

<b>Provision</b>	<b>Section in Franchise Agreement or Other Agreement</b>	<b>Summary</b>
s. Modification of the agreement	Sections 2.3, 7.3 & 20.11 of Franchise Agreement	Franchise Agreement: No modifications of Franchise Agreement during term unless mutually agreed upon in writing, but Operating Manual subject to change. Modifications permitted on renewal.
t. Integration/merger clause	Section 20.5 of Franchise Agreement	Only the terms of the franchise agreement are binding (subject to state law). Any representations or promises outside of the disclosure document, franchise agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	Section 19 of Franchise Agreement	Except for certain claims, all disputes must first be submitted to non-binding mediation, and if unsuccessful, then arbitrated in Virginia, subject to state law
v. Choice of forum	Sections 19.1 & 20.1	Mediation and arbitration must be in Virginia, subject to state law
w. Choice of law	Sections 19.1 & 20.1 of Franchise Agreement	Virginia law applies, subject to state law.

## **ITEM 18 PUBLIC FIGURES**

We do not currently use any public figure 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 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 a franchisee is 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 September 30, 2025, there was one affiliate-owned Bumble Roofing business and 20 Bumble Roofing franchisees operating in 63 territories.

### **A. Gross Franchise Sales for First Six Months and First Twelve Months of Operation**

The following table presents the average annual Gross Sales realized by certain Bumble Roofing franchisees in the first six months of operation and first twelve months of operation completed as of fiscal year ending September 30, 2025. “Gross Sales” for the purpose of this Part A is defined as the total sales of roofing services to Bumble Roofing customers whether completed or not, including full roof replacement, partial roof replacement, and roof repair. Gross Sales do not include any taxes, customer refunds, discounts, or credits made.

The information provided in the table below was compiled from eight Bumble Roofing franchisees that operated 26 territories and were operational for an entire 12 months as of September 30, 2025 (“Reporting Period”). The data excludes 14 franchisees that either began operations during the Reporting Period, were not operational during the entire Reporting Period, or ceased active operations during the Reporting Period

(two of which were open for less than 12 months). The information in the table below also excludes our Company-Owned Outlet (as defined below).

Location	Start Date	First 6 months Gross Sales	First 12 months Gross Sales
Outlet 1	Mar-24	\$544,831	\$1,394,876
Outlet 2	Apr-24	\$1,160,936	\$1,538,769
Outlet 3	May-24	\$128,375	\$303,150
Outlet 4	May-24	\$203,486	\$236,433
Outlet 5	May-24	\$295,351	\$496,278
Outlet 6	Jul-24	\$906,532	\$1,529,867
Outlet 7	Aug-24	\$18,266	\$94,195
Outlet 8	Sep-24	\$65,539	\$567,885
<b>Average</b>		<b>\$415,414</b>	<b>\$770,182</b>
<b>Median</b>		<b>\$249,419</b>	<b>\$532,082</b>

### **B. Gross Revenue Less Cost of Goods Sold and Certain Key Operating Expenses of Reporting Franchisees and Company Operations as of September 30, 2025**

The chart below presents information for the four franchisees and one Bumble Roofing company-owned outlet in Los Angeles, California (“Company-Owned Outlet”) that had been open and operating on a full-time basis at least 12 months as of September 30, 2025 and provided all requested information. Among the four franchisees included in Part B: Franchise Outlet 1 operates in three territories; Franchise Outlet 2 operates in four territories; Franchise Outlet 3 operates in four territories; and Franchise Outlet 4 operates in three territories. The Company-Owned Outlet was not limited by the territorial boundaries and performed roofing services in what would have been 12.5 franchise territories. However, in zip codes where the Company-Owned Outlet serviced more than one customer, when aggregated, was equivalent to four territories. The Company-Owned Outlet reports its data in the aggregate for all of its territories.

The data excludes 20 franchisees that either began operations during the Reporting Period, were not operational during the entire Reporting Period, ceased active operations during the Reporting Period (three of which were open for less than 12 months), or did not provide us with the requested information.

The chart reflects the gross revenue, cost of goods sold, and certain key operating expenses in the Reporting Period for these outlets, both as a dollar amount and as a percentage of total revenue. Seventeen franchises were excluded from the chart below either due to not being in operation for the full Reporting Period or not providing data necessary for inclusion.

The Company-Owned Outlet included in this financial performance representation offers services that you may not be authorized to use under the terms of your Franchise Agreement. However, we have excluded data from those and other services from this financial performance representation. The data included below is only for the full offering of roofing installation and roofing related products and services including replacement and maintenance options for residential and commercial customers that you will also be authorized to offer (the “Roofing Services”). The Roofing Services offered under our Marks by the Company-Owned Outlet are substantially similar to franchised Roofing Businesses for which we are offering franchises in this disclosure document.

	Franchise Outlet 1	Franchise Outlet 2	Franchise Outlet 3	Franchise Outlet 4	Company- Owned Outlet
<b>Gross Revenue</b>	<b>241,952</b>	<b>347,748</b>	<b>1,221,515</b>	<b>1,700,436</b>	<b>4,854,574</b>
<b>Cost of Goods Sold</b>					
Materials Purchases	88,304	147,440	470,373	673,252	2,044,719
Install Labor - Subcontractor	46,659	74,446	390,390	458,176	1,430,809
Other Cost of Goods Sold	3,756	14,227	-	50,927	90,214
<b>Gross Profit</b>	<b>103,233</b>	<b>111,636</b>	<b>360,752</b>	<b>518,081</b>	<b>1,288,832</b>
<b>Expenses</b>					
Royalty Expense - Sales	15,727	22,604	79,398	110,528	287,002
National Branding & Marketing Fees	2,420	3,477	12,215	17,004	48,546
Advertising & Marketing	49,743	35,630	196,677	57,119	259,738
Bank Charges & Merchant Fees	4,582	5,265	16,635	12,427	38,526
Small Tools, Supplies & Uniforms	2,573	4,827	4,347	1,858	622
Technology Services	14,111	10,899	18,377	18,729	33,727
Telephone & Cell Phone	2,308	6,357	4,017	3,029	-
Vehicle - Fuel & Maintenance	1,384	4,986	6,273	9,766	53,474
<b>% of Revenue Metrics</b>					
Gross Revenue	241,952	347,748	1,221,515	1,700,436	4,854,574
<b>Cost of Goods Sold</b>					
Materials Purchases	36.5%	42.4%	38.5%	39.6%	42.1%
Install Labor - Subcontractor	19.3%	21.4%	32.0%	26.9%	29.5%
Other Cost of Goods Sold	1.6%	4.1%	0.0%	3.0%	1.9%
Gross Profit	42.7%	32.1%	29.5%	30.5%	26.5%
<b>Expenses</b>					
Royalty Expense - Sales	6.5%	6.5%	6.5%	6.5%	5.9%
National Branding & Marketing Fees	1.0%	1.0%	1.0%	1.0%	1.0%
Advertising & Marketing	20.6%	10.2%	16.1%	3.4%	5.4%
Bank Charges & Merchant Fees	1.9%	1.5%	1.4%	0.7%	0.8%
Small Tools, Supplies & Uniforms	1.1%	1.4%	0.4%	0.1%	0.0%
Technology Services	5.8%	3.1%	1.5%	1.1%	0.7%
Telephone & Cell Phone	1.0%	1.8%	0.3%	0.2%	0.0%
Vehicle - Fuel & Maintenance	0.6%	1.4%	0.5%	0.6%	1.1%

Notes for the categories presented above:

“Gross Revenue” for purposes of this Part B means the gross total of all receipts derived from all sales of completed roofing services. “Gross Revenue” in this Part B does not include revenue for services that were sold but not yet completed, nor does it include any taxes or refunds. “% of Revenue” is calculated by taking the respective amount and dividing it by the average Gross Revenue.

“Material Purchases” includes the direct roofing materials including shingles, clay or concrete tiles, asphalt rolled roofing, lumber, underlayment, roofing nails, ice/water shields and sheet metal commonly used in the installation of a roofing project.

“Install Labor – Subcontractor” includes the subcontracted labor hired to install a roofing project. Install labor for subcontractors does not include any benefits or unemployment insurance.

“Other Cost of Goods Sold” includes dumpster fees, disposal fees, permit fees, and any other fees related to the roofing project not listed above.

“Royalty Expense – Sales” has the same general meaning as the Royalty Fee as described in this FDD. The Company-Owned Outlet is not required to pay Royalty Fees, so they have been imputed to reflect what a franchisee would have paid under this disclosure document.

“National Branding & Marketing Fees” has the same general meaning as the National Branding & Marketing Fees as described in this FDD. The Company-Owned Outlet may but is not required to pay National Branding & Marketing Fees, so they have been imputed to reflect what a franchisee would have paid under this disclosure document.

“Advertising & Marketing” includes all the expenses incurred by the outlet for advertising and marketing services within their respective territories for the purpose of generating customer leads for roofing projects.

“Bank Charges & Merchant Fees” includes all the expenses associated with monthly banking fees to maintain a local banking relationship and credit card processing fees for accepting customer payments.

“Small Tools, Supplies, & Uniforms” includes the cost of installation tools and equipment, supplies, and uniforms.

“Technology Services” refers to the amount spent on licensing the field services technology platforms for and office and field devices, including the Technology Fee.

“Telephone & Cell Phone” refers to the amount spent on licensing and maintaining telephone systems or a VOIP phone system.

“Vehicle – Fuel & Maintenance” includes the cost of vehicle lease, fuel, and maintenance costs for service vehicles. It does not include automobile insurance costs and if the Reporting Franchisees own the vehicle, it does not include depreciation expense associated with the vehicle.

### **C. Average and Median Contract Price and Gross Profit Margin for Bumble Roofing Projects during the Last Twelve months ending September 30, 2025.**

The table below presents the median and average contract price and the average and median gross profit margin for completed roofing projects by certain Bumble Roofing businesses in the twelve-month period ending September 30, 2025 (“Reporting Period”). The information in the table was divided into two segments: roofing jobs with a contract value above seven thousand dollars and roofing jobs with a contract value below seven thousand dollars. We estimate that projects greater in value than seven thousand dollars are likely to be full roof replacement projects. We estimate that projects lesser in value than seven thousand dollars are likely to be partial roof replacement or repair projects.

The information provided in the table below was compiled by examining the Gross Revenue derived from 602 completed roofing projects identified from 14 Bumble Roofing franchisees that were operational during the Reporting Period as well as the one Company-Owned Outlet. The data was reported from Profit and Loss by Customer reports captured from the reporting locations’ QuickBooks Online accounting software during the Reporting Period. This information does not include projects that were sold but not completed in the

Reporting Period and excludes seven franchises that did not provide the proper completed contract accounting data necessary to analyze completed roofing projects. The data also excludes 8 franchisees that either began operations during the Reporting Period or ceased active operations during the Reporting Period (two of which were open for less than 12 months).

Contract Value	Job					# and % Above	Average Gross	Median Gross	# and % above
	Count	Minimum	Maximum	Average	Median	Average	Profit Margin	Profit Margin	Average GPM
Above \$7,000	394	\$7,085	\$891,828	\$23,356	\$19,343	137 (35%)	36.1%	36.9%	207 (52%)
Below \$7,000	208	\$100	\$6,999	\$2,203	\$1,367	70 (34%)	44.6%	46.8%	110 (53%)
<b>Total</b>	<b>602</b>			<b>\$16,047</b>	<b>\$12,997</b>	<b>248 (41%)</b>	<b>39.0%</b>	<b>38.6%</b>	<b>295 (49%)</b>

Gross Profit Margin (or “GPM”) for a Bumble Roofing project is calculated by taking the total dollar contract value from a completed roofing project for a particular franchisee included in the above table less the Cost of Materials and Cost of Labor (as defined in Part B above) for the project, divided by the total dollar contract value from a completed roofing project for a particular franchisee included in the above table.

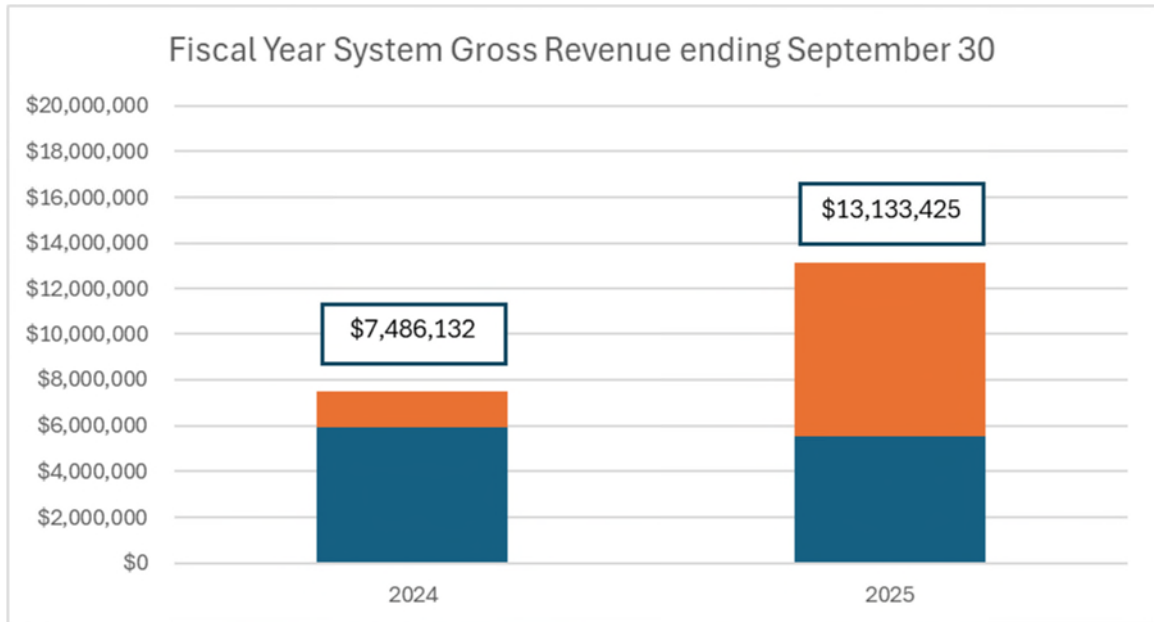
Additionally, other fixed and variable costs and expenses associated with operating a Bumble Roofing Business, including, without limitation, franchisee’s salary, administrative salaries, sales expenses, automobile expenses, insurance costs, royalty fees, and advertising and marketing expenses are not considered in the measurement of Bumble Roofing contract values or gross profit margin calculations. You should conduct an independent investigation of the potential costs and expenses you will incur in operating your Bumble Roofing Business.

**D. Aggregate Bumble Roofing System Gross Revenue for Fiscal Years Ending September 30 in 2024 and 2025**

The information provided in the table below is based on the aggregate Gross Revenue (as defined above) reported to us from Bumble Roofing company operations and all Bumble Roofing franchisees whose Bumble Roofing business was operational for any part, even as little as one month if the franchisee completed initial training in September of their initial year of operations, of each fiscal year ended September 30, 2024 and September 30, 2025.

**Aggregate Bumble Roofing System Gross Revenue by Year from 2024-2025  
(Years Ending September 30)**

Fiscal Year ending September 30	System Gross Revenues	Franchise Gross Revenues	Company Owned Gross Revenues
2024	\$7,486,132	\$1,546,992	\$5,939,140
2025	\$13,133,425	\$7,617,628	\$5,515,797



*\*Orange means franchisees' gross revenue and blue means revenue from company-owned outlet.*

**Some outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.**

We will, upon reasonable request, provide to you written substantiation for the information provided in this Item 19.

Other than as described above, we do not make any representations about a franchisee's future financial performance or the past financial performance of affiliate-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 unit, 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 Scott Zide at 2426 Old Brick Road, Glen Allen VA 23060, the Federal Trade Commission and the appropriate state agencies.

**ITEM 20  
OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1  
SYSTEMWIDE OUTLET SUMMARY  
FOR FISCAL 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	0	0	0
	2024	0	52	+52
	2025	52	63	+11
Company-Owned(1)	2023	4	4	0
	2024	4	4	0
	2025	4	4	0
<b>Total Outlets</b>	<b>2023</b>	<b>4</b>	<b>4</b>	<b>0</b>
	<b>2024</b>	<b>4</b>	<b>56</b>	<b>+52</b>
	<b>2025</b>	<b>56</b>	<b>67</b>	<b>+11</b>

**Notes:**

Although Bumble Roofing of LA operated one company owned outlet, the operation was not limited by the territorial boundaries applicable to BUMBLE ROOFING® franchisees. However, in zip codes where the company owned outlet serviced more than one customer, when aggregated, was equivalent to four territories.

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

State	Year	Number of Transfers
<b>Total</b>	<b>2023</b>	<b>0</b>
	<b>2024</b>	<b>0</b>
	<b>2025</b>	<b>0</b>

**Table No. 3  
FRANCHISED OUTLETS STATUS SUMMARY  
FOR FISCAL YEARS 2023 TO 2025**

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations – other reasons	Outlets At End of Year
California	2023	0	0	0	0	0	0	0
	2024	0	0	0	0	0	0	0
	2025	0	2	0	0	0	0	2
Colorado	2023	0	0	0	0	0	0	0
	2024	0	6	0	0	0	0	6
	2025	6	0	0	0	0	0	6
Connecticut	2023	0	0	0	0	0	0	0
	2024	0	2	0	0	0	0	2
	2025	2	0	0	0	0	0	2