

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 franchised location or under particular circumstances.

As of December 31, 2025, we had 93 franchised Surface Experts Businesses operating (each a “Franchised Location”) in 103 territories. The tables below provide information for the 75 Franchised Locations operating in 85 territories that were open and operating for at least 12 months as of the end of the 2025 calendar year (“Reporting Group”). The Franchised Locations that were part of the Reporting Group were located in territories with a population ranging from 293,182 – 1,311,908. The Reporting Group does not include 18 Franchised Locations in 18 territories that opened in 2025 or 3 Franchised Locations that closed in 2025 (none of which had been open less than 12 months).

The information in the tables below is a historical financial performance representation for the 2025 calendar year for the Reporting Group (the “Reporting Period”). The financial information was prepared from internal accounting records and reports.

FPR #1

**Franchised Locations’ 2025 Annual
Gross Revenue (by Performance Tier)**

The following table presents Annual Gross Revenue information for the 75 Franchised Locations that had been open for at least a year and operated for the entire reporting year as of December 31, 2025. Here, we set forth the Gross Revenue of those 75 Franchised Locations, sorting the outlets by their Average Annual Gross Revenue. These are reflected in two groups: the first group of 66 franchises operating a single territory, the second group of 9 franchises operating in 2 or more territories.

Performance of franchises operating in a single territory

Performance Tier	Number of Outlets in the Quartile	Lowest Gross Revenue in the Quartile	Median Gross Revenue for the Quartile	Average Gross Revenue for the Quartile	Highest Gross Revenue for the Quartile	# (and %) of outlets in the Quartile that attained or surpassed Average Gross Revenue for the Quartile
Top 25%	16	\$954,607.80	\$1,072,032.46	\$1,111,479.35	\$1,602,723.08	5 (31.25%)
Second 25%	17	\$553,210.73	\$652,873.23	\$703,219.69	\$904,406.00	8 (47.06%)
Third 25%	16	\$382,972.13	\$484,968.14	\$468,010.01	\$543,752.62	9 (56.25%)
Bottom 25%	17	\$148,345.00	\$250,068.15	256,081.73	\$369,811.40	7 (41.18%)

In the table above, the territory population ranges in each quartile above are as shown in the following table:

Performance Tier	Population of Territory with Lowest Population in This Tier	Median Population in This Tier	Average Population in This Tier	Population of Territory with Highest Population in This Tier
Top 25%	367,861	677,890	642,027	980,703
Second 25%	360,577	517,066	573,797	1,174,957
Third 25%	336,451	505,168	511,037	702,409
Bottom 25%	362,411	485,691	558,845	977,300

In the table above, the territory multifamily housing unit (“MFHU”) count ranges in each quartile above are as shown in the following table:

Performance Tier	Lowest Number of MFHU in a Territory in This Tier	Median MFHU in at Territory in This Tier	Average MFHU in a Territory in This Tier	Highest Number of MFHU in at Territory This Tier
Top 25%	43,783	76,431	83,021	147,837
Second 25%	31,316	54,553	63,592	177,655
Third 25%	30,058	60,311	69,703	124,320
Bottom 25%	22,196	54,853	52,179	105,614

Performance of franchises operating in two or more territories

Performance Tier	Number of Outlets in the Quartile	Lowest Gross Revenue in the Quartile	Median Gross Revenue for the Quartile	Average Gross Revenue for the Quartile	Highest Gross Revenue for the Quartile	# (and %) of outlets in the Quartile that attained or surpassed Average Gross Revenue for the Quartile
Top 25%	2	\$1,970,145.66	\$2,137,696.53	\$2,137,696.53	\$2,305,247.40	1 (50.00%)
Second 25%	2	\$1,479,090.00	\$1,508,209.96	\$1,508,209.96	\$1,537,329.91	1 (50.00%)
Third 25%	2	\$1,186,884.12	\$1,248,396.01	\$1,248,396.01	\$1,309,907.90	1 (50.00%)
Bottom 25%	3	\$487,706.83	\$1,038,229.79	\$899,392.42	\$1,172,240.64	2 (66.67%)

In the table above, the territory population ranges in each quartile above are as shown in the following table:

Performance Tier	Population of Territory with Lowest Population in This Tier	Median Population in This Tier	Average Population in This Tier	Population of Territory with Highest Population in This Tier
Top 25%	1,039,838	1,212,643	1,212,643	1,385,477
Second 25%	987,972	1,193,638	1,193,638	1,399,304
Third 25%	1,206,212	1,218,531	1,218,531	1,230,850
Bottom 25%	1,052,484	1,129,040	1,152,445	1,275,810

In the table above, the territory multifamily housing unit (“MFHU”) count ranges in each quartile above are as shown in the following table:

Performance Tier	Lowest Number of MFHU in a Territory in This Tier	Median MFHU in at Territory in This Tier	Average MFHU in a Territory in This Tier	Highest Number of MFHU in at Territory This Tier
Top 25%	129,336	179,425	179,425	229,513
Second 25%	134,599	160,624	160,624	186,648
Third 25%	61,885	122,025	122,025	182,165
Bottom 25%	89,692	103,282	118,927	163,807

FPR #2
Selected Revenue and Expenses for the Reporting Group
During the 2025 Reporting Period

		Average	Median	# and % that met or exceeded average
Income – Key Indicators (75 Franchised Locations)	Average Gross Revenue Per Job ¹	\$405.66	\$265.00	38 / 75 (50.67%)
	Average Gross Revenue Per Repair	\$288.10	\$215.05	37 / 75 (49.33%)
Expenses – Key Indicators (67 Franchise Locations) ⁶	Average Monthly Rent ²	(\$850.25)	(\$429.60)	25 / 67 (37.31%)
	Average Cost of Goods Sold Per Job ³	(\$28.98)	(\$28.92)	33 / 67 (49.25%)

Notes Applicable to both FPR's

The information is based on information generated from monthly reports that were provided to us by the franchisees for the periods cited.

1. For purposes of this Item 19, “Gross Revenue” means the revenue received from services performed at, from, or through the Surface Experts Business. “Gross Revenue Per Job” is the total Gross Revenue received from a single job. “Revenue Per Repair” is the revenue received from a single repair. There may be more than one repair on any given job. The highest Gross Revenue Per Job was \$904.44 and the lowest was \$239.72.
2. “Monthly Rent” is the cost of rent for office space. Some franchises have a home office while others have a commercial office space.
3. Cost of goods sold per job is calculated as the value of product (filler, paint, etc.) and other materials used up in the performance of each job. It is based on the value of product or cost of goods sold as reported to us by franchisees.
4. The financial performance representations in Table 1 do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business. Franchisees or former franchisees, listed in the Disclosure Document, may be one source of this information.
5. Expenses not shown in Table 1 do not include royalties, support center fees, technology fees, accounting expenses, bank fees, uniforms, marketing expenses, tools, compliance

costs, interest expense, meals and entertainment, advertising, cell phone, automobile, insurance, repair and maintenance, federal taxes, depreciation and amortization.

- We had 67 franchisees report Rent and COGS information to us. We averaged those responses to compile the Expenses results shown in Table 2.

Some outlets have sold this amount. Your individual results may differ. There is no assurance you'll sell as much.

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

Other than the preceding financial performance representation, Surface Experts Franchising LLC does 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 Jacob Grady, 111 West Cataldo Ave., Suite 1, Spokane, WA 99201, and 800-614-9778, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20 OUTLETS AND FRANCHISEE INFORMATION

Table No. 1

Systemwide Outlet Summary
For Years 2023 - 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised Outlets	2023	63	76	+13
	2024	76	87	+11
	2025	87	103	+16
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	63	76	+13
	2024	76	87	+11
	2025	87	103	+16