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NOTE: STATE-SPECIFIC ADDENDA TO THE DISCLOSURE DOCUMENT AND FRANCHISE AGREEMENT ARE FOUND IN EXHIBIT GH.

EXHIBITS

- A – Franchise Agreement (and exhibits)
- B – Promissory Note
- C – System Access Agreement
- D – Telephone Listing Authorization Agreement
- E - Additional Territory Option Agreement
- F – Lists of Franchisees and Former Franchisees
- G – Financial Statements
- H – State Specific Addenda
- I – Statement of Prospective Franchisee
- J – List of State Administrators/Agents for Service of Process
- K – Guarantee of Performance
- L - Advertising Co-Op Amendment
- M – Receipt

Provisions		Article in Additional Territory Option Agreement	Summary
t.	Integration/merger clause	Section 5.4 13	Only the terms of the Additional Territory Option Agreement, Franchise Agreement, and other related written agreements are binding (subject to applicable state law). Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable.
u.	Dispute resolution by arbitration or mediation	Sections 4.2 and 4.3	You must bring all disputes before FCI's President and CEO prior to bringing a claim before a third party. After exhausting this internal dispute resolution procedure, at our option, all disputes will be submitted first to non-binding mediation (subject to state law).
v.	Choice of forum	Section 4.4	Legal action must be in state or federal court in Georgia (subject to state law).
w.	Choice of law	Section 4.1	Georgia law will apply (subject to state law).

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PUBLIC FIGURES

We do not 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 any reasonable basis for the information, and if the information is included in the disclosure document. Financial information that differs from that included in Item 19 may only be given 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.

Background

This Item sets forth certain historical data submitted by our franchisees. As set forth in each table below, this Item discloses certain information for each of the Reporting Franchisees, and not for discrete businesses or territories. Some Reporting Franchisees may own more than one business and/or operate in more than one territory. **Written substantiation ~~offor the data used in preparing this information~~ financial performance representation will be made available to the prospective**

franchisee upon reasonable request. We have not audited this information, nor independently verified this information. The information is for the period of January 1, 2023, through December 31, 2023 (the “Measurement Period”). This Item presents certain information for our 237 US franchisees that were open for the full measurement period and excludes information from 11 franchisees that were not (i) open for the full measurement period, (ii) do not report using our current standard software, or use it inconsistently, and thus for whom we do not have complete sales data, or (ii) do not operate the franchise as a full-time venture.

Gross Revenue Installed, Gross Revenue Landed and Average Job Information

This Table presents the Gross Revenue Installed, Gross Revenue Landed and certain Job Information as reported to us by our 138 U.S. franchisees that were open and operating for more than 24 months as of December 31, 2023, and for whom we have complete sales data (the “Reporting Franchisees”). This table excludes franchises (a) who had not been open and operating for a full 24 months as of December 31, 2023, (b) for whom we do not have complete sales data, and (c) that do not operate the franchise as a full-time venture. For the purposes of this Item 19, a franchisee is deemed to have operated less than full time if the franchisee was not operating for at least one full calendar month during the Measurement Period. Data for startup Franchisees who were not open and operating for a full 24 months as of December 31, 2023, was excluded from this Table. The following table presents the average Gross Revenue Installed, Gross Revenue Landed and certain Job Information for the 138 Reporting Franchisees during the Measurement Period. We have broken down the data into five groups (each, a “Group”) based on the Reporting Franchisees’ Gross Revenue Installed, as further described below.

Gross Revenue Installed, Gross Revenue Landed and Average Job Information For Calendar Year 2023

Group by Average Revenue Installed	Number of Reporting Franchisees	Average Gross Revenue Installed	Average Gross Revenue Landed	Leads	Proposals	Average Job Size	Success Rate	Slippage Rate	Gross Margin %	Median and Number of Reporting Franchisees Meeting or Exceeding the Average
Top 10%	13	\$3,061,842	\$3,304,408	1,422	765	\$8,372	54%	43%	45%	Rev. Installed: 3 (23%) Median: \$2,505,808 High: \$9,352,094 Low: \$2,003,485
										Rev. Landed: 3 (23%) Median: \$2,710,375 High: \$10,411,861 Low: \$1,985,699
										Leads: 4 (31%) Median: 1,332