

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.

2024 Performances of Franchisees who have reported 12 months of revenue or more (i.e., who have been open for at least 12 months within which to report revenue; as a result, 113 Franchisees' performance fits within this table, with the excluded franchisees only representing those who were not in operation for each of the 12 months in 2024)*:

*No Franchisees have been excluded, unless they did not report, in which case we could not include their data.

Franchisee Average Revenues:

Quartile	Average Revenue	High	Low	Median	# above average
1	\$762,596	\$1,366,584	\$558,425	\$693,230	9 of 28, or 32%
2	\$441,299	\$554,313	\$332,694	\$446,501	14 of 28, or 50%
3	\$248,139	\$331,998	\$179,085	\$237,710	12 of 28, or 43%
4	\$113,506	\$167,805	\$27,440	\$120,128	15 of 29, or 52%

2024 Average Expenses as Percentage of Average Revenue

The following table reflects the average revenues of those locations who reported profits and losses and expenses to us through submission of financial reports. The data is as-received from such owners. We received 79 profit and loss reports from franchisees with greater than 12 months of operation. For these, none have been excluded save for those who had not been operational for such time or those for whom data was not received.

(As a percent of Revenue)	Average	Median	Min	Max
COGS	8.53%	8.66%	9.83%	3.38%
Facilities & Supplies	6.72%	4.88%	12.24%	0.99%
Payroll and Personnel*	30.55%	32.21%	31.99%	15.47%
Marketing & Advertising**	13.24%	11.89%	47.01%	2.45%
Insurance	3.51%	2.81%	14.54%	0.24%
Legal & Accounting	2.12%	1.16%	4.21%	0.00%
Auto & Travel	5.30%	4.26%	33.24%	3.62%
Local tax & Licensing	0.76%	0.16%	10.95%	0.00%
Dues and Subscriptions	0.32%	0.02%	0.91%	0.42%
Meals and Entertainment	1.06%	0.95%	1.33%	0.03%
Bank Charges***	1.71%	1.24%	0.85%	3.08%
Total Costs	73.81%	68.24%	167.10%	29.68%
Adjusted EBITDA ****	18.69%	24.26%	-74.60%	62.82%

*Payroll and Personnel Includes Reported Owner Draws

**Marketing & Advertising includes brand fund fees

***Bank Charges includes any reported bad debt write-offs

****Adjusted EBITDA reflects the current 7.5% Royalty Rate which you can expect to incur, even though inconsistent with historic agreements

Notes:

Average and Median reported based upon all 79 active franchisees in good standing who supplied 2024 P&L Reports

MIN presents the entire reported expenses and outcome based upon the lowest Adjusted EBITDA location

MAX presents the entire reported expenses and outcome based upon the highest Adjusted EBITDA location

2024 Average Job Data:

	Total Jobs	% of all Jobs	Average Revenue per segment
Bio ¹	2,103	25.15%	\$ 4,456
Hoarding	2,444	29.23%	\$4,322.24
Other ²	3,815	45.62%	\$ 2,585

Notes:

- 1. “Bio” includes jobs categorized by franchisees as blood spill cleanup, suicide, decomposition/undiscovered death, or crime scene jobs.
- 2. “Other” includes jobs categorized by franchisees as mold, odor removal, drug remediation, feces/urine cleanup, rodent/pest, or miscellaneous jobs.

Performances of Franchisees who have reported less than 12 months of revenue have demonstrated such irregular and unpredictable highs and lows in the early stages of their operations that their historical data is not reliably representative of any patterns, and are not reported until after they have completed 12 months of reported revenue from their operations.

Some outlets have sold this amount. Your individual results may differ. There is no assurance you’ll 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 information, Bio-One 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 Danessa Itaya at 761 W. 1200 N., Springville UT 84663, 303-625-6543 or Danessa.Itaya@BioOneInc.com, the Federal Trade Commission, and the appropriate state regulatory agencies.

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OUTLETS AND FRANCHISEE INFORMATION

If multiple events occurred that affected an outlet, the tables below show the event that occurred last.

Table No. 1
Systemwide Outlet Summary
for the years 2022 through 2024

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the end of the Year	Column 5 Net Changes
Franchisee Owned				
	2022	120	128	+8
	2023	128	130	+2
	2024	130	137	+7