

**ITEM 18:  
PUBLIC FIGURES**

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

**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.

As of December 31, 2024 there were 3 franchises operating 6 territories in the Mold Medics franchise system. No franchise permanently closed in 2024.

Below we have provided certain historical financial information for two franchises operating 4 territories that operated for the entire 12-month period ended December 31, 2024. We have excluded one franchise operating two territories that opened in 2024 and did not operate for the entire 12 month period ended December 31, 2024. One of the franchises included in this Item 19 was operated by our affiliate until May 1, 2024 when it was sold to a franchisee. Our former affiliate began operating in 2018 and the other franchise location begin operating in 2021.

The first table below provides Gross Sales of each of the Franchised Businesses discussed above. The second table below provides a breakdown for the 12-month period ended December 31, 2024 of the Gross Sales and average job revenue generated by the two franchises in three categories: mold remediation, air duct cleaning, and combined mold remediation and air duct cleaning jobs.

**2024 Gross Sales of Franchised Businesses**

	Gross Sales	Territories	
<b>Franchised Business No. 1</b>	\$1,192,456	3	
<b>Franchised Business No. 2</b>	\$231,298	1	

**2024 Gross Sales and Average and Median Job Gross Sales by Job Type of Franchised Businesses**

Franchised Business No. 1	<i><b>Mold Remediation</b></i>	<i><b>Duct Cleaning</b></i>	<i><b>Combo</b></i>
<b>Annual Gross Sales</b>	\$934,396	\$78,551	\$179,509
<b>Average Job Gross Sales</b>	\$3,094	\$893	\$5,280
<b>Median Job Gross Sales</b>	\$2,569	\$804	\$4,353
<b>High</b>	\$12,876	\$2,469	\$22,564
<b>Low</b>	\$650	\$444	\$1,643

<b>Number of Jobs</b>	302	88	34
<b>#/% of Jobs that met or exceeded Average</b>	108 / 36%	32 / 36%	13 / 38%

<b>Franchised Business No. 2</b>	<i><b>Mold Remediation</b></i>	<i><b>Duct Cleaning</b></i>	<i><b>Combo</b></i>
<b>Annual Gross Sales</b>	\$198,101	\$5,877	\$27,320
<b>Average Gross Sales Per Job</b>	\$2,416	\$653	\$4,553
<b>Median Gross Sales Per Job</b>	\$1,350	\$699	\$3,688
<b>High</b>	\$26,650	\$832	\$8,155
<b>Low</b>	\$200	\$399	\$2,666
<b>Number of Jobs</b>	95	9	6
<b>#/% of Jobs that met or exceeded Average</b>	19 / 20%	6 / 67%	2 / 33%

#### Notes to All Tables

1. Some outlets have sold these amounts. Your individual results may differ. There is no assurance that you will sell as much.
2. For purposes of this Item 19 job types have been categorized into jobs consisting primarily of mold remediation (referred to in the table as “Mold Remediation”), jobs consisting primarily of air duct cleaning (referred to in the table as “Duct Cleaning”), and jobs consisting of both mold remediation and air duct cleaning (referred to in the table as “Combo”).
3. Written substantiation for the financial performance representations above will be made available to the prospective franchisee upon reasonable request.
4. “Gross Sales” means all revenues derived from business operations, less refunds and sales tax. It does not include any costs or expenses associated with the operation of a Business. This is consistent with the definition of Gross Sales used in the Franchise Agreement.
5. Dollar amounts and percentages have been rounded to the nearest whole dollar and percent.

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 franchise restaurants. 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 Business, however, we may provide you with the actual records of that Business. 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, telephone (617) 997-4729, the Federal Trade Commission, and the appropriate state regulatory agencies. Written substantiation for the financial performance representations made in this Item will be made available to prospective franchisees upon reasonable request.

**ITEM 20:  
OUTLETS AND FRANCHISEE INFORMATION**

All information in the tables below is as of December 31 of the applicable year.

**Table No. 1  
Systemwide Outlet Summary For years 2022 through 2024<sup>1</sup>**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	1	1	0
	2023	1	1	0
	2024	1	6	+5
Company-Owned	2022	3	3	0
	2023	3	3	0
	2024	3	0	-3
Total Outlets	2022	4	4	0
	2023	4	4	0
	2024	4	6	+2

<sup>1</sup> For the purposes of this Table, each franchisee's Territory under a Franchise Agreement is considered a "Franchised Outlet"

**Table No. 2  
Transfers of Outlets from Franchisees to New Owners (Other than the Franchisor)  
for years 2022 through 2024**

State	Year	Number of Transfers
All States	2022	0
	2023	0
	2024	0
Total	2022	0
	2023	0
	2024	0