

Provision	Section in Franchise Agreement or Other Agreements(1)	Summary
v. Choice of forum	18.4	Face-to-face dispute resolution, mediation, and litigation must be in Salt Lake County, Utah, except as provided in a state specific addenda attached as Exhibit D.
	Paragraph 6 of Training Liability Waiver	Federal or state courts situated in Salt Lake County, Utah
	Section 16 of Affiliate Services Agreement	Same as in Franchise Agreement
w. Choice of Law	18.6	Utah law applies except as provided in a state specific addenda attached as Exhibit D.
	Paragraph 6 of Training Liability Waiver	Utah law
	Section 16 of Affiliate Services Agreement	Same as in Franchise Agreement

(1) Unless otherwise noted, Section references are to the Franchise Agreement.

## ITEM 18

### PUBLIC FIGURES

There is no compensation or other benefit given or promised to any public figure arising from either the use of the public figure in the name or symbol of the Franchise, or the endorsement or recommendation of the Franchise by the public figure in advertisements. There are no public figures presently involved in our management.

## 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 franchise and/or franchisor-owned businesses 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 business 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.

The data presented in this ITEM 19 reflects information from the 50 franchised YESCO® businesses (44 in the United States and 6 in Canada) that were open and continuously operated by franchisees during the period from January 1, 2024, to December 31, 2024 (the "**Franchised Businesses**"). Open and continuously operated is defined as achieving monthly Gross Revenue (see note #1 below) of \$1,000 or more in 10 or more

of the 12 months during the period noted above. We excluded 2 franchised YESCO® businesses because they opened after January 1, 2024. We excluded 4 franchised YESCO® businesses because they did not meet the definition of being open and continuously operated during 2024. In addition, we combined the information of 2 franchised YESCO® businesses in Arkansas for purposes of this ITEM 19. The 2 franchised businesses have Territories which are contiguous, have the same Primary Owner and Principal Operator, and report consolidated financial statements. However, we list them as separate franchised YESCO® businesses in Item 20 and Exhibit H because they have different owner groups. No franchised YESCO® businesses closed during 2024 after being open less than 12 months.

As further described in ITEM 20, there were 57 franchised YESCO® businesses operating as of December 31, 2024 (50 in the United States and 7 in Canada). As further described in Item 1, the franchised YESCO® businesses located in Canada are operated under franchise agreements with our Affiliate YESCO Canada.

The term “**Franchised Business**” refers to each franchised YESCO® business that operates independently and provides financial reports to us as a single, consolidated operation. “**Territory**” means the specific geographic area within which a Franchised Business is granted the right to operate, with the understanding that a Franchised Business may consist of more than one Territory (see ITEM 12 and ITEM 20 and Exhibit H). As noted in Table 5 and Exhibit H of this Disclosure Document, a number of franchisees have multiple Territories. We have 2 Franchised Businesses with Territories in non-contiguous states as detailed in Notes #1 and #2 in ITEM 20.

Tables 1-7 below provide certain information relating to the Franchised Businesses for the 2024 calendar year.

All dollar amounts in Tables 1-7 below are in U.S. dollars. Revenue for the Franchised Businesses located in Canada has been converted from Canadian dollars to U.S. dollars based on the Bank of Canada daily close exchange rate ([www.bankofcanada.ca/rates/exchange](http://www.bankofcanada.ca/rates/exchange)). For weekends and holidays, the exchange rate for the first previous day with a reported daily close exchange rate was used.

Except as described above, the data in this ITEM 19 for the Franchised Businesses is based on information each respective franchisee reported to us. We have not audited or verified this information.

**TABLE 1 – Summary of Gross Revenue<sup>1</sup> by Quartile<sup>2</sup> – 2024**

Quartile	Business Count	Average Gross Revenue	Businesses At or Above Average		Minimum	Maximum	Median Gross Revenue
			Count	Percent			
Top	12	\$2,486,985	5	42%	\$1,436,094	\$4,464,693	\$1,973,614
Second	13	\$1,031,269	7	54%	\$806,339	\$1,338,304	\$897,182
Third	13	\$472,735	5	38%	\$328,824	\$747,576	\$364,909
Bottom	12	\$187,862	6	50%	\$92,304	\$321,136	\$124,556
Total	50	\$1,033,005	19	38%	\$92,304	\$4,464,693	\$776,958