

	Provision	Section in the Franchise Agreement	Summary
t.	Integration / merger clause	19(Q)	The “Introduction” section, the exhibit(s) to the Franchise Agreement, and the Statement of Prospective Franchisee (Exhibit H to this FDD), which represents the entire agreement of the parties, and supersedes and terminates all prior agreements and understandings, either oral or in writing. Any representations, warranties, inducements, promises, understandings or agreements between the parties, that are not in the Franchise Disclosure Document which you will acknowledge receiving at least 14 days before signing the Franchise Agreement or paying any money, or in writing and signed by us and you, are void and not enforceable. Nothing in the Franchise Agreement is intended to disclaim the representations we made in the Franchise Disclosure Document we provided to you. (subject to state law)
u.	Dispute resolution by arbitration or mediation	18(A)	Except for specific carve-outs listed in Section 18(A) of the Franchise Agreement — including enforcement of post-termination obligations, unauthorized competition, IP misuse, refusal to provide records, financial misconduct, or other material breaches requiring prompt judicial relief — all other disputes must be resolved through binding arbitration in Chicago, Illinois (subject to state law). Court proceedings may be initiated by us for the carve-outs in 18(A) without first going to arbitration.
v.	Choice of forum	19(D)	Any claims permitted to be brought in court under the Franchise Agreement must be filed in state or federal courts located in Cook County, Illinois, or the location of our then-current headquarters. You consent to the exclusive jurisdiction of those courts. See also state-specific addenda.
w.	Choice of law	19(E)	The Franchise Agreement is governed by the laws of the State of Delaware, except to the extent that applicable state laws require otherwise.
x.	System Access Suspension	16(C)	We may immediately suspend or restrict your access to any or all portions of the WINnovation Platform, the WIN Home Inspection System, Confidential Information, or related infrastructure (including CRM, booking, communication, or billing tools) if we suspect material breach, underreporting, nonpayment, violation of proprietary rights, or actions that in our judgment pose a risk to the integrity, security, or reputation of our system. Such suspension may occur with or without prior notice depending on the nature of the issue, and does not limit our right to pursue termination or other remedies under the Franchise Agreement.

## ITEM 18: PUBLIC FIGURES

We do not use any public figure to promote the WIN Home Inspection System.

## 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 Franchise 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.

We have a reasonable basis and written substantiation for the financial performance information disclosed in Item 19.

The tables below present data we collected respecting the historic Gross Revenue for WIN franchisees that own one or more franchise units, with a franchised business that has been in operation for at least one full

year as of December 31, 2024 for the 12 month period ending December 31, 2024 (the “Measurement Period”). For the Measurement Period, data from franchisees that reported Gross Revenue and were in compliance for the last 12 months of the Measurement Period were included in the tables, and any annual period in which a franchise owner did not report Gross Revenue is excluded. A franchisee is not in compliance if the Designated Owner did not devote substantial efforts to the business or the franchisee had a non-payment outside of extraordinary circumstances approved by us. While the consumer facing characteristics of the included outlets are materially the same as those offered in this franchise disclosure document, there may be certain characteristics of the included outlets that are materially different, including different support from us, a different fee structure, and different restrictions on the Territory. The following information was compiled from monthly Gross Revenue reports submitted to us or to our predecessor by the franchisees. The number of franchisees excluded in each category is shown in the notes below the chart. Throughout this Item 19, Gross Revenue means the aggregate dollar amount from all sales of goods or services made, provided by, or in connection with the WIN Business or the Marks, whether for cash or credit or non-cash payments or consideration at fair market value, regardless of collection in the case of credit, without any deduction for any costs. Gross Revenue includes, without limitation: (i) all sales made in connection with residential properties, commercial properties, or multi-use properties; (ii) all sales made or provided by you directly or indirectly through an affiliate or a subcontractor; (iii) all sales of Approved Products and Services; and (iv) all sales of all unapproved goods and services. Gross Revenue does not include (a) gratuities paid by customers to you or your WIN Business employees; (b) any sales tax or other tax you collect from your customers and pay to the appropriate authority; and (c) any refunds approved by us that you give to your customers in good faith to advance the goodwill of the WIN Business.

#### **Section I: Franchisees with Gross Revenue of \$100,000 or more for the Measurement Period**

The average Gross Revenue, median Gross Revenue, high value Gross Revenue and low value Gross Revenue, for franchisees with Revenue of \$100,000 or more for the Measurement Period is as follows:

<b>Franchisees with Gross Revenue of \$100,000 or more</b>	<b>Period Ended 12/31/24</b>	<b>Period Ended 12/31/23</b>	<b>Period Ended 12/31/22</b>
Average Gross Revenue	\$244,307.41	\$228,904.40	\$246,296.08
Median Gross Revenue	\$193,335.25	\$184,853.75	\$194,026.00
High Value of Gross Revenue	\$1,043,743.41	\$840,611.33	\$950,477.71
Low Value of Gross Revenue	\$101,539.07	\$100,012.53	\$101,528.00
Number of Franchisees	78	87	88

The average Gross Revenue, median Gross Revenue, high value Gross Revenue, low value Gross Revenue, and number of applicable franchisees for franchisees with Gross Revenue of \$100,000 or more for the Measurement Period is broken down by quartiles as follows:

<b>First Quartile</b>	<b>Period Ended 12/31/24</b>	<b>Period Ended 12/31/23</b>	<b>Period Ended 12/31/22</b>
Average Gross Revenue	\$424,986.10	\$388,162.67	\$450,095.54
Median Gross Revenue	\$353,898.99	\$340,194.28	\$359,152.50
High Value of Gross Revenue	\$1,043,743.41	\$840,611.33	\$950,477.71
Low Value of Gross Revenue	\$284,597.50	\$270,875.20	\$283,482.00
Number of Franchisees	20	22	22

<b>Second Quartile</b>	<b>Period Ended 12/31/24</b>	<b>Period Ended 12/31/23</b>	<b>Period Ended 12/31/22</b>
Average Gross Revenue	\$230,507.04	\$223,523.04	\$243,450.60
Median Gross Revenue	\$223,833.00	\$215,085.75	\$246,112.50
High Value of Gross Revenue	\$284,597.50	\$270,875.20	\$283,482.00
Low Value of Gross Revenue	\$193,335.25	\$184,853.75	\$194,026.00
Number of Franchisees	19	22	22

<b>Third Quartile</b>	<b>Period Ended 12/31/24</b>	<b>Period Ended 12/31/23</b>	<b>Period Ended 12/31/22</b>
Average Gross Revenue	\$167,939.52	\$161,807.83	\$164,244.27
Median Gross Revenue	\$167,760.00	\$163,415.00	\$162,014.50
High Value of Gross Revenue	\$193,335.25	\$184,853.75	\$194,026.00
Low Value of Gross Revenue	\$136,031.25	\$136,818.50	\$142,157.50
Number of Franchisees	19	21	22

<b>Fourth Quartile</b>	<b>Period Ended 12/31/24</b>	<b>Period Ended 12/31/23</b>	<b>Period Ended 12/31/22</b>
Average Gross Revenue	\$118,350.70	\$118,508.35	\$127,393.89
Median Gross Revenue	\$117,742.66	\$118,357.48	\$130,248.84
High Value of Gross Revenue	\$136,031.25	\$136,818.50	\$142,157.50
Low Value of Gross Revenue	\$101,539.07	\$100,012.53	\$101,528.00
Number of Franchisees	20	22	22

Section I Notes:

1. In Measurement Period ending December 31, 2024:

- a. Of the 271 territories in the system, those that were in our system for more than one year, reported Gross Revenue for the last 12 months of the Measurement Period, and had annual Gross Revenue of \$100,000 or more during that Measurement Period were 78 franchisees (40%) out of the 195 franchisees in the system. Of the 78 franchisees, 23 (30%) met or exceeded the average Gross Revenue of \$244,307.41.
- b. Of the 78 franchisees included in the table above, 20 franchisees were in the first quartile, 19 franchisees were in the second quartile, 19 franchisees were in the third quartile, and 20 franchisees were in the fourth quartile. Of the 20 franchisees in the first quartile, 9 (45%) met or exceeded the average Gross Revenue of \$424,986.10. Of the 19 franchisees in the second quartile, 9 (47%) met or exceeded the average Gross Revenue of \$193,335.25. Of the 19 franchisees in the third quartile, 7 (37%) met or exceeded the average Gross Revenue of \$167,939.52. Of the 20 franchisees in the fourth quartile, 8 (40%) met or exceeded the average Gross Revenue of \$118,350.70.
- c. Of the 271 territories in the system, 72 franchisees (37%) were not included, out of the 195 franchisees in the system, because 14 franchisees were not in our system for at least one year, and 58 franchisees either did not report Gross Revenue for the last 12 months of the Measurement Period and/or were not in compliance during the Measurement Period. Of the 271 territories in the system, 47 franchisees (24%) were not included, out of the 195 franchisees in the system, because they did not earn at least \$100,000 in Gross Revenue during the Measurement Period. Twenty-eight franchisees closed in 2024 and therefore their data is also

excluded. Of those twenty-eight franchisees that closed during the 2024 calendar year, 1 franchisee closed after being open for less than 12 months.

2. In Measurement Period ending December 31, 2023:

- a. Of the 268 territories in the system, those that were in our system for more than one year, reported Gross Revenue for the last 12 months of the Measurement Period, and had annual Gross Revenue of \$100,000 or more during that Measurement Period were 87 franchisees (44%) out of the 197 franchisees in the system. Of the 87 franchisees, 30 (35%) met or exceeded the average Gross Revenue of \$228,904.40.
- b. Of the 87 franchisees included in the table above, 22 franchisees were in the first quartile, 22 franchisees were in the second quartile, 21 franchisees were in the third quartile, and 22 franchisees were in the fourth quartile. Of the 22 franchisees in the first quartile, 7 (32%) met or exceeded the average Gross Revenue of \$388,162.67. Of the 22 franchisees in the second quartile, 9 (41%) met or exceeded the average Gross Revenue of \$223,523.04. Of the 21 franchisees in the third quartile, 11 (52%) met or exceeded the average Gross Revenue of \$161,807.83. Of the 22 franchisees in the fourth quartile, 11 (50%) met or exceeded the average Gross Revenue of \$118,508.35.
- c. Of the 268 territories in the system, 68 franchisees (35%) were not included, out of the 197 franchisees in the system, because 18 franchisees were not in our system for at least one year, and 50 franchisees either did not report Gross Revenue for the last 12 months of the Measurement Period and/or were not in compliance during the Measurement Period. Of the 268 territories in the system, 42 franchisees (21%) were not included, out of the 197 franchisees in the system, because they did not earn at least \$100,000 in Gross Revenue during the Measurement Period. 25 franchisees closed during 2023 and therefore their data was excluded. Of those 25 franchisees that closed during the 2023 calendar year, no franchisee closed after being open for less than 12 months.

3. In Measurement Period ending December 31, 2022:

- a. Of the 252 territories in the system, those that were in our system for more than one year, reported Gross Revenue for the last 12 months of the Measurement Period, and had annual Gross Revenue of \$100,000 or more during that Measurement Period were 88 franchisees (43%) out of the 206 franchisees in the system. Of the 88 franchisees, 33 (38%) met or exceeded the average Gross Revenue of \$246,296.08.
- b. Of the 88 franchisees included in the table above, 22 franchisees were in the first quartile, 22 franchisees were in the second quartile, 22 franchisees were in the third quartile, and 22 franchisees were in the fourth quartile. Of the 22 franchisees in the first quartile, 7 (32%) met or exceeded the average Gross Revenue of \$450,095.54. Of the 22 franchisees in the second quartile, 11 (50%) met or exceeded the average Gross Revenue of \$243,450.60. Of the 22 franchisees in the third quartile, 9 (41%) met or exceeded the average Gross Revenue of \$164,244.27. Of the 22 franchisees in the fourth quartile, 13 (59%) met or exceeded the average Gross Revenue of \$127,393.89.
- c. Of the 252 territories in the system, 90 franchisees (48%) were not included, out of the 206 franchisees in the system, because 28 franchisees were not in our system for at least one year, and 64 franchisees either did not report Gross Revenue for the last 12 months of the Measurement Period and/or were not in compliance during the Measurement Period. Of the

252 territories in the system, 28 franchisees (14%) were not included, out of the 206 franchisees in the system, because they did not earn at least \$100,000 in Gross Revenue during the Measurement Period. 18 franchisees closed during 2022 and therefore their data was excluded. Of those 18 franchisees that closed during the 2022 calendar year, no franchisees closed after being open for less than 12 months.

## **Section II: Average Home Inspection Fee Charged by Franchisees with Gross Revenue of \$100,000 or more for the Measurement Period**

<b>Period Ended</b>	<b>Average Fee Per Home Inspection</b>	<b>Median Fee Per Home Inspection</b>	<b>Range of Fees Per Home Inspection</b>	<b>Number of Franchisees Who Met or Exceed the Average Fee Per Home Inspection</b>	<b>Number of Franchisees</b>
2024	\$611.93	\$601.16	\$403.26 - \$1,411.26	37 (47%)	78
2023	\$594.49	\$588.71	\$355.01 - \$1,512.90	41 (47%)	87
2022	\$560.44	\$560.26	\$353.78-\$1,072.66	44 (50%)	88

## **Section III: Franchisees with Gross Revenue of less than \$100,000 for the Measurement Period**

The average gross revenue, median gross revenue, high value gross revenue, low value gross revenue, number of applicable franchisees, and the average gross revenue growth for franchisees with Gross Revenue of less than \$100,000 for the Measurement Period is as follows:

<b>Franchisees with Gross Revenue of less than \$100,000</b>	<b>Period Ended 12/31/24</b>	<b>Period Ended 12/31/23</b>	<b>Period Ended 12/31/22</b>
Average Gross Revenue	\$59,045.70	\$68,680.38	\$72,466.47
Median Gross Revenue	\$58,912.50	\$73,125.00	\$79,160.77
High Value of Gross Revenue	\$97,350.00	\$96,451.00	\$97,210.00
Low Value of Gross Revenue	\$13,987.00	\$25,039.67	\$33,428.08
Number of Franchisees	47	42	28

### Section III Notes:

1. In Measurement Period ending December 31, 2024, of the 271 territories in the system, those that had annual Gross Revenue of less than \$100,000 during that Measurement Period were 47 franchisees (24%) out of the 195 franchisees in the system. Of the 47 franchisees, 23 (49%) met or exceeded the average Gross Revenue of \$59,045.70.
2. In Measurement Period ending December 31, 2023, of the 268 territories in the system, those that had annual Gross Revenue of less than \$100,000 during that Measurement Period were 42 franchisees (21%) out of the 197 franchisees in the system. Of the 42 franchisees, 23 (55%) met or exceeded the average Gross Revenue of \$68,680.38.
3. In Measurement Period ending December 31, 2022, of the 252 territories in the system, those that had annual Gross Revenue of less than \$100,000 during that Measurement Period were 28 franchisees (14%) out of the 206 franchisees in the system. Of the 28 franchisees, 17 (61%) met or exceeded the average Gross Revenue of \$72,466.47.

**Section IV: Average Home Inspection Fee Charged by Franchisees with Gross Revenue of less than \$100,000 for the Measurement Period**

Period Ended	Average Fee Per Home Inspection	Median Fee Per Home Inspection	Range of Fees Per Home Inspection	Number of Franchisees Who Met or Exceed the Average Fee Per Home Inspection	Number of Franchisees
2024	\$575.08	\$545.49	\$378.78 - \$847.58	20 (42%)	47
2023	\$568.01	\$544.09	\$874.44 - \$340.49	18 (43%)	42
2022	\$539.31	\$523.09	\$369.82 - \$839.8	11 (39%)	28

**Some franchisees have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.**

The information regarding the Gross Revenue of the Franchised Businesses is based upon the amounts reported to us by our franchisees. The financial performance figures do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the revenue or sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business. Franchisees or former franchisees listed in the Disclosure Document may be one source of this information.

Written substantiation for the financial performance representation is available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, we do not make any financial performance representations. We also do not authorize our employees or representatives to make any financial performance representations orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet that may be available to us. 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 Praful Mittal, World Inspection Network International LLC, 444 W. Lake St., Suite 1700, Chicago, IL 60606, 1-800-967-8127, 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	237	252	+15
	2023	252	268	+16
	2024	268	271	+3
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	237	252	+15
	2023	252	268	+16
	2024	268	271	+3