

ITEM 18
PUBLIC FIGURES

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

ITEM 19
FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to disclose 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 you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about performance at a particular location or under particular circumstances.

Presented below are historical operating results for certain franchised BTDT Businesses.

2024 Total Sales and Jobs				
	2024 Revenue	2024 Jobs	2024 Rev per Job	2024 Rev per Truck
2024 Total all Locations	\$102,805,885	229,090	\$449	\$301,130

2024 Revenue Per Truck By Location Age		
Aged 0-2	Average	\$221,487
	# that Met or Exceeded Average	7 out of 13 (or 54%)
	Low	\$137,622
	Median	\$224,593
	High	\$298,415
Aged 2-5	Average	\$296,684
	# that Met or Exceeded Average	37 out of 53 (or 70%)
	Low	\$188,223

	Median	\$304,595
	High	\$378,035
Aged 5+	Average	\$285,391
	# that Met or Exceeded Average	182 out of 291 (or 63%)
	Low	\$136,635
	Median	\$286,628
	High	\$427,300
Total All Locations	Average	\$301,130
	# that Met or Exceeded Average	184 out of 357 (or 52%)
	Low	\$136,635
	Median	\$286,628
	High	\$427,300

2024 Total Jobs, Jobs Per Truck and Total Trucks by Location Age				
Location by Age	2024 Total Jobs Completed	Total Trucks	Yearly Jobs per Truck	
Aged 0-2	5,768	13	506	
Aged 2-5	32,650	53	647	
Aged 5+	190,672	291	682	
Total	229,090	357	671	

Notes:

Please note the following:

1. The results in the Table noted above are for the 2024 fiscal year (January 1, 2024 to December 31, 2024) and were prepared from our internal operating records, which, in turn, were prepared from information obtained from our U.S. franchisees. The results are from all franchisees who operated for any part of 2024. No franchisees were excluded from the results. The information presented in this Item 19 has not been audited.
2. Terms.
 - a. Jobs means total number of work orders for a truck during the year. A work order consists of the delivery and recovery of a bin.
 - b. Revenue includes all income earned for the services of a truck, and is determined by multiplying the number of jobs by the average revenue per job.
 - c. Location Age means the number of years the franchised location has been in business.
 - d. Jobs per Truck is the total completed jobs divided by the number of trucks utilized during the year. All trucks operated by our franchisees during any part of 2024 were included in the results. The median jobs per truck in 2024 was 618, the high number was 1,112 and low number was 290.
 - e. Revenue Per Truck is determined by taking the average cost per job (\$449) and multiplying that by the number of jobs the truck did during the year.
3. Jobs, Jobs Per Truck, Revenue and Revenue Per Truck figures provide only a part of the information that you will need to evaluate the franchise opportunity. All of the trucks included in the results are operated by franchised units.
4. Among other things, we recommend that you contact the current and former franchisees listed in this Disclosure Document and that you also consult with a qualified attorney, accountant, and other professional advisors before entering into a Franchise Agreement.
5. Written substantiation of the data used in preparing the information in this Item 19 will be made available to you upon reasonable request.

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

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 our management by contacting Mike Pocrnic at 2010 Winston Park Drive, Suite 300, Oakville, Ontario, L6H 5R7, Canada, tel (905.582.1234), the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table 1:
System-wide Outlet Summary for years 2022-2024 (Note 1)

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	176	198	+22
	2023	198	206	+8
	2024	206	226	+20
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	176	198	+22
	2023	198	206	+8
	2024	206	226	+20

Notes to Table 1:

- (1) All numbers are as of the fiscal year end. Each fiscal year ends on December 31.