

**ITEM 18
PUBLIC FIGURES**

We do not use any public figures 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 this 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.

As of December 31, 2025, there were a total of 43 franchised territories. Some franchisees operate multiple franchised territories (each franchised territory is a separate BlueFrog Business). Most franchisees that operate multiple franchised territories do not separately report Invoiced Gross Revenue for each franchised territory. As a result, we have provided Invoiced Gross Revenue data on a “per franchisee” basis (not on a “per territory” basis). The financial performance data below is provided in separate tables based on the number of franchised territories each franchisee operates.

This financial performance representations presented below include 2025 Invoiced Gross Revenue data for the 10 franchisees operating a total of 27 franchised territories during the full 2025 calendar year. We excluded data for the following franchisees:

- (i) 14 franchised territories that were not operating during the entire 2025 calendar year because they opened after January 1, 2025;
- (ii) 2 franchised territory that failed to report their 2025 Invoiced Gross Revenue to us; and
- (iii) 6 franchised territories that were terminated and/or ceased operations during 2025, of which none had been operating for less than 12 months as of the date of termination or closure.

The following table lists the 2025 Invoiced Gross Revenue for the 2025 calendar year for the remaining 10 reporting franchisees operating a total of 27 franchised territories.

2025 Invoiced Gross Revenue					
Number of Territories Operated by Franchisee	Average Invoiced Gross Revenue	Franchisees Meeting or Exceeding Average	Median	Lowest	Highest
1	747,841	1 of 4 – 25%	\$330,789	\$217,625	\$2,112,162
2 +	\$1,641,060	3 of 6 – 50%	\$1,738,144	\$494,586	\$2,461,184

NOTES

“Invoiced Gross Revenue” means the aggregate invoiced sale price of all goods, products, labor, parts, merchandise, and services performed by or sold from each Franchised Business, including all proceeds from any business interruption insurance, and without deduction for any fees that we our any other vendor charges from such amounts, but excluding (a) all refunds actually made to customers in good faith; and (b) any sales and equivalent taxes that are collected for or on behalf of any governmental

taxing authority and paid thereto. If any accounts receivable remains outstanding for more than 1 year after the date of service, the amount of that accounts receivable is deducted from the calculation of Invoiced Gros Revenue, in an amount not to exceed the original Invoiced Gross Revenue (excluding any late fees, interest, or other amounts accruing on the basis of the late payment).

The figures in the chart do not reflect the operating costs and expenses that you will incur in operating your Franchised Business, such as royalties, advertising and marketing fees and costs, payroll, vehicle finance or lease payments, insurance, telephone, utilities, and central telephone number fees. These figures also do not include depreciation or amortization or taxes.

Some outlets have earned this amount. Your individual results may differ. There is no assurance you will earn as much. Written substantiation of the data used in preparing this information will be made available upon reasonable request.

Other than the preceding financial performance representation, we do not make any representations about a 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 other financial performance information or projections of your future income, you should report it to the franchisor’s management by contacting Jessica Wescott, Chief Executive Officer, BlueFrog Plumbing and Drain, LLC, 6270 Morning Star Drive, Suite 120, The Colony, TX 75056, (800) 933-0803; the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20
OUTLETS AND FRANCHISEE INFORMATION**

TABLE 1 - SYSTEM-WIDE OUTLET SUMMARY FOR YEARS 2023 TO 2025				
Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	35	42	+7
	2024	42	35	-7
	2025	35	43	+8
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	35	42	+7
	2024	42	35	-7
	2025	35	43	+8

TABLE 2 – TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN THE FRANCHISOR) FOR YEARS 2023 TO 2025		
State	Year	Number of Transfers
Texas	2023	3
	2024	2
	2025	0