

<b>Provision</b>	<b>Section in franchise or other agreement</b>	<b>Summary</b>
s. Modification of the agreement	18.J of Franchise Agreement	Modifications only by written agreement of the parties, but we may change the Operations Manual, System Standards and Franchise System.
t. Integration/merger clause	18.L of Franchise Agreement	Only terms of the Franchise Agreement are binding (subject to state law). Any representations or promises made outside of the Disclosure Document and the Franchise Agreement may not be enforceable. Notwithstanding the foregoing, nothing in any agreement is intended to disclaim the express representations made in the franchise disclosure document, its exhibits, and amendments.
u. Dispute resolution by arbitration or mediation	18.F of Franchise Agreement	We and you must arbitrate all disputes (except claims related to the Marks, other intellectual property that is part of the Franchise System, or requests by you or us for temporary restraining orders, preliminary injunctions or other procedures to obtain interim relief) within 10 miles of our then current principal business address (currently Carmel, Indiana) (subject to state law).
v. Choice of forum	18.H of Franchise Agreement	Litigation is in (or closest to) the state and city of our then current principal business address (currently Carmel, Indiana) (subject to state law).
w. Choice of law	18.G of Franchise Agreement	Except for Federal Arbitration Act and other federal law, Delaware law applies to all claims (subject to state law).

## **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.

Before April 2023, our franchisees could purchase rights to develop and operate a Heavyweight Waste Business in more than 1 Territory under a single Franchise Agreement. As of April 2023, our franchisees must sign a separate Franchise Agreement for each Territory. The tables below only show data for Covered Businesses that operate under the old model. As a result, we have indicated the number of Territories in which each Covered Business had the right to

operate as of December 31, 2024. In some instances, franchisees have purchased the rights to operate in several Territories but have not yet expanded to operate in all of those Territories. In these circumstances, we have reported the number of Territories that the applicable Franchise Agreement covers and in which the franchisee has the right to operate, even if the franchisee does not yet operate in all such Territories.

As of December 31, 2024, we had affiliate-owned Heavyweight Waste Businesses open and operating in 16 Territories and franchised Heavyweight Waste Businesses open and operating in 14 Territories. Of the franchised Heavyweight Waste Businesses, 3 Heavyweight Waste Business (covering, in the aggregate, 5 Territories) were not open for a full year as of December 31, 2024 and are therefore excluded from the historical report below. No franchised or affiliate-owned Heavyweight Waste Businesses closed between January 1, 2024 and December 31, 2024. The tables below include the 3 affiliate-owned Heavyweight Waste Businesses (covering, in the aggregate, 16 Territories) and 4 franchised Heavyweight Waste Businesses (covering, in the aggregate, 9 Territories) that were open for at least 1 full year as of December 31, 2024 (the “**Covered Businesses**”). The report below describes the performance of the Covered Businesses for the 12-month period beginning January 1, 2024 and ending December 31, 2024 (collectively, the “**Covered Period**”). Our affiliates and franchisees reported the below financial data to us.

Other than as stated above and indicated in the notes to the table below, there are no other material financial or operational characteristics that we reasonably anticipate will differ from future operational franchise outlets.

For purposes of this Item 19, “**Gross Sales**” means all revenue that each Heavyweight Waste Business reported receiving or otherwise deriving directly or indirectly from hauling services conducted by the Heavyweight Waste Business, whether from cash, check, credit and debit card, barter, exchange, trade credit, or other credit transactions, including any implied or imputed Gross Sales from any business interruption insurance. However, “**Gross Sales**” excludes (a) sales taxes, use taxes, and other similar taxes added to the sales price, collected from the customer and paid to the appropriate taxing authority; (b) any bona fide refunds and credits that are actually provided to customers; and (c) the face value of coupons or discounts that customers redeem.

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## **Franchised Covered Businesses**

***Location: Fort Myers, Florida***

- *Number of Territories as of December 31, 2024: 2*
- *Aggregate Population of all of the Territories as of the effective date of the Franchise Agreement: 415,375*

Time Period	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-24	33	87	563.00	\$96,398.43
Feb-24	33	84	530.00	\$94,787.61
Mar-24	36	84	554.17	\$112,068.01
Apr-24	40	104	580.32	\$117,917.93
May-24	42	120	617.39	\$130,642.14
Jun-24	43	127	772.81	\$144,306.41
Jul-24	42	133	839.10	\$163,306.83
Aug-24	42	128	779.40	\$155,515.51
Sep-24	47	134	796.34	\$159,734.58
Oct-24	47	149	778.48	\$156,689.21
Nov-24	55	144	706.69	\$182,342.05
Dec-24	56	166	853.27	\$193,581.43
2024 Calendar Year	56	1,460	8,370.97	\$1,707,290.14

**Location: Denver, Colorado**

- *Number of Territories as of December 31, 2024: 2*
- *Aggregate Population of all of the Territories as of the effective date of the Franchise Agreement: 430,177*

Time Period	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-24	30	77	405.42	\$51,194.22
Feb-24	30	67	392.25	\$48,298.01
Mar-24	30	76	476.39	\$67,305.69
Apr-24	30	86	606.43	\$85,239.15
May-24	30	116	769.42	\$105,789.05
Jun-24	30	97	633.36	\$84,727.01
Jul-24	30	117	790.84	\$104,039.25
Aug-24	30	123	701.46	\$94,043.74
Sep-24	30	109	610.10	\$83,334.21
Oct-24	32	104	545.46	\$74,420.45
Nov-24	32	101	541.10	\$74,813.31
Dec-24	32	97	506.13	\$69,774.81
2024 Calendar Year	32	1,170	6,978.36	\$942,978.90

**Location: Austin, Texas**

- *Number of Territories as of December 31, 2024: 3*
- *Aggregate Population of all of the Territories as of the effective date of the Franchise Agreement: 3,004,767*
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Time Period	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-24	60	82	402.79	\$72,157.20
Feb-24	60	83	413.67	\$66,403.15
Mar-24	60	90	450.97	\$86,784.57
Apr-24	60	88	409.23	\$79,865.33
May-24	60	93	422.94	\$86,984.30
Jun-24	60	81	406.30	\$74,167.51
Jul-24	60	78	384.44	\$73,695.25
Aug-24	60	88	521.99	\$98,785.79
Sep-24	60	80	375.27	\$73,362.45
Oct-24	60	110	455.68	\$84,451.78
Nov-24	60	90	419.82	\$88,566.45
Dec-24	58	83	394.61	\$75,785.03
2024 Calendar Year	58	1,046	5,057.71	\$961,008.81

**Location: Columbia, South Carolina**

- *Number of Territories as of December 31, 2024: 2*
- *Aggregate Population of all of the Territories as of the effective date of the Franchise Agreement: 405,720*

Time Period	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-24	16	3	23.00	\$3,365.75
Feb-24	16	7	33.00	\$3,171.50
Mar-24	16	7	35.00	\$1,629.00
Apr-24	16	12	55.00	\$3,063.75
May-24	16	11	50.00	\$6,383.61
Jun-24	16	14	55.00	\$7,365.86
Jul-24	16	21	95.00	\$9,431.21
Aug-24	16	28	172.00	\$19,797.64
Sep-24	16	35	141.00	\$14,078.41
Oct-24	19	45	167.00	\$17,934.16
Nov-24	19	36	149.00	\$16,420.30
Dec-24	19	19	74.00	\$8,181.20
2024 Calendar Year	19	238	1,049.00	\$110,822.39

## **Affiliate-Owned Covered Businesses**

**Location: Birmingham, Alabama**

- *Number of Territories as of December 31, 2024: 4*
- *Aggregate Population of all of the Territories as of the opening date: 928,503*

Time Period	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-24	91	131	740.38	\$155,967.74
Feb-24	96	133	820.08	\$173,061.10
Mar-24	104	170	883.21	\$198,369.72
Apr-24	105	168	872.78	\$195,167.97
May-24	112	187	933.80	\$259,180.87
Jun-24	114	174	934.22	\$273,979.18
Jul-24	114	124	928.37	\$263,245.52
Aug-24	114	173	985.19	\$292,003.41
Sep-24	114	176	899.07	\$258,733.26
Oct-24	114	174	855.17	\$239,354.46
Nov-24	114	150	720.62	\$183,348.17
Dec-24	114	139	670.39	\$168,252.43
2024 Calendar Year	114	1,899	10,243.28	\$2,660,663.83

**Location: Huntsville, Alabama**

- *Number of Territories as of December 31, 2024: 3*
- *Aggregate Population of all of the Territories as of the opening date: 683,291*

Time Period	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-24	27	44	287.90	\$89,185.51
Feb-24	28	57	374.11	\$107,247.23
Mar-24	29	66	403.30	\$123,975.41
Apr-24	30	69	412.21	\$127,287.91
May-24	30	61	323.21	\$101,096.25
Jun-24	30	53	298.43	\$95,257.64
Jul-24	30	45	324.98	\$117,239.23
Aug-24	30	56	369.91	\$135,772.59
Sep-24	30	97	751.54	\$278,405.55
Oct-24	30	96	704.16	\$281,803.14
Nov-24	30	68	463.29	\$195,342.03
Dec-24	30	45	300.15	\$114,263.87
2024 Calendar Year	30	757	5,013.19	\$1,766,876.36

**Location: Indianapolis, Indiana<sup>(1)</sup>**

- *Number of Territories as of December 31, 2024: 9*
- *Aggregate Population of all of the Territories as of the opening date: 683,291*

Time Period	Total Container Count at End of Time Period	Total Number of Hauls During Time Period	Total Tons Hauled During Time Period	Total Gross Sales During Time Period
Jan-24	103	163	856.00	\$113,017.88
Feb-24	108	208	1,093.00	\$144,917.40
Mar-24	109	166	908.99	\$110,894.33
Apr-24	113	191	1,134.49	\$151,931.58
May-24	117	174	1,017.86	\$135,659.62
Jun-24	117	211	1,314.48	\$160,369.53
Jul-24	117	221	1,385.53	\$194,975.14
Aug-24	121	192	1,178.00	\$139,446.13
Sep-24	121	221	1,304.00	\$185,666.27
Oct-24	123	215	1,127.15	\$182,125.71
Nov-24	123	205	1,108.76	\$175,316.85
Dec-24	123	180	1,000.33	\$163,788.90
2024 Calendar Year	123	2,347	13,428.59	\$1,858,109.34

## **Franchised Covered Businesses**

### *Average Gross Sales for 2024*

Average Total Gross Sales	Average Gross Sales Per Haul	Average Gross Sales Per Container	Average Gross Sales Per Ton
\$930,525.06	\$950.97	\$22,558.18	\$173.48

### *Statistics for Gross Sales for 2024*

Total Gross Sales		
High / Low	Median	# / % Exceeding Average
\$1,707,290.14	\$930,525.06	3 / 75%
\$110,822.39		

Gross Sales Per Haul		
High / Low	Median	# / % Exceeding Average
\$1,169.38	\$839.93	2 / 50%
\$465.64		

Gross Sales Per Ton		
High / Low	Median	# / % Exceeding Average
\$203.95	\$158.68	2 / 50%
\$105.65		

Gross Sales Per Container		
High / Low	Median	# / % Exceeding Average
\$2,540.61	\$1,715.78	2 / 50%
\$486.06		