

## **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 this 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 use historical financial information submitted by our franchisees to compile the information contained in the Table below. The financial information submitted by our franchisees is also used for calculating the Royalty described in Item 6. Franchised Businesses did not typically submit copies of all of the invoices for each customer or list each customer in their period reports to us. The information contained in the Table is based upon the financial information and other data entered by each Franchised Business into the software system described in Item 11.

<b>INDEPENDENT FRANCHISE OWNERS</b>			
<b>Statement of the 2024 Revenue Per Stop, Revenue Per Customer and Stops Per Hour for Independent Franchised Businesses in Operation for 1 Full Calendar Year or More as of December 31, 2024<sup>(1)</sup></b>			
<b>Type of Information</b>	<b>Average</b>	<b>Median</b>	<b>Number and Percentage that Attained or Surpassed the Average:</b>
Revenue Per Customer for all 35 Franchised Businesses <sup>(1)(2)</sup>	\$710	\$655	12 of 35 Franchised Businesses (34%)
Revenue Per Stop for all 35 Franchised Businesses <sup>(1)(3)</sup>	\$18.92	\$17.78	13 of 35 Franchised Businesses (37%)
Stops Per Hour for 33 Franchised Businesses <sup>(4)</sup>	3.69	3.55	14 of 33 Franchised Businesses (42%)
Revenue Per Truck for all 35 Franchised Businesses <sup>(1)(5)</sup>	\$102,025	\$110,939	21 of 35 Franchised Businesses (60%)

**Notes:**

(1) As of December 31, 2024, we had 39 Franchised Businesses. Of these 39 Franchised Businesses, 4 had not operated for a full year as of December 31, 2024, so we excluded them from the results shown in the table above. We compiled information for the remaining 35 Franchised Businesses that were in business for 1 full calendar year or more as of December 31, 2024, and operated for the full calendar year in 2024 (the “Complete Set”).

(2) The Revenue per Customer per Franchised Business for the Complete Set ranged from \$416 to \$1,975. To compute the average Revenue per Customer, we totaled the gross revenue from all invoices, for all services, for all Franchised Businesses in the Complete Set for the 2024 calendar year and divided by the number of customers serviced by all Franchised Businesses in the Complete Set during that same calendar year.

(3) The Revenue per Stop per Franchised Business for the Complete Set ranged from \$15.02 to \$43.05. To compute the average Revenue per Stop, we totaled the gross revenue from all invoices, for all services, for all Franchised Businesses in the Complete Set for the 2024 calendar year and divided by the total number of stops made by all Franchised Businesses in the Complete Set during that same calendar year.

(4) We compiled information for 33 out of the 35 Franchised Businesses in the Complete Set, and operated for the full calendar year in 2024. 2 Franchised Businesses in the Complete Set does not currently use all of our tracking software’s features, so we are unable to compute the total number of minutes spent at all stops made by such Franchised Business. The number of Stops per Hour per Franchised Business for the remaining 33 Franchised Businesses in ranged from 2.23 to 5.33. To compute the average Stops per Hour, we totaled the number of Stops entered in our tracking software by the remaining 33 Franchised Businesses for the 2024 calendar year, divided by the total number of minutes spent at all stops made by all 33 Franchised Businesses and further divided by 60 (to convert minutes to hours), during that same calendar year. The time component of this calculation does not include driving time on the way to the first stop of the day and does not include driving time after the last stop of the day has been completed; however, driving time between stops is included in the calculation.

(5) We compiled Revenue per Truck for all the Franchised Businesses in the Complete Set. To compute the average Revenue per Truck, we totaled the gross revenue from all invoices, for all services, for all Franchised Businesses in the Complete Set for the 2024 calendar year and divided by the number of full-time and part-time vehicles used in connection with all Franchised Businesses in the Complete Set during that same calendar year. The Revenue per Truck per Franchised Business for the Complete Set ranged from \$51,526 to \$229,916.

**Some Franchised Businesses have earned these amounts. Your individual results may differ. There is no assurance that you’ll earn as much.**

Written substantiation for the financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representations, we do not make any financial performance representations. 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 the franchisor's management by contacting Theodore Hofer, Chief Executive Officer, 11909 Spaulding School Drive, Plainfield, Illinois 60585, (844) 777-8608, 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<sup>(1)</sup>**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised <sup>(2)</sup>	2022	34	34	0
	2023	34	34	0
	2024	34	39	+5
Company-Owned <sup>(3)</sup>	2022	2	2	0
	2023	2	2	0
	2024	0	2	0
<b>Total Outlets</b>	<b>2022</b>	<b>36</b>	<b>36</b>	<b>0</b>
	<b>2023</b>	<b>36</b>	<b>36</b>	<b>0</b>
	<b>2024</b>	<b>36</b>	<b>41</b>	<b>+5</b>

- 1/ The numbers are as of December 31 of each year.
- 2/ HomeTask allowed franchisees to obtain multiple Territories per Franchise Agreement. The Total Outlets represent 39 franchisees, which collectively cover 94 Territories as of December 31, 2024. We now require new Pet Butler franchisees to sign a Franchise Agreement for each Territory.
- 3/ Operated by our affiliate, Chicagoland Scoopers, LLC.

**TABLE NO. 2**

#### **TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN FRANCHISOR OR AN AFFILIATE) FOR YEARS 2022 to 2024<sup>(1)(2)</sup>**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Kansas	2022	1
	2023	0
	2024	0