

ITEM 18 PUBLIC FIGURES.

SBS does not use any public figure to promote our franchise, although you are not restricted from doing so.

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 this 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.

We present three sets of figures and charts below in this Item 19 for certain affiliate owned and master franchise regions as December 31 of the reporting year (each, a "Reporting Region").

- Section 1 below includes a table presenting average and median annual Gross Revenues figures for the Reporting Regions that have operated for longer than 12 months.
- Section 2 below includes graphs illustrating average and median annual Gross Revenues figures during the 2024 calendar year for the Reporting Regions that have operated for longer than 12 months, presented based on years of operation.
- Section 3 below includes graphs illustrating average and median annual Gross Revenues figures during the 2024 calendar year for the Reporting Regions, presented based on the financial performance (reflected in "tiers"). The performance of all affiliate owned and master franchise regions is included in this Section, regardless of their length of operation.

A master franchise business requires significant ramp-up time to achieve operational capacity, as master franchisees prepare their own franchise documents, identify and sign up unit franchises, and begin locating commercial contracts on behalf of their unit franchisees. As a result, the revenues of a master franchise business during its first 12 months of operation can vary tremendously and are less predictive of its long-term revenues over the 15-year term of the Master Franchise Agreement.

To assist you in reviewing the financial performance representations in this Item 19, "Gross Revenues" represents the actual amount of dollars received by the Reporting Region from customer revenue (including revenue from special services provided by unit franchisees), plus the franchise fees paid by unit franchisees during the calendar year. The annual Gross Revenues numbers for Reporting Regions are based on reports pulled from the CRM system (which, for our master franchise regions is based on data they enter).

Note that Stratus master franchisees do not typically operate janitorial services businesses themselves. They are, rather, engaged in the business of franchising and providing administrative support to their unit franchisees, which are operating such cleaning services businesses.

1. Average Annual Gross Revenues for 2022, 2023, and 2024

As of December 31, 2022, 2023, 2024, there were a total of 57, 60 and 67 affiliate owned and master franchise regions. However, we present below the average and median annual Gross Revenues for the 55, 58, and 60 Reporting Regions that have been operating for at least 12 months as of December 31 of each year:

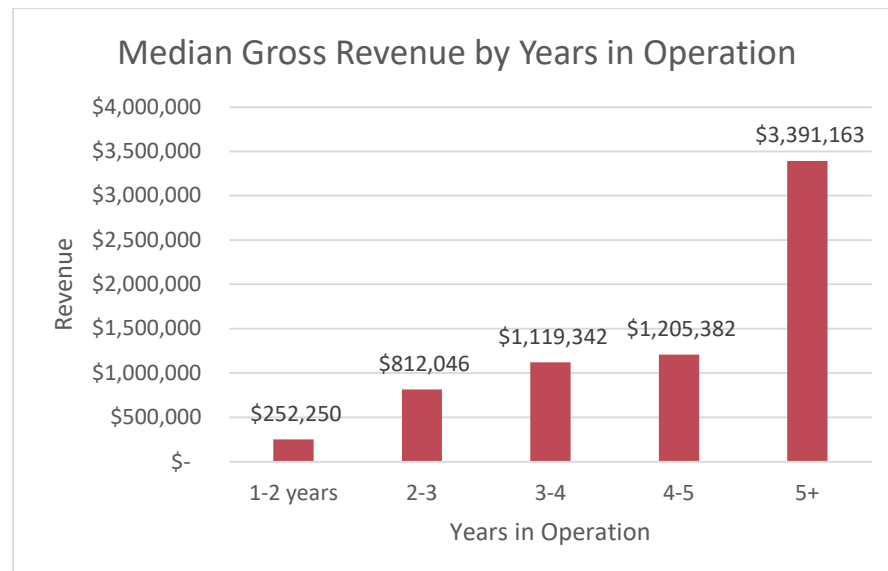
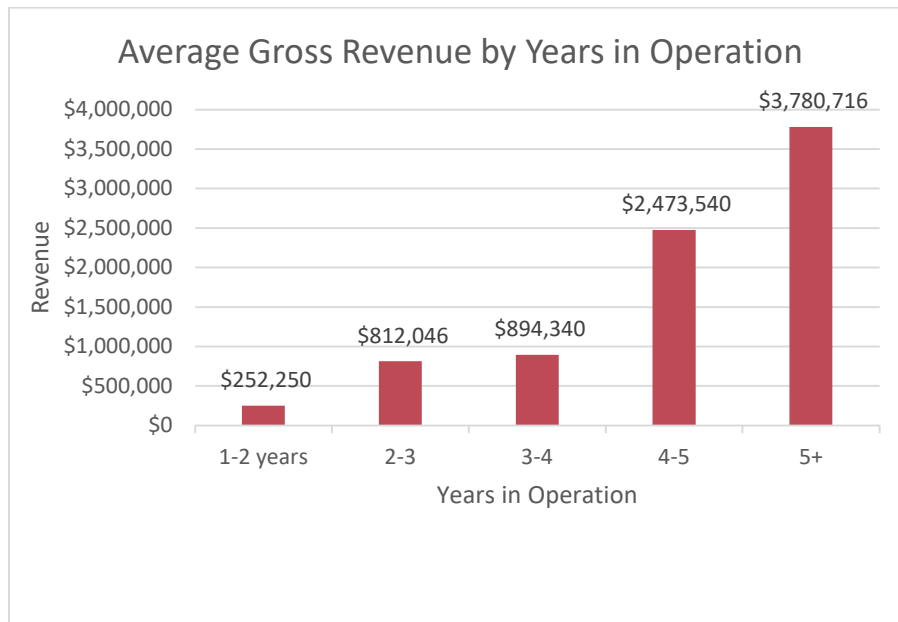
	Number of Regions in Subset	Average Annual Gross Revenues	Number (and %) of Regions at or above the Average	Median Annual Gross Revenues	Number (and %) of Regions at or above the Median	Highest Gross Revenues Region in Subset	Lowest Gross Revenues Region in Subset
2022 Franchised Regions	42	\$2,721,389	17 (40%)	\$2,200,833	21 (50%)	\$13,101,386	\$200,503
2022 Affiliate- Owned Regions	13	\$3,060,786	5 (42%)	\$1,753,323	7 (58%)	\$8,026,642	\$193,002
2022 Total Regions	55	\$2,801,610	17 (31%)	\$1,989,535	24 (44%)	\$13,101,386	\$193,002
2023 Franchised Regions	44	\$3,040,897	21 (50%)	\$3,101,964	21 (50%)	\$13,967,939	\$59,085
2023 Affiliate- Owned Regions	14	\$3,208,835	5 (36%)	\$1,956,408	7 (50%)	\$8,536,802	\$238,077
2023 Total Regions	58	\$3,081,433	21 (38%)	\$2,620,826	23 (41%)	\$13,967,939	\$59,085
2024 Franchised Regions	46	\$3,255,668	23 (50%)	\$3,193,170	23 (50%)	\$14,820,552	\$242,894
2024 Affiliate- Owned Regions	14	\$3,486,006	5 (36%)	\$2,131,579	7 (50%)	\$9,565,591	\$185,949
2024 Total Regions	60	\$3,309,413	21 (35%)	\$2,934,782	25 (42%)	\$14,820,552	\$185,949

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2. 2024 Average and Median Gross Revenues by Years In Operation

As of December 31, 2024, there were a total of 67 affiliate owned and master franchise regions. However, we present below the average and median annual Gross Revenues for the 60 Reporting Regions that have been operating for at least 12 months as of December 31, 2024, presented based on their years of operation.

The data in the graphs is presented in five groups: (a) the 2 Reporting Regions operating for more than 1 year but less than 2 years; (b) the 2 Reporting Regions operating for more than 2 years but less than 3 years; (c) the 3 Reporting Regions operating for more than 3 years but less than 4 years; (d) the 7 Reporting Regions operating for more than 4 years but less than 5 years; and (e) the remaining 46 Reporting Regions operating for more than 5 years.

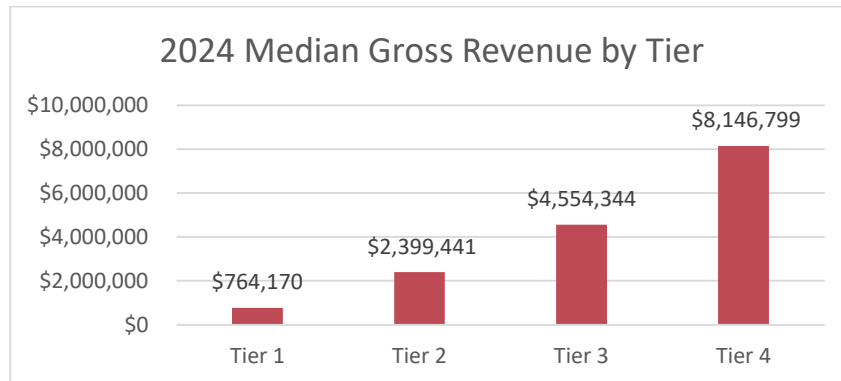
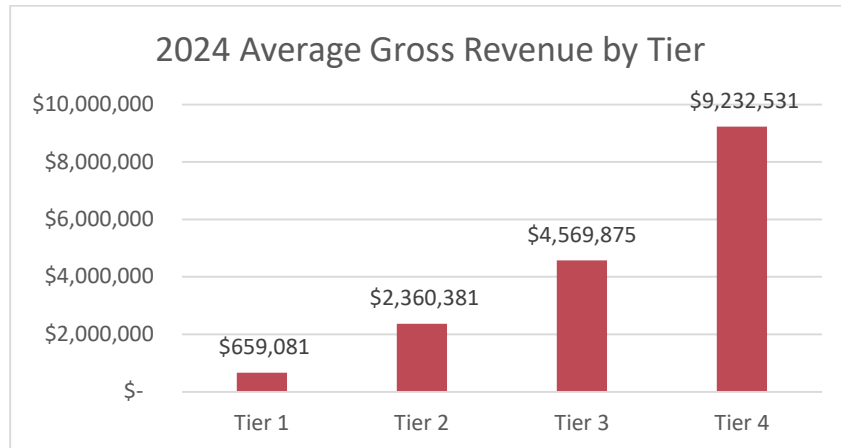


Summary Table

Years in Operation	Number of Regions in Subset	Average Annual Gross Revenues	Number (and %) of Regions at or above the Average	Median Annual Gross Revenues	Number (and %) of Regions at or above the Median	Highest Gross Revenues Region in Subset	Lowest Gross Revenues Region in Subset
1-2	2	\$252,250	1 (50%)	\$252,250	1 (50%)	\$261,606	\$242,894
2-3	2	\$812,046	1 (50%)	\$812,046	1 (50%)	\$829,782	\$794,310
3-4	3	\$894,340	2 (67%)	\$1,119,342	2 (67%)	\$1,171,472	\$392,205
4-5	7	\$2,473,540	3 (43%)	\$1,205,382	4 (57%)	\$5,611,501	\$322,666
5+	46	\$3,780,716	19 (41%)	\$3,391,163	23 (50%)	\$14,820,552	\$185,949

3. 2024 Average and Median Gross Revenues by Tier

As of December 31, 2024, there were a total of 67 affiliate owned and master franchise regions. However, we present below the average and median annual Gross Revenues for the 60 Reporting Regions as of December 31, 2024, presented in tiers based on financial performance. Seven (7) master franchise region were excluded as Reporting Regions because they were open for less than twelve (12) months. Tier 1 or “Start-Up Regions” are those that generated average monthly Gross Revenues between \$0 to \$100,000 of Gross Revenues per month; Tier 2 or “Emerging Regions” are those that generated average monthly Gross Revenues between \$100,000 and \$300,000 per month; Tier 3 or “Established Regions” are those that generated average monthly Gross Revenues between \$300,000 and \$600,000 per month; and, Tier 4 or “Enterprise Regions” are those that generated average monthly Gross Revenues of over \$600,000 per month.



Summary Table

Tier	Number of Regions in Subset	Average Annual Gross Revenues	Number (and %) of Regions at or above the Average	Median Annual Gross Revenues	Number (and %) of Regions at or above the Median	Highest Gross Revenues Region in Subset	Lowest Gross Revenues Region in Subset
Tier 1 \$0-\$100,000 monthly	14	\$659,081	8 (57%)	\$764,170	7 (50%)	\$1,171,472	\$185,949
Tier 2 \$100,000 - \$300,000 monthly	20	\$2,360,381	10 (50%)	\$2,399,441	10 (50%)	\$3,919,158	\$1,159,233
Tier 3 \$300,000 - \$600,000 monthly	21	\$4,569,875	10 (50%)	\$4,554,344	11 (52%)	\$7,767,723	\$726,591
Tier 4 \$600,000+ monthly	5	\$9,232,531	2 (40%)	\$8,146,799	3 (60%)	\$14,820,552	\$5,611,501

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

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

Other than as stated above, we do not make any representations about a master 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 financial performance information or projections of your future income other than as described in this Item, you should report it to the franchisor's management by contacting the CEO, Doug Flaig, c/o SBS Franchising, LLC, 10530 Victory Blvd., North Hollywood, CA 91606, (888) 981-1555, the Federal Trade Commission and the appropriate state regulatory agencies.

ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
System-wide 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	44	44	0
	2023	44	46	+2
	2024	46	53	+7
Company-Owned*	2022	11	13	+2
	2023	13	14	+1
	2024	14	14	0
Total Outlets	2022	55	57	+2
	2023	57	60	+3
	2024	60	67	+7

* Throughout this Item 20, outlets owned by our affiliate, SBS Services Group LLC, are listed as "Company-Owned."