

	Provision	Section in Franchise or Other Agreement	Summary
v	Choice of forum	Article 23	Any controversy or claim arising out of or relating to the Franchise Agreement or the acquisition or operation of the franchise shall be settled by binding arbitration. Subject to state law, the forum in which the arbitration will take place is selected by the Arbitration Committee. Subject to state law, such disputes may not be litigated in any court.
w.	Choice of law	Article 29	Subject to state law, Florida law will apply.

ITEM 18: PUBLIC FIGURES

PDRI does not use any public figures to promote its franchises.

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.

PDRI provides historical financial performance about PDRI’s existing United States outlets in Tables 1-4 below, which show the actual gross sales of operating franchised Paul Davis Restoration Businesses that operated during calendar year 2024. All actual gross sales figures have been provided to PDRI by its affiliate and its franchisees, who are required by the Franchise Agreement to engage a certified public accountant to compile financial statements. However, PDRI has not audited these financial statements to determine whether they were prepared in accordance with generally accepted accounting principles. The amounts represented in Tables 1-4 are amounts reported to PDRI by all operating Paul Davis Restoration Businesses. The term “Population” in the Tables below refers to the number of people comprising the applicable business’s territory, as designated by PDRI. In some instances, PDRI elected to exclude a certain number of people that live in the territory due to the demographics of the area, so the actual population of the territory may be higher than the number stated in the Tables below.

PDRI provides in Table 5 actual sales prices of PDRI franchises sold during the last year. All actual sales prices have been provided to PDRI by its franchisees. Franchisees who wish to

sell their PDRI franchise are required by the Franchise Agreement to submit a copy of the sale agreement between the franchisee and the franchise's buyer. Once PDRI has approved the sale, neither the buyer nor the selling franchisee are required to submit any further information concerning the sales price or evidence that the full sales price was paid. Accordingly, while PDRI has no reason to believe that any of the information provided by its franchisees concerning the sale of their PDRI franchise is incorrect or false, PDRI cannot represent or warrant that the sales figures provided to it by its franchisees is all the information available to its franchisees or that it is completely accurate.

Some outlets have sold these amounts. Your individual results may differ. There is no assurance you will sell as much.

Upon reasonable request, PDRI will provide you with written substantiation of the data PDRI used to prepare the financial performance representation and Tables 1-5; however, with respect to sale price information, we will not disclose the identity of any specific franchisee or the location of the franchise sold.

Table 1
2024 GROSS SALES OF OPERATIONAL PDR BUSINESSES IN OPERATION
AT LEAST TWO YEARS

Office Name	Population	Opened Date	Gross Sales 2024
PDR of Augusta/Aiken	570,279	4/1/1999	\$ 2,807,700.79
PDR of the Capital District	864,717	11/1/1990	\$ 4,970,779.05
PDR of Aurora, CO ¹	493,339	2/26/2021	
PDR of South Austin, TX	910,958	4/12/2019	\$ 4,284,179.65
PDR of Northeast Georgia	616,387	7/9/2021	\$ 3,112,984.95
PDR&R of Broward County	1,953,675	4/2/2007	\$ 2,306,647.66
PDR of Bergen County, NJ	799,741	6/1/2021	\$ 3,976,093.48
PDR&R of Beaufort and Jasper Counties	225,899	2/1/1999	\$ 3,437,661.80
PDR of Greater Birmingham	692,112	9/6/2018	\$ 4,564,423.98
PDR of Burbank / Beverly Hills, CA	330,603	8/22/2012	\$ 833,356.75
PDR of Baltimore	1,075,738	7/31/2009	\$ 17,296,931.52

Office Name	Population	Opened Date	Gross Sales 2024
PDR of Boston North	809,039	1/28/2022	\$ 561,119.54
PDR&R of Bowling Green, KY	301,598	3/7/1986	\$ 5,805,026.71
PDR of Boston South, MA	465,696	12/12/2014	\$ 9,550,730.61
PDR of Baton Rouge, LA	774,418	6/15/2018	\$ 3,385,031.46
PDR of Chesapeake Bay	327,942	6/24/2005	\$ 3,015,948.72
PDR of Cape Cod & the Islands	274,181	12/17/2015	\$ 777,103.71
Paul Davis Restoration of Carolina Coast	828,637	7/18/2019	\$ 4,660,040.48
PDR of Clackamas County, OR	458,732	4/20/2018	\$ 83,872.62
Paul Davis Restoration of Central DFW	761,108	11/7/2022	\$ 3,518,346.43
Paul Davis Restoration of Central Las Vegas	798,411	6/28/2022	\$ 6,382,758.14
PDR of Central Mississippi	554,231	6/1/2007	\$ 4,592,175.37
PDR of Central Nebraska	282,339	10/22/2018	\$ 3,444,003.65
PDR of Central Virginia	522,179	1/3/2007	\$ 6,494,619.98
PDR of Greater Chattanooga, TN	584,400	6/23/1989	\$ 2,366,262.25
Paul Davis of East Charlotte	883,389	1/1/2022	\$ 2,534,796.67
PDR&R of Greater Charleston	837,768	1/1/2016	\$ 13,075,681.13
PDR&R of Central Georgia	622,694	10/1/2005	\$ 2,865,794.22
PDR of Cleveland Metro	1,019,299	12/30/2022	\$ 20,281,795.73
PDR of Central Louisiana	203,271	11/1/1996	\$ 3,238,465.98
PDR&R of Long Island	2,094,859	8/1/1994	\$ 4,395,243.25
PDR of Central Michigan	367,046	12/9/2008	\$ 2,843,675.60
Paul Davis Restoration of the Coastal Plains, NC	613,239	7/11/2022	\$ 364,028.05
PDR of the Capitol Region, MO	409,301	11/8/2021	\$ 1,046,210.95

Office Name	Population	Opened Date	Gross Sales 2024
Paul Davis Central of San Diego County	735,826	2/11/2022	\$ 1,595,334.31
PDR of Central Phoenix, AZ	793,301	5/13/2020	\$ 16,655,555.18
PDR of Bloomington / Peoria, IL	487,633	9/23/2008	\$ 5,199,566.28
PDR of Northwest Connecticut	844,025	5/11/2007	\$ 3,000,099.96
PDR of Central Valley, CA	758,345	3/21/2013	\$ 2,972,341.41
PDR of DuPage County	973,368	10/2/2009	\$ 2,393,015.56
PDR of Durham, NC ²	790,822	3/15/2021	
PDR of North Dallas, TX	728,401	6/15/2020	\$ 8,172,638.08
PDR of the Delmarva Peninsula	512,879	6/8/2012	\$ 18,880,102.86
PDR of Dayton	852,096	2/15/2022	\$ 514,163.42
PDR of North Florida	1,317,514	9/1/1995	\$ 7,115,553.42
PDR of East San Antonio ³	792,649	11/18/2022	
PDR&R of The Tri-State Area	1,519,203	11/1/1984	\$ 6,308,794.94
PDR&R of East King County, WA	935,240	10/1/2000	\$ 4,275,903.66
PDR&R of Elizabethtown	315,461	9/4/2006	\$ 4,042,893.96
PDR&R of East Tampa	767,476	6/1/2000	\$ 6,594,259.47
PDR of Fort Collins, CO	640,303	11/6/2018	\$ 4,482,891.18
PDR&R of Fairfield County	965,093	1/1/2002	\$ 5,271,406.96
PDR&R of the Space Coast	619,611	11/1/2011	\$ 8,379,101.37
PDR of North Atlanta	3,198,230	1/1/2002	\$ 8,832,819.74
PDR of Greater Cincinnati, OH	649,681	10/17/2016	\$ 2,332,545.23
PDR of Greater Denver, CO	705,439	2/26/2016	\$ 15,132,451.41
PDR of National Capital Region, VA	1,166,655	9/1/1997	\$ 14,985,378.64

Office Name	Population	Opened Date	Gross Sales 2024
PDR of West Michigan	794,193	7/17/2020	\$ 7,087,532.31
Paul Davis Restoration of Greater Knoxville, TN	550,958	6/12/2019	\$ 1,343,283.02
PDR of the Triad - East, NC	799,205	11/11/2022	\$ 3,292,658.10
PDR of Greater Rochester, NY	750,199	9/22/2015	\$ 16,170,405.20
PDR of Greater Philadelphia Suburbs	1,215,837	3/6/2015	\$ 12,150,094.61
PDR of Greater Richmond	783,878	7/31/2018	\$ 5,768,544.25
PDR of Greater St. Paul, MN	801,929	3/23/2012	\$ 20,328,165.15
PDR of North Central Florida	382,580	6/5/2014	\$ 3,660,783.12
PDR of Greenville and Spartanburg	981,647	3/1/2019	\$ 3,456,762.68
PDR of Portland / Vancouver	1,502,363	1/8/2007	\$ 43,488,193.35
PDR of Howard and Anne Arundel Counties	945,935	12/1/1990	\$ 2,221,581.28
PDR of Central Connecticut	386,581	8/1/1999	\$ 1,891,772.11
PDR of Huntsville, AL	719,072	9/17/2018	\$ 12,707,889.40
PDR of the Iowa Corridor	412,313	8/24/2020	\$ 5,008,891.21
PDR&R of Idaho	628,162	4/1/1993	\$ 6,589,563.10
PDR of Inland Empire	567,304	4/15/2005	\$ 6,121,218.70
PDR of South Indianapolis	831,498	5/24/2013	\$ 3,928,739.25
PDR of Kingwood Humble, TX	873,770	10/11/2016	\$ 32,307,163.19
PDR of Lake County, IL	736,567	10/4/2021	\$ 2,897,789.73
PDR&R of Mid Michigan	727,954	5/1/1992	\$ 5,777,445.96
PDR of Lee & Collier Counties	1,226,854	7/14/2006	\$ 9,914,009.61
PDR&R of Lincoln Nebraska	479,362	9/9/2005	\$ 12,907,496.36
PDR of Lexington, Inc.	754,458	9/1/1987	\$ 9,892,948.64

Office Name	Population	Opened Date	Gross Sales 2024
PDR of Lanier Isles	581,521	9/12/2013	\$ 5,170,596.02
PDR of Lancaster and Lebanon Counties	1,916,490	6/1/2000	\$ 6,209,829.95
PDR&R of South Central Wisconsin	1,211,767	5/1/1996	\$ 19,016,834.78
PDR of Lake, Marion and Sumter Counties	892,984	9/13/2010	\$ 3,397,842.90
PDR&R of Louisville, KY	1,380,672	6/1/1980	\$ 13,345,083.29
Paul Davis Restoration of Lehigh Valley, PA	753,170	6/14/2021	\$ 3,374,090.54
PDR of Montgomery-Berks, PA	794,723	9/4/2020	\$ 10,053,653.58
PDR of Macomb County, MI	799,737	3/1/2021	\$ 4,675,544.30
PDR of Southern Maryland	513,837	4/15/2008	\$ 1,262,365.05
PDR of Ann Arbor, MI	752,680	9/14/2017	\$ 2,474,274.28
PDR of Charlotte	807,636	7/1/2007	\$ 2,414,109.49
PDR of Morris and Passaic Counties, NJ	1,065,960	10/29/2012	\$ 3,096,674.97
Paul Davis Restoration of the Mountain Region, NC ⁴	530,424	11/21/2022	
PDR&R of Kansas City	1,523,343	8/8/2006	\$ 2,490,529.18
PDR of Metro West St. Louis	523,940	3/26/2021	\$ 3,949,309.11
PDR of North Mississippi ⁵	357,616	11/1/2022	
PDR of the Mountain Resorts, CO	247,759	7/15/2019	\$ 4,353,058.89
PDR of North Country, NY	352,887	10/9/2015	\$ 1,706,828.46
PDR of North County San Diego, CA	739,053	2/26/2018	\$ 2,214,927.01
PDR of Northeast Denver	645,906	2/26/2021	\$ 3,914,740.01
PDR of Northern Delaware	543,856	2/26/2018	\$ 2,531,695.97
PDR&R of Northeast Indiana	906,682	4/1/1993	\$ 20,802,216.92
PDR&R of New Mexico	794,067	7/1/1991	\$ 6,049,837.05

Office Name	Population	Opened Date	Gross Sales 2024
PDR of New Haven and Shoreline East, CT	1,408,535	12/8/2016	\$ 5,928,428.64
PDR of The Northland	346,746	2/26/2018	\$ 5,091,816.89
Paul Davis Restoration of the Golden Triangle, MS	287,382	1/1/2019	\$ 4,732,205.42
PDR&R of Northern Nebraska	145,975	12/1/2005	\$ 3,678,475.69
PDR of Northern Oklahoma City	572,887	9/28/2012	\$ 1,130,191.44
PDR of Northern Vermont	318,900	7/23/2007	\$ 1,243,621.18
PDR of Northwest Virginia	568,828	11/1/1999	\$ 4,198,036.54
PDR of North San Antonio	792,753	11/18/2022	\$ 3,564,073.67
PDR of Northeast New Jersey ⁶	800,056	6/1/2021	
PDR of Northern Virginia	1,675,057	1/2/2006	\$ 10,671,006.08
Paul Davis Restoration of Pensacola ⁷	511,055	3/4/2022	
Paul Davis Restoration of Northwest Georgia	520,586	3/21/2019	\$ 4,244,850.20
PDR of Northwest Kentucky	189,255	1/13/2017	\$ 2,006,910.75
PDR&R of Northwest Michigan	378,078	2/4/2004	\$ 2,157,874.12
PDR of Oakland County	476,928	1/1/2002	\$ 1,241,416.16
PDR of Orange and Sussex Counties	544,837	12/23/2014	\$ 3,149,186.22
Paul Davis Restoration of Akron, OH ⁸	784,949	12/30/2022	
PDR of Omaha Nebraska	944,758	6/1/1986	\$ 20,308,667.15
Paul Davis of Ocean County, NJ	667,391	1/26/2022	\$ 1,225,493.03
PDR&R of the Olympic Peninsula	340,632	3/6/2007	\$ 2,461,373.43
PDR of Orlando, FL	1,790,182	2/1/1988	\$ 8,464,382.62
PDR of Bucks County, PA	653,007	6/6/2013	\$ 5,458,587.83
Paul Davis Restoration of Pasadena, CA	775,699	8/5/2022	\$ 1,777,893.17

Office Name	Population	Opened Date	Gross Sales 2024
PDR of the Central Florida Panhandle	391,786	3/1/2021	\$ 9,668,838.13
PDR&R of Polk County	895,073	3/6/2005	\$ 4,420,458.28
Paul Davis Restoration of Piedmont, NC	569,717	11/21/2022	\$ 5,508,467.02
PDR of Pasco & Hernando Counties, FL	741,160	2/26/2018	\$ 4,515,368.61
PDR&R of Greater Palm Springs	506,920	9/1/1997	\$ 7,102,743.01
PDR of Allegheny County ⁹	530,122	7/19/2022	
PDR of Queens	1,134,019	12/19/2019	\$ 12,880,441.82
PDR of Rhode Island	1,102,490	10/23/2015	\$ 2,900,138.82
PDR of Raleigh, NC	786,933	3/15/2021	\$ 3,383,065.96
PDR of Rock Hill, SC	661,788	9/27/2017	\$ 17,342,583.03
PDR of Santa Clarita , CA	326,421	1/6/2016	\$ 3,436,896.52
PDR of South Atlanta		6/1/1997	\$ 635,163.03
PDR&R of South Atlanta	2,153,261	6/1/1997	\$ 7,460,267.00
PDR of St Augustine	518,336	5/1/1992	\$ 2,988,934.19
PDR&R of Southern California	766,668	2/1/1998	\$ 2,330,206.79
PDR of Seminole County	513,078	8/1/2022	\$ 2,056,350.39
Paul Davis Restoration of Southeast St. Louis, MO	336,684	9/6/2019	\$ 2,718,635.22
PDR of S.E. Wisconsin	3,331,742	2/1/2002	\$ 55,516,948.77
PDR&R of Northern New Mexico	300,578	10/1/1996	\$ 9,427,006.23
PDR&R of Suburban MD & Washington DC	2,572,708	7/1/1988	\$ 18,468,405.03
PDR of Southern New Hampshire & Maine	543,707	1/28/2022	\$ 4,155,961.23
PDR&R of South Orange County	847,516	12/1/1997	\$ 2,477,052.06
Paul Davis Restoration of South Las Vegas ¹⁰	793,326	9/9/2022	
PDR of Southern New Jersey	636,662	4/16/2004	\$ 409,430.73

Office Name	Population	Opened Date	Gross Sales 2024
PDR of South San Diego County, CA	775,814	7/20/2021	\$ 4,821,381.44
PDR of Spring, TX ¹¹	600,974	10/11/2016	
PDR of Southwestern Idaho	863,337	5/31/2017	\$ 5,126,321.74
Paul Davis of Sarasota, Desoto, and Charlotte Counties	687,546	7/17/2019	\$ 6,826,284.44
PDR of Manatee County	419,632	12/1/1998	\$ 2,622,455.36
PDR&R of Southwest Missouri	786,243	4/13/2011	\$ 6,536,179.18
PDR of Pinellas	644,308	10/1/1987	\$ 7,362,917.23
PDR of Susquehanna Valley, PA	574,496	6/8/2021	\$ 1,375,171.16
PDR of Tacoma, WA	798,082	9/3/2021	\$ 6,083,910.46
Paul Davis Restoration of Middle Tennessee	1,191,809	6/6/2022	\$ 7,856,880.11
PDR of the Mid South	1,094,385	11/14/2022	\$ 4,722,960.70
PDR of Greater Lawrence and Topeka	513,259	8/1/1994	\$ 2,149,790.69
PDR&R of Greater Tri Cities	1,197,271	5/1/1990	\$ 4,930,030.76
PDR&R of Tulsa, OK	647,182	8/1/1993	\$ 11,801,312.31
PDR of Tampa West	679,034	1/23/2012	\$ 14,487,207.52
Paul Davis Restoration of Tidewater, VA ¹²	514,880	9/21/2022	
PDR of Logan, UT	861,169	12/9/2015	\$ 811,057.68
PDR of Lindon, UT	1,049,094	9/4/2015	\$ 158,017.89
PDR of Centerville, UT	761,031	3/13/2013	\$ 42,866,262.44
Paul Davis Restoration of Virginia Beach, VA	696,762	9/21/2022	\$ 1,895,129.84
PDR&R of Volusia County	566,986	2/3/2003	\$ 2,918,653.02
PDR of Will and Southwest Cook County, IL	790,830	11/17/2020	\$ 3,589,698.09
PDR of Worcester County, MA	756,011	10/22/2018	\$ 4,539,714.18

Office Name	Population	Opened Date	Gross Sales 2024
PDR of West Central, NJ	778,333	6/25/2013	\$ 6,302,928.43
PDR of Washington County, OR	548,609	4/20/2018	\$ 833,794.61
Paul Davis Restoration of Western Colorado	277,048	11/30/2022	\$ 2,768,413.00
Paul Davis Restoration of West Las Vegas ¹⁰	725,984	9/9/2022	
PDR of West Fort Worth, TX	518,815	10/16/2020	\$ 4,009,959.76
Paul Davis Restoration of Williamsburg, VA	539,460	12/1/2021	\$ 5,298,610.57
PDR of Western Pennsylvania	436,868	12/2/2004	\$ 7,372,946.53
PDR of West Richmond	622,997	1/16/2014	\$ 5,207,410.51
Paul Davis Restoration of the Triad - West, NC ⁴	795,328	11/21/2022	
PDR of West San Antonio ³	799,967	11/18/2022	

Certain franchisees report multiple territories as one. In those instances, the table above shows zero sales in territory that does not separately report. The highest performing franchisee reported sales of \$55,516,949 and the lowest reporting territory had sales of \$83,873.

¹This business reported under PDR of Greater Denver, CO

²This business reported under PDR of Raleigh, NC

³These businesses reported under PDR of Northern San Antonio

⁴These businesses reported under PDR of Piedmont, NC

⁵This business reported under PDR of the Mid South

⁶These businesses reported under PDR of Bergen County, NJ

⁷This business reported under PDR of Central Florida Panhandle

⁸This business reported under PDR of Cleveland Metro

⁹This business reported under PDR of Western Pennsylvania

¹⁰These businesses reported under PDR of Central Las Vegas

¹¹This business reported under PDR of Kingwood Humble, TX

¹²This business reported under PDR of Virginia Beach, VA

TOTAL REPORTED GROSS SALES	\$1,099,240,532
NUMBER OF FRANCHISES	183
MEDIAN REPORTED GROSS SALES PER FRANCHISE	\$3,976,094
AVERAGE REPORTED GROSS SALES PER FRANCHISE	\$6,006,779
PERCENT OF FRANCHISEES (OPERATING FOR AT LEAST 2 YEARS) THAT WERE OPERATIONAL DURING 2024 THAT ATTAINED OR SURPASSED THE AVERAGE RESULTS	30% (55 out of 183)