	27.65%	45.00%	27.65%
Lowest Annual Labor Cost %	15.41%	0.00%	20.02%
Median Annual Labor Cost %	25.11%	0.00%	25.11%
Average Annual Disposal Cost %	11.74%		11.07%
Highest Annual Disposal Cost %	18.39%		15.52%
Lowest Annual Disposal Cost %	8.04%		8.04%
Median Annual Disposal Cost %	8.88%		8.88%
Average Annual Fuel Cost %	2.28%		2.15%
Highest Annual Fuel Cost %	3.39%		2.86%
Lowest Annual Fuel Cost %	1.13%		1.13%
Median Annual Fuel Cost %	2.23%		2.23%

Gross Profit	Junk Shot	Doorstep Details	Combined
# in Group	3	3	3
Average Annual Gross Profit	\$397,018 (63.11%)	\$20,935 (55.00%)	\$313,464 (62.65%)

# of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Profit	1	1	2
% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Profit	33%	33%	66%
Highest Annual Gross Profit	\$426,678 (65.71%)	\$62,804 (55.00%)	\$451,209 (65.71%)
Lowest Annual Gross Profit	\$375,970 (61.24%)	\$0 (0%)	\$375,969 (61.24%)
Median Annual Gross Profit	\$388,405 (62.81%)	\$20,935 (18.33%)	\$426,678 (61.24%)

#### **UNITS OPERATING FOR FOUR YEARS**

**Dataset 4: Single franchisee operating multiple territories each for minimum of four year.**

The following Dataset 4 represents 3 Franchised Units (three territories) being operated by one franchisee.

<b>Gross Revenue</b>	<b>Junk Shot</b>	<b>Doorstep Details</b>	<b>Combined</b>
# in Group	1	1	1
Average Annual Gross Revenue	\$1,049,760	\$53,818	\$1,103,578
# of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Revenue	1	1	1
% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Revenue	100%	100%	100%
Median Annual Gross Revenue	\$1,049,760	\$53,818	\$1,103,578
Highest Annual Gross Revenue	\$1,049,760	\$53,818	\$1,103,578
Lowest Annual Gross Revenue	\$1,049,760	\$53,818	\$1,103,578

<b>Cost of Service</b>	<b>Junk Shot</b>	<b>Doorstep Details</b>	<b>Combined</b>
# in Group	1	1	1
Average Annual Labor Cost %	21.07%	45.00%	22.24%
Highest Annual Labor Cost %	21.07%	45.00%	22.24%
Lowest Annual Labor Cost %	21.07%	45.00%	22.24%
Median Annual Labor Cost %	21.07%	45.00%	22.24%
Average Annual Disposal Cost %	12.58%		11.96%
Highest Annual Disposal Cost %	12.58%		11.96%
Lowest Annual Disposal Cost %	12.58%		11.96%

Median Annual Disposal Cost %	12.58%		11.96%
Average Annual Fuel Cost %	4.99%		4.74%
Highest Annual Fuel Cost %	4.99%		4.74%
Lowest Annual Fuel Cost %	4.99%		4.74%
Median Annual Fuel Cost %	4.99%		4.74%

Gross Profit	Junk Shot	Doorstep Details	Combined
# in Group	1	1	1
Average Annual Gross Profit	\$644,172 (61.36%)	\$29,600 (55.00%)	\$673,772 (61.05%)
# of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Profit	1	1	1
% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Profit	100%	100%	100%
Highest Annual Gross Profit	\$644,172 (61.36%)	\$29,600 (55.00%)	\$673,772 (61.05%)
Lowest Annual Gross Profit	\$644,172 (61.36%)	\$29,600 (55.00%)	\$673,772 (61.05%)
Median Annual Gross Profit	\$644,172 (61.36%)	\$29,600 (55.00%)	\$673,772 (61.05%)

**Notes:**

- (1) A similar dataset for single franchisee operating single territory or single franchisee operating multiple territories operating for minimum of three years has been omitted as the Franchisor did not have such franchisees and the dataset.
- (2) As of December 31, 2024, there were total 32 Franchised Units in operation. Dataset 1, Dataset 2, Dataset 3, and Dataset 4 represent 23 units open and operating during the full 12 month of measurement period. Six Franchised Units were omitted as they were not open for the full measurement period of twelve months. 2 Franchised Units were omitted as they were not operating in full capacity for the full 12 month measurement period due to business licensing. 1 Franchised Unit was omitted as they ceased operation prior to their transfer to the new franchisee and were not in operation for full twelve month measurement period.
- (3) Fuel costs include vehicle fuel costs for JUNK SHOT trucks and management and ownership vehicles, and is a percentage of Gross Revenue.
- (4) Gross Revenue means all revenue derived by the Corporate Unit or the Franchised Unit.
- (5) Gross Profit means Gross Revenue less labor costs, disposal costs, fuel costs and credit card fees, but excluding fixed costs such as rent, marketing, insurance, office staff or other expenses related to the operation of the business. Gross Profit also does not include any payments this unit would have paid to the Franchisor if it were a franchisee, such as royalty fees and brand development fees. Other than the fees franchisees pay to us pursuant to the franchise agreement, there is no material difference between the AWS' unit and a franchised outlet.

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

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, Accelerated Services Franchise, LLC does 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 Sherrod Hunter, President (JUNK SHOT Brand), Accelerated Services Franchise, LLC, 2304 E Busch Blvd, Tampa, Florida 33612, 866-698-2874, 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**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	3	10	+7
	2023	10	26	+16
	2024	26	32	+6
Company-Owned <sup>1</sup>	2022	5	5	0
	2023	5	6	1
	2024	6	4	-2
Total Outlets	2022	8	15	+7
	2023	15	33	+18
	2024	33	36	+3