

**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 that 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 outlet or under particular circumstances.

**Part 1**  
**Main Line Brands, LLC - Hickory ("Local Operations")**

Part 1 of this Financial Performance Representation includes the following detailed information for our company-owned and operated single territory in Hickory, North Carolina that has been in operation since 2009. The following information reflects the periods January 1, 2024 through December 31, 2024 and January 1, 2025 through December 31, 2025:

Part 1 omits information for a second, previously company-owned and operated Mosquito, Tick and Fly Control Specialty Business in West Chester, Pennsylvania, which we acquired from a franchisee in February 2023 and sold to a third-party franchisee in 2024.

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**Main Line Brands, LLC - Hickory**  
**Profit & Loss**  
January through December 2024 and 2025

	2024		2025	
Mosquito Service	\$357,326		\$353,611	
Pest Service	\$26,866		\$35,545	
<b>Total Gross Sales</b>	<b>\$384,192</b>		<b>\$389,156</b>	
Direct Costs				
Chemicals	\$17,646		\$18,942	
Technician Labor	\$67,916		\$70,205	
Equipment	\$703		\$2,134	
Customer Refunds	\$827		\$7,053	
<b>Total Direct Costs</b>	<b>\$87,092</b>		<b>\$98,335</b>	
<b>Gross Profit (Margin)</b>	<b>\$297,100</b>	77%	<b>\$290,821</b>	75%
Payroll, Taxes, Benefits	\$69,685		\$103,623	
Facility Costs	\$30,477		\$30,619	
Auto (Maintenance, Gas, Insurance)	\$16,667		\$24,975	
Supplies	\$2,795		\$1,489	
Insurance	\$13,309		\$14,610	
Advertising	\$38,688		\$25,481	
Merchant Service Fees	\$10,729		\$10,597	
All Other	\$32,693		\$13,375	
Royalty/Brand Fund	\$29,479		\$29,264	
<b>Total Indirect Costs</b>	<b>\$244,522</b>		<b>\$254,033</b>	
<b>EBITDA (Margin)</b>	<b>\$52,578</b>		<b>\$36,788</b>	
Usual expenses due to Company operations				
Facility costs	\$22,200	*	\$22,150	*
General Manager expense	\$48,000	**	\$48,000	**
Employee benefits	\$2,309	***	\$2,276	***
<b>Adjusted EBITDA (Margin)</b>	<b>\$125,087</b>	<b>33%</b>	<b>\$109,214</b>	<b>28%</b>
*Facility rent				
**General Manager				
*** Full employee benefits				

**Notes:**

- Total income represents revenue from mosquito, tick, & fly services, misting system installation/maintenance and special event services.

- Royalty fees represent a 10% royalty rate.
- Advertising and promotion fees represent an overall advertising spend of approximately 10% of gross revenue.
- Technology fee is \$7,200. The minimum software fee is \$125-\$2,500 per month for most locations.
- Insurance Costs may vary depending on the size of the Franchise Business and prior claims and may differ significantly based on the state in which the Franchised Business is located.
- Wages include the full-time manager's salary of \$48,000 per year. The remainder of wage expenses are associated with 4 full-time hourly Specialists and 1 full-time hourly Customer Service Representative.
- Taxes & Licensing fees will vary from state to state.

**Part II**  
**Main Line Brands, LLC (“Franchised Business Operations”)**

Part II of this financial performance representation reflects franchised Business operating information for the fiscal year of January 1, 2025 through December 31, 2025.

As of December 31, 2025, there were 134 Mosquito Authority franchisees owning 521 Mosquito Authority franchised Businesses. As of December 31, 2025, there were 154 Mosquito Authority franchisees owning 546 Mosquito Authority franchised Businesses.

Of the 134 franchisees that owned and operated 521 franchised Businesses as of December 31, 2025, 125 of these franchisees operating 507 franchised Business were in continual operation for the entire calendar years of 2024 and 2025. The figures set forth below are based upon these 125 franchisees, and the figures are taken directly from Gross Revenues reports made by these franchised Businesses to us. Financial information concerning franchisees that were not Mosquito Authority franchisees for the entire 2024 and 2025 calendar years is not included in this representation.

The average Gross Revenue of the 125 franchisees that operated 507 franchised Businesses during the 2025 fiscal year was \$463,228.

The following information is included based on the 2025 season:

- Gross Revenue by Franchisee
- Gross Revenue by Number of Territories Owned per Franchisee
- Gross Revenue by Length of Time Franchisee Has Owned the Franchise in Years
- Gross Revenues by Franchisee by Number of Years Active

<b>Gross Revenue by Franchisee</b>				
<b>2025 Gross Revenue</b>	<b>Number of Franchisees</b>	<b>Number of Franchisees (%)</b>	<b>Number of Territories Owned &amp; Operated by Franchisees</b>	<b>Number of Territories Owned &amp; Operated by Franchisees (%)</b>
<b>\$2,000,001 - and up</b>	4	3%	55	11%
<b>\$1,000,001 - \$2,000,000</b>	10	8%	80	16%
<b>\$500,001 - \$1,000,000</b>	19	15%	119	23%
<b>\$250,001 - \$500,000</b>	26	21%	105	21%
<b>\$100,001 - \$250,000</b>	35	28%	92	18%
<b>\$50,001 - \$100,000</b>	17	14%	29	6%
<b>Less than \$50,000</b>	14	11%	27	5%
<b>Total Franchisees</b>	125		507	

<b>Gross Revenue by Number of Territories Owned per Franchisee</b>					
<b>2025 Gross Revenue</b>	<b>Low Number of Territories Owned Per Franchisee</b>	<b>Median Number of Territories Owned Per Franchisee</b>	<b>High Number of Territories Owned Per Franchisee</b>	<b>Average Number of Franchised Outlets Owned Per Franchisee</b>	<b># of Franchisees that Exceed Average</b>
<b>\$2,000,001 - and up</b>	4	8	35	14	1
<b>\$1,000,001 - \$2,000,000</b>	1	5	30	8	3
<b>\$500,001-\$1,000,000</b>	1	5	19	6	7
<b>\$250,001-\$500,000</b>	1	4	8	4	12
<b>\$100,001-\$250,000</b>	1	2	10	3	14
<b>\$50,001-\$100,000</b>	1	1	5	2	7
<b>Less than \$50,000</b>	1	1	7	2	6

<b>Gross Revenue by Length of Time Franchisee Has Owned the Franchise in Years</b>					
<b>2025 Gross Revenue</b>	<b>Min Length of Time Franchisee Has Owned Franchise In Years</b>	<b>Median Length of Time Franchisee Has Owned Franchise In Years</b>	<b>Max Length of Time Franchisee Has Owned Franchise In Years</b>	<b>Average Length of Time Franchisee Has Owned Franchise In Years</b>	<b># of Franchisees that Exceed Average</b>
<b>\$2,000,001 - and up</b>	12.5	14.6	15.1	14.2	3
<b>\$1,000,001 - \$2,000,000</b>	6.1	13.5	15.7	12.9	6
<b>\$500,001-\$1,000,000</b>	5.9	12.8	15.8	12.3	11
<b>\$250,001-\$500,000</b>	3.0	9.2	14.7	9.2	13
<b>\$100,001-\$250,000</b>	3.0	11.4	14.8	9.6	21
<b>\$50,001-\$100,000</b>	2.8	8.7	16.1	7.9	9
<b>Less than \$50,000</b>	2.1	3.8	9.6	3.9	7

**Gross Revenues by Franchisee by Number of Years Active**

	<b>Low Revenue</b>	<b>High Revenue</b>	<b>Average Revenue</b>	<b>Median Revenue</b>	<b># of Franchisees</b>	<b># of Outlets</b>	<b># of Franchisees Who Exceed Average</b>
<b>At Least 2 Full Seasons</b>	\$8,115.58	\$97,846.00	\$36,778.10	\$30,925.36	6	10	2
<b>At Least 3 Full Seasons</b>	\$5,828.17	\$350,477.08	\$162,432.45	\$147,613.96	14	39	6
<b>At Least 4 Full Seasons</b>	\$6,044.00	\$314,874.25	\$114,789.68	\$86,518.60	14	40	6
<b>At Least 5 Full Seasons</b>	\$32,111.00	\$814,182.05	\$309,063.06	\$230,608.81	8	42	3
<b>At Least 6 Full Seasons</b>	\$216,231.89	\$1,603,386.51	\$631,047.63	\$352,286.06	4	44	1
<b>At Least 7 Full Seasons</b>	\$355,299.33	\$355,299.33	\$355,299.33	\$355,299.33	1	3	0
<b>At Least 8 Full Seasons</b>	\$66,580.00	\$320,835.58	\$150,701.44	\$109,968.44	6	9	2
<b>At Least 9 Full Seasons</b>	\$35,206.40	\$547,182.72	\$279,524.79	\$276,525.35	6	34	3
<b>At Least 10+ Full Seasons</b>	\$51,450.90	\$6,807,783.94	\$694,975.07	\$415,773.21	66	286	21

This is a historic financial performance representation. The representation only relates to the subset of franchised outlets identified above does not relate to the performance of all of the System’s existing franchisees or franchised outlets.

No franchised outlets included in this Item 19 received any services that were not generally available to other Mosquito Authority franchised outlets, and each outlet offered similar products and services as would generally be offered by a typical Mosquito Authority franchised outlet.

**Some outlets have earned this amount. 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 the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, 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 Jason Pritchard, 2359 Perimeter Pointe Parkway, Suite 250, Charlotte, North Carolina 28208, 28602; Tel: (888) 824-6797, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20  
OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1  
SYSTEMWIDE OUTLET SUMMARY FOR FISCAL YEARS 2023 to 2025**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlet at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2023	529	539	+10
	2024	539	546	+7
	2025	546	521	-25
Company-Owned***	2023	1	2	+1
	2024	2	1	-1
	2025	1	1	-
<b>Total Outlets</b>	<b>2023</b>	530	541	+11
	<b>2024</b>	541	547	+6
	<b>2025</b>	547	522	-25

\*We list each separate Territory as an Outlet in the tables in Item 20. Many of our older franchisees have multiple franchise agreements and/or multiple Territories. As of the end of our 2025 fiscal year, 57 of the 521 Territories in operation are considered Home Town Franchises. See Exhibit C.

\*\*In February 2022, we purchased and now own and operate a single Mosquito, Tick and Fly Control Specialty Businesses in Hickory, North Carolina, which prior to our purchase was owned by the wife of our founder and current Manager of Holdings. In 2023, we purchased a second Mosquito, Tick and Fly Control Specialty Businesses in West Chester, Pennsylvania, but we resold it to another franchisee in 2024. We also franchise Pest Authority Businesses that provide similar products and services to Mosquito, Tick and Fly Control Specialty Businesses.

**Table No. 2  
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS  
(OTHER THAN THE FRANCHISOR)  
FOR YEARS 2023 to 2025**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
California	2023	0
	2024	2
	2025	0
Colorado	2023	5
	2024	4
	2025	0
Connecticut	2023	4
	2024	0
	2025	0
Florida	2023	0