

### Veteran Discount

To honor those men and women who have served our country in the U.S. Armed Forces, if your operating principal is a veteran, we will offer a 10% discount off the initial franchise fee for your first unit, contingent upon verification of honorable separation. Veteran ID cards, a DD-214, and other documentation will be required to provide proof of honorable discharged status.

### Required Purchases from the Franchisor or an Affiliate

In addition to the initial franchise fee, at signing the franchise agreement you will pay us a set-up fee of \$50,000 to \$55,000 (depending on the options you choose to add and whether your purchase or lease the skid), payable in one lump sum. The set-up fee includes the following items: equipment and tools (skid, chem order, ladder rack, inside racking, waterfed poles, window hand wash, screen washer, gutter vac and pole, dryer vent cleaning, air compressor, graffiti order).

Franchisees must also pay us a pre-opening and grand opening marketing and blitzing assistance fee of \$15,000 payable in one lump sum, and an IT set-up fee of \$2,500-- payable in one lump sum.

### Initial Training

There is no training fee for up to 4 attendees, who must include your owners, operating principal, and manager(s). We may allow you to bring additional attendees with our prior written consent. The cost of additional trainees to attend the initial training is \$2,500 per additional attendee. You will also be responsible for pay all travel, lodging, food and expenses of your trainees. All attendees must attend the same training session.

### Uniformity and Refunds

These costs and fees are uniform and non-refundable, except as described above for all franchisees.

## ITEM 6 OTHER FEES

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Royalty <sup>1,5</sup>	6% of gross sales for sales up to \$500,000 4% of gross sales for sales over \$500,001; there is a \$500 minimum royalty	Payable monthly to be received via electronic transfer by the first day of each month for the previous month's gross sales	Gross sales include all revenue from the franchise business but do not include sales tax. The \$500 minimum monthly royalty applies after 6 months of opening, regardless of gross sales.
National Advertising Fund Fee <sup>1,2</sup>	Greater of \$429, plus taxes or 2% per of monthly gross sales	Payable monthly to be received by the first day of each month	The first payment of this fee is due on the first day of the fourth month after signing the franchise agreement.
Successor Franchise Fee <sup>1</sup>	\$7,500	Prior to your entering into a successor franchise agreement	A successor franchise agreement is available to you only if you meet each of the requirements described in the franchise agreement at the time of your timely election to enter into a successor agreement.



Government required insurances	All workers' compensation and employment insurance on your employees as required under all federal and state laws (cannot exclude owner-operator requirement)
--------------------------------	---

These policies (excluding worker's compensation) will insure you, us, and our officers, directors, and nominees as additional insureds against any liability that may accrue by reason of your ownership, maintenance or operation of the franchise business. These policies will stipulate that we will receive a 30-day written notice prior to cancellation or termination, and we must receive a 30-day notice of any modification. Original or duplicate copies of all insurance policies, certificates of insurance, or other proof of insurance acceptable to us must be furnished to us together with proof of payment prior to you beginning operations. You need to make an independent determination as to whether increased amounts or additional types of insurance are appropriate.

If you fail to obtain or maintain insurance, we may obtain insurance for you, and you will pay us the premium costs. We may periodically modify or adjust the amounts of coverage required and/or require different or additional coverage. We do not derive revenue from your purchase of insurance. We recommend you consult with your insurance agent prior to signing the franchise agreement. We have the right to require that you obtain from your insurance company, and subsequently provide to us for our review, a report of claims made and reserves set against your insurance (commonly known as "loss runs").

Approved Suppliers

We may enter into contracts with suppliers for items or services purchased by our franchisees. Pursuant to these contracts, you must purchase items or services from approved suppliers.

All currently approved suppliers and specifications are made available to you before the beginning of operations. You must receive our prior written approval to deviate in any manner from our specifications.

Ownership in Approved Suppliers

None of our officers have a direct ownership interest in any of our suppliers.

Proportion of Required Purchases and Leases

We estimate that the proportion of required purchases or leases will represent 80% to 90% of your overall purchases in opening your franchise business and 60% to 80% of your overall purchases in operating your franchise business.

Revenue to Us and Our Affiliates from Required Purchases

In the last fiscal year ending on September 30, 2025, we did not obtain any revenues from the sale of these products and services to franchisees. [In the last fiscal year ending on September 30, 2025, our affiliate did not obtain any revenues from the sale of these products and services to franchisees.](#)

At times we may supply a franchisee with a fully equipped franchise business. In such instance, the franchisee will reimburse us our actual costs, plus a reasonable margin of profit not to exceed 19% for purchase, delivery and installation of the equipment, supplies, and inventory.

Non-Approved Suppliers

Except for certain trademark and private label items and designated source items described above, if you desire to use a particular supplier, or if you would like us to consider alternative goods, and if that supplier or good meets the specifications and requirements of our system, at our discretion, we may approve that supplier to become an approved supplier or for that good to become an approved good in our system.

You may establish suppliers on the approved list by making an appropriate application to us. The following general criteria is used in considering whether a supplier will be designated as an approved source (or if an alternative good will be approved): the ability of the supplier to make the product to our standards



Neither we, nor an affiliate operates, franchises, or has plans to operate or franchise a business that sells or will sell goods or services similar to those sold in your franchise using a different trademark.

## ITEM 13 TRADEMARKS

### Non-Exclusive Grant of the Trademark


Under the franchise agreement, we grant you the non-exclusive right to use certain of our trademarks in the operation of your franchise business. You may also use future trademarks in the operation of your franchise business, as we designate. You will not at any time acquire any rights in the trademarks. By trademarks we mean our trade names, trademarks, commercial symbols, service marks and logos.

### Agreements Regarding the Trademark

Under a license agreement entered into between Gorilla Franchise Services Ltd. and us in 2019, we were granted the right to use and sublicense the trademarks for 50 years, which license will automatically renew for one-year terms for up to 25 additional years. The license may be terminated only for our uncured material defaults; however, all franchisees in good standing will be able to continue to use the licensed marks through the end of their respective then-current franchise agreement term. The terms and provisions of the license agreement cannot be modified without written authorization from both parties.

### Registered Trademarks

The following trademarks, service marks, trade names, logotypes or other commercial symbols listed below are registered or have been filed for registration with the United States Patent and Trademark Office on the Principal Register ~~or the mark has not been filed for registration, but we claim common law rights in the mark.~~ All required affidavits and renewals have been filed.

Registration	Word or Design Mark	Registry	Registration Date	Status
6,660,096	 (design mark)	Principal	March 1, 2022	Registered
6,594,457	GORILLA PROPERTY SERVICES (word mark)	Principal	December 21, 2021	Registered
6,660,163	GORILLA PROPERTY SERVICES (word mark)	Principal	March 1, 2022	Registered

### Registered Domain Names

We have registered, among many others, the Uniform Resource Locators (domain names) <https://gorillapropertyservices.com>. You may not register or own a domain name, social media account, email account, etc., using our trademark or any derivative of our trademark in a domain name, and you may not create or register any domain name, social media, email, etc., in connection with your franchise business or the franchise system without our prior written permission.

### Use of the Trademark

You must promptly modify or discontinue the use of a trademark at your cost if we modify or discontinue it, and you have no rights to compensation or otherwise under the franchise agreement if we require you to modify or discontinue using a trademark, or we require you to use a different trademark.

### Government Determinations Regarding the Trademarks

There are presently no effective determinations by the United States Patent and Trademark Office, Trademark Trial and Appeal Board, the trademark administrator of any state or any court or pending interference, opposition or cancellation proceeding, or pending material litigation involving the trademarks.



**ITEM 18  
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 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 location or under particular circumstances.

The below table is an historic performance representation for 32 of our Canadian-based franchisees that were open and operating for the full 2024 calendar year as of December 31, 2024. 6 Canadian-based franchisees signed franchise agreements in 2024 and because they were not open for the entire calendar year, are not included in this Item 19. We also have not included information on our single US-based franchisee located in Henderson, Nevada because this franchise was signed as a test market and is not required to report or pay royalties; therefore, there is no information from which we can base a financial performance representation.

The table sets forth the total, average, median, highest, and lowest Gross Revenue figures for 2024. Canadian franchisees operate businesses that are substantially similar to those that will open in the U.S., with substantially similar performance results, parity pricing per service (e.g. [a Canadian franchisee will charge](#) \$250 CAD and [a US franchisee will charge](#) \$250 USD for the same service), and no material differences between the data of the two groups other than the currency and potential tax rate differences.

Two of our franchisees own multiple territories but report one sales number to us for all of their territories. Of these two franchises, both own two territories each. Each of these franchises’ total sales have been represented as a single franchise location for purposes of the tables below, and have been represented in a single table, as Table No. 2.

All dollar amounts are presented in CAD and ~~USD. Canadian dollar amounts reflect actual figures as of December 31, 2024. U.S. Dollar (USD) amounts have been converted from CAD using the exchange rate in effect on Dec 12, 2025, of 0.72~~not USD.

**Canadian Franchisees  
January 2024 through December 2024**

**Table No. 1**

<a href="#">Number of franchisees in range</a>	<a href="#">32</a>
<a href="#">Total gross revenue</a>	<a href="#">\$10,028,981.01</a>
<a href="#">Gross Revenue per Franchisee</a>	
<a href="#">Average gross revenue including multi-unit owners reporting one total number</a>	<a href="#">\$313,405.66</a>



<a href="#">Median gross revenue including multi-unit owners reporting one total number</a>	<u>\$221,368.06</u>
<a href="#">Number and percent of franchisees at or above average gross revenue</a>	9/28%
<a href="#">Highest gross revenue</a>	<u>\$1,305,911.57</u>
<a href="#">Lowest gross revenue</a>	<u>\$52,187.00</u>
<a href="#">Average gross revenue of top 25%</a>	<u>\$662,547.82</u>
<a href="#">Median gross revenue of top 25%</a>	<u>\$535,061.78</u>
<a href="#">Number and percent of franchisees at or above average of top 25%</a>	4/50%
<a href="#">Highest gross revenue of top 25%</a>	<u>\$1,305,911.57</u>
<a href="#">Lowest gross revenue of top 25%</a>	<u>\$465,900.78</u>
<a href="#">Average gross revenue of bottom 25%</a>	<u>\$129,270.21</u>
<a href="#">Median gross revenue of bottom 25%</a>	<u>\$144,808.43</u>
<a href="#">Number and percent of franchisees at or above average of bottom 25%</a>	6/75%
<a href="#">Highest gross revenue of bottom 25%</a>	<u>\$165,632.01</u>
<a href="#">Lowest gross revenue of bottom 25%</a>	<u>\$52,187.00</u>

	<b>CAD</b>	<b>USD</b>
Number of franchisees in range	32	32
Total gross revenue	\$10,028,981.01	\$7,242,098
<b>Gross Revenue per Franchisee</b>		
Average gross revenue including multi-unit owners reporting one total number	\$313,405.66	\$226,316
Median gross revenue including multi-unit owners reporting one total number	\$221,368.06	\$159,854
Number and percent of franchisees at or above average gross revenue	9/28%	
Highest gross revenue	\$1,305,911.57	\$943,021
Lowest gross revenue	\$52,187.00	\$37,685.10
Average gross revenue of top 25%	\$662,547.82	\$478,437
Median gross revenue of top 25%	\$535,061.78	\$386,377
Number and percent of franchisees at or above average of top 25%	4/50%	
Highest gross revenue of top 25%	\$1,305,911.57	\$943,021
Lowest gross revenue of top 25%	\$465,900.78	\$336,435
Average gross revenue of bottom 25%	\$129,270.21	\$93,348.2
Median gross revenue of bottom 25%	\$144,808.43	\$104,569



Number and percent of franchisees at or above average of bottom 25%	6/75%	
Highest gross revenue of bottom 25%	\$165,632.01	\$119,606
Lowest gross revenue of bottom 25%	\$52,187.00	\$37,685.10

The below chart represents Gross Revenue figures for two of our franchisees with multiple territories. Each franchisee owns two territories. One franchisee had a territory reporting revenue for the full year and the other territory is for 11 months of revenue. The other franchisee had a territory reporting revenue for the full year and the other territory is for 5 months of revenue.

**Canadian Franchisees -2 Multi-Unit Combined Figures  
January 2024 through December 2024**

**Table No. 2**

	<u>CAD</u>
<u>Number of franchisees in range</u>	2
<u>Total gross revenue</u>	\$407,430.76
<b><u>Gross Revenue</u></b>	
<u>Average gross revenue for multi-unit owners reporting one total number</u>	\$203,715.38
<u>Median gross revenue including multi-unit owners reporting one total number</u>	\$203,715.38
<u>Number and percent of franchisees at or above average gross revenue</u>	1/50%
<u>Highest gross revenue</u>	\$211,954.76
<u>Lowest gross revenue</u>	\$195,476.00

	<b>CAD</b>	<b>USD</b>
<u>Number of franchisees in range</u>	2	2
<u>Total gross revenue</u>	\$407,430.76	\$295,397
<b>Gross Revenue</b>		
<u>Average gross revenue for multi-unit owners reporting one total number</u>	\$203,715.38	\$147,698
<u>Median gross revenue including multi-unit owners reporting one total number</u>	\$203,715.38	\$147,698
<u>Number and percent of franchisees at or above average gross revenue</u>	1/50%	
<u>Highest gross revenue</u>	\$211,954.76	\$153,672
<u>Lowest gross revenue</u>	\$195,476.00	\$141,725



The following two tables (Table No. 3 and Table No. 4) are an historical representation based on data for 6 of our franchisees. We requested profit and expense information from all of our Canadian franchisees, and only 6 sent back complete information and we have used that information. Of the 6 franchisees, 2 have been in business for 6 years, 3 have been in business for 5 years, and 1 has been in business for 18 months. We are providing all the information provided to us and represents the entire subset of respondents. The information is for the time period of January 1, 2024, through December 31, 2024.

The first table represents the gross profit margin for the 6 franchisees and the second table shows the average and median p&l for the same 6 franchisees.

**Table No. 3**

<u>Gross Profit Margin</u>	
	<u>CAD</u>
<u>Average gross profit margin</u>	<u>49%</u>
<u>Median gross profit margin</u>	<u>49%</u>
<u>Number and percent franchisees at or above average gross profit margin</u>	<u>4/67%</u>
<u>High in calculating the average gross profit margin</u>	<u>\$1,321,184 CAD</u>
<u>Low in calculating the average gross profit margin</u>	<u>\$300,650 CAD</u>

<u>Gross Profit Margin</u>		
	<u>CAD</u>	<u>USD</u>
<u>Average gross profit margin</u>	<u>49%</u>	
<u>Median gross profit margin</u>	<u>49%</u>	
<u>Number and percent franchisees at or above average gross profit margin</u>	<u>4/67%</u>	
<u>High in calculating the average gross profit margin</u>	<u>\$1,321,184</u>	<u>\$957,889</u>
<u>Low in calculating the average gross profit margin</u>	<u>\$300,650 CAD</u>	<u>\$217,978 USD</u>

**Table No. 4**

<u>January 1, 2024 – December 31, 2024</u>		
<u>PROFIT &amp; LOSS</u>		
	<u>CAD Average</u>	<u>CAD Median</u>
<u>Total Income</u>	<u>\$666,233 CAD</u>	<u>\$512,827 CAD</u>
<u>High income used to calculate average: \$1,321,184 CAD</u>		
<u>Low income used to calculate average: \$300,650 CAD</u>		
<u>Number and percent of franchisees at or above average total income: 2/33%</u>		
<u>Cost of Goods Sold</u>	<u>\$346,508 CAD</u>	<u>\$267,064 CAD</u>
<u>High cost of goods sold: \$207,120 CAD</u>		
<u>Low cost of goods sold: \$40,981 CAD</u>		
<u>Number and percent of franchisees at or above average COGS: 2/33%</u>		



<b>Gross Profit</b>	<b>\$319,724 CAD</b>	<b>\$245,763 CAD</b>
<u>High gross profit: \$781,433 CAD</u>		
<u>Low gross profit: \$152,236 CAD</u>		
<u>Number and percent of franchisees at or above average gross profit: 2/33%</u>		
<b>Expenses</b>		
<b>Bank Fees &amp; Service Charges</b>		
	<b>\$7,006 CAD</b>	<b>\$4,696 CAD</b>
<u>High bank fees: \$11,847 CAD</u>		
<u>Low bank fees: \$1,529 CAD</u>		
<u>Number and percent of franchisees at or above average bank fees &amp; service charges: 3/50%</u>		
<b>Advertising Fund</b>	<b>\$5,324 CAD</b>	<b>\$4,865 CAD</b>
<u>High advertising: \$7,176 CAD</u>		
<u>Low advertising: \$4,788 CAD</u>		
<u>Number and percent of franchisees at or above average advertising fund: 1/17%</u>		
<b>Royalties</b>	<b>\$35,919 CAD</b>	<b>\$28,672 CAD</b>
<u>High royalties: \$59,403 CAD</u>		
<u>Low royalties: \$15,265 CAD</u>		
<u>Number and percent of franchisees at or above average royalties: 2/33%</u>		
<b>Insurance</b>	<b>\$11,360 CAD</b>	<b>\$8,559 CAD</b>
<u>High insurance: \$21,426 CAD</u>		
<u>Low insurance: \$366 CAD</u>		
<u>Number and percent of franchisees at or above average insurance: 3/50%</u>		
<b>Legal &amp; Accounting Services</b>	<b>\$8,520 CAD</b>	<b>\$8,489 CAD</b>
<u>High legal &amp; accounting: \$12,099 CAD</u>		
<u>Low legal &amp; accounting: \$2,850 CAD</u>		
<u>Number and percent of franchisees at or above average legal &amp; accounting: 3/50%</u>		
<b>Licenses &amp; Permits</b>	<b>\$140 CAD</b>	<b>\$120 CAD</b>
<u>High licenses &amp; permits: \$599 CAD</u>		
<u>Low licenses &amp; permits: \$0 CAD</u>		
<u>Number and percent of franchisees at or above average licenses &amp; permits: 2/33%</u>		
<b>Office Supplies</b>	<b>\$7,327 CAD</b>	<b>\$7,618 CAD</b>
<u>High office supplies: \$14,759 CAD</u>		
<u>Low office supplies: \$950 CAD</u>		
<u>Number and percent of franchisees at or above average office supplies: 3/50%</u>		
<b>Telephone &amp; Call Centre</b>	<b>\$4,288 CAD</b>	<b>\$2,344 CAD</b>
<u>High phone &amp; call centre: \$7,440 CAD</u>		
<u>Low phone &amp; call centre: \$1,699 CAD</u>		
<u>Number and percent of franchisees at or above average phone &amp; call centre: 3/50%</u>		
<b>Auto</b>	<b>\$47,071 CAD</b>	<b>\$36,080 CAD</b>
<u>High auto: \$151,159 CAD</u>		
<u>Low auto: \$6,919 CAD</u>		
<u>Number and percent of franchisees at or above average auto: 2/33%</u>		
<b>Uniforms</b>	<b>\$846 CAD</b>	<b>\$1,385 CAD</b>
<u>High uniform: \$2,770 CAD</u>		
<u>Low uniform: \$0 CAD</u>		
<u>Number and percent of franchisees at or above average uniforms: 2/33%</u>		
<b>Small Tools &amp; Supplies</b>	<b>\$11,090 CAD</b>	<b>\$5,759 CAD</b>
<u>High tools &amp; supplies: \$20,930 CAD</u>		
<u>Low tools &amp; supplies: \$0 CAD</u>		
<u>Number and percent of franchisees at or above average tools &amp; supplies: 3/33%</u>		
<b>Total Expenses</b>	<b>\$138,891 CAD</b>	<b>\$108,587 CAD</b>



<b>Net Income</b>	<b>\$180,834 CAD</b>	<b>\$137,176 CAD</b>
High net income used to calculate average: \$509,947.39 CAD		
Low net income used to calculate average: \$58,811.20 CAD		
Number and percent of franchisees at or above average net income: 1/17%		

<b>January 1, 2024 – December 31, 2024</b>		
<b>PROFIT &amp; LOSS</b>		
	<b>Average</b>	<b>Median</b>
<b>Total Income</b>	\$666,233 CAD \$483,034 USD	\$512,827 CAD \$371,811 USD
High income used to calculate average: \$1,321,184 CAD/\$957,889 USD		
Low income used to calculate average: \$300,650 CAD/\$217,978 USD		
Number and percent of franchisees at or above average total income: 2/33%		
<b>Cost of Goods Sold</b>	\$346,508 CAD/\$251,226 USD	\$267,064 CAD/\$193,628 USD
High cost of goods sold: \$207,120 CAD/\$150,167 USD		
Low cost of goods sold: \$40,981 CAD/\$29,712.2 USD		
Number and percent of franchisees at or above average COGS: 2/33%		
<b>Gross Profit</b>	\$319,724 CAD/\$231,807 USD	\$245,763 CAD/\$178,184 USD
High gross profit: \$781,433 CAD/\$566,557 USD		
Low gross profit: \$152,236 CAD/\$110,375 USD		
Number and percent of franchisees at or above average gross profit: 2/33%		
<b>Expenses</b>		
<b>Bank Fees &amp; Service Charges</b>	\$7,006 CAD/\$5,079.51 USD	\$4,696 CAD/\$3,404.71 USD
High bank fees: \$11,847 CAD/\$8,589.35 USD		
Low bank fees: \$1,529 CAD/\$1,108.56 USD		
Number and percent of franchisees at or above average bank fees & service charges: 3/50%		
<b>Advertising Fund</b>	\$5,324 CAD/\$3,860.02 USD	\$4,865 CAD/\$3,527.24 USD
High advertising: \$7,176 CAD/\$5,202.77 USD		
Low advertising: \$4,788 CAD/\$3,471.41 USD		
Number and percent of franchisees at or above average advertising fund: 1/17%		
<b>Royalties</b>	\$35,919 CAD/\$26,042.1 USD	\$28,672 CAD/\$20,787.90 USD
High royalties: \$59,403 CAD/\$43,068.50 USD		
Low royalties: \$15,265 CAD/\$11,067.50 USD		
Number and percent of franchisees at or above average royalties: 2/33%		
<b>Insurance</b>	\$11,360 CAD/\$8,236.26 USD	\$8,559 CAD/\$6,205.47 USD
High insurance: \$21,426 CAD/\$15,534.30 USD		
Low insurance: \$366 CAD/\$265.36 USD		
Number and percent of franchisees at or above average insurance: 3/50%		
<b>Legal &amp; Accounting Services</b>	\$8,520 CAD/\$6,177.20 USD	\$8,489 CAD/\$6,154.72 USD
High legal & accounting: \$12,099 CAD/\$8,772.05 USD		
Low legal & accounting: \$2,850 CAD/\$2,066.32 USD		
Number and percent of franchisees at or above average legal & accounting: 3/50%		
<b>Licenses &amp; Permits</b>	\$140 CAD/\$101.50 USD	\$120 CAD/\$87.00 USD
High licenses & permits: \$599 CAD/\$434.29 USD		
Low licenses & permits: \$0 CAD/\$0 USD		
Number and percent of franchisees at or above average licenses & permits: 2/33%		
<b>Office Supplies</b>	\$7,327 CAD/\$5,312.24 USD	\$7,618 CAD/\$5,523.23 USD
High office supplies: \$14,759 CAD/\$10,700.60 USD		
Low office supplies: \$950 CAD/\$688.77 USD		
Number and percent of franchisees at or above average office supplies: 3/50%		



Telephone & Call Centre	\$4,288 CAD/ \$3,108.90 USD	\$2,344 CAD/ \$1,699.45 USD
High phone & call centre: \$7,440 CAD/ \$5,394.17 USD		
Low phone & call centre: \$1,699 CAD/ \$1,231.81 USD		
Number and percent of franchisees at or above average phone & call centre: 3/50%		
Auto	\$47,071 CAD/ \$34,127.60 USD	\$36,080 CAD/ \$26,158.8
High auto: \$151,159 CAD/ \$109,59 USD		
Low auto: \$6,919 CAD/ \$5,016.43 USD		
Number and percent of franchisees at or above average auto: 2/33%		
Uniforms	\$846 CAD/ \$613.37 USD	\$1,385 CAD/ \$1,004.16 USD
High uniform: \$2,770 CAD/ \$2,008.31 USD		
Low uniform: \$0 CAD/ \$0 USD		
Number and percent of franchisees at or above average uniforms: 2/33%		
Small Tools & Supplies	\$11,090 CAD/ \$8,040.51 USD	\$5,759 CAD/ \$4,175.41 USD
High tools & supplies: \$20,930 CAD/ \$15,174.70 USD		
Low tools & supplies: \$0 CAD/ \$0 USD		
Number and percent of franchisees at or above average tools & supplies: 3/33%		
<b>Total Expenses</b>	<b>\$138,891 CAD/ \$100,699 USD</b>	<b>\$108,587 CAD/ \$78,728.10 USD</b>
<b>Net Income</b>	<b>\$180,834 CAD/ \$131,109 USD</b>	<b>\$137,176 CAD/ \$99,455.80 USD</b>
High net income used to calculate average: \$509,947.39 CAD/ \$369,724 USD		
Low net income used to calculate average: \$58,811.20 CAD/ \$42,639.50 USD		
Number and percent of franchisees at or above average net income: 1/17%		

The following table shows a 5-year growth chart and includes revenue for each calendar year since 2020. We have included revenue for 2025 through September. Since December 2024, our Canadian system has increased from 32 franchisees to 43 active franchisees.

Table No. 5

5 year Growth Chart		
Year	Revenue (in CAD)	% Increase over last year
2020	\$3,054,289	68%
2021	\$4,633,991	52%
2022	\$6,982,003	51%
2023	\$8,765,834	26%
2024	\$10,573,974	21%
2025 (as of Nov 30, 2025)	\$12,053,549	

5-Year Growth Chart			
Year	Revenue (in CAD)	Revenue (in USD)	% Increase over last year
2020	\$3,054,289	\$2,214,430	68%
2021	\$4,633,991	\$3,359,750	52%
2022	\$6,982,003	\$5,062,113	51%
2023	\$8,765,834	\$6,355,431	26%



2024	\$10,573,974	\$7,666,374	21%
2025 (as of Nov 30, 2025)	\$12,053,549	\$8,739,100	

NOTES: Unless otherwise specified, the following definitions apply in this Item 19:

- “Gross Revenue” means the total of all sales of all goods and services sold, traded, bartered, or rendered by you and income of every kind and nature, including the value of a trade or other bartering, arising from your franchise business and tangible property of every kind sold by you during the term of the franchise agreement. Gross Revenue also includes insurance proceeds and/or condemnation awards for loss of sales, profits, or business. “Gross Revenue” excludes bona fide credits or returns and excludes amounts paid by you for sales or use taxes on the sale of any products or services.
- “Gross Profit” means the percentage of Gross Revenue remaining after subtracting the following from Gross Revenue: labor costs, royalties, and sales center, [National Advertising Fundmarketing](#) fees, and technology fees. Material costs (including Christmas lights) are not included in the definition of “Gross Profit.”
- “Average” means the sum of all data points in a set, divided by the number of data points in that set.
- “Median” means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the 2 numbers in the middle, adding them together, and dividing by 2.
- “Net Income” means the profit after expenses.
- “Total Income” means income before any expenses.
- The earnings claims figures do not reflect the 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 franchise business. Franchisees or former franchisees listed in this disclosure document, may be one source of this information.

**Some franchises have earned this amount. Your individual results may differ. There is no assurance you will earn as much.**

The information in this Item 19 was taken from financial statements from our Canadian franchisees. Written substantiation for the financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation, Gorilla Franchising USA, Inc. 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 Chrystal O’Leary –Accounting, Gorilla Franchising USA, Inc., 778-688-5306, [chrystal@cobooks.ca](mailto:chrystal@cobooks.ca), the Federal Trade Commission, and the appropriate state regulatory agencies.



**RECEIPT**  
(Franchisee's Copy)

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If Gorilla Franchising USA, Inc. offers you a franchise, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale. [New York law requires a franchisor to provide the Franchise Disclosure Document at the earlier of the first personal meeting or 10 business days before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship.](#)

If Gorilla Franchising USA, Inc. does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and the state administrator listed in Exhibit "E." Gorilla Franchising USA, Inc. authorizes the respective state agencies identified on Exhibit "D" to receive service of process for it in the particular state.

Gorilla Franchising USA, Inc. is located at 3844 Parri Rd, Sorrento, BC V0E2W0, Canada. Its telephone number is 1-844-GORILLA.

The issuance date of this disclosure document is December 22, 2025, as amended January 14, 2026.

The names, business addresses, and phone numbers of each franchise seller offering this franchise is as follows:

Name	Address	Phone Number
Andrew Edwards	53844 Parri Rd, Sorrento, BC V0E2W0, Canada	1-844-GORILLA

If your franchise seller's name and contact information is not listed above, please list the name, address, and phone number of the franchise seller: \_\_\_\_\_

I received a disclosure document dated December 22, 2025, as amended January 14, 2026, that included the following Exhibits:

A.	Franchise Agreement and its Exhibits	F.	Table of Contents for Operations Manual
B.	Financial Statements	G.	Certificate of Independent Legal Advice
C.	Schedule of Franchisees	H.	Release Agreement (FORM)
D.	List of Agents for Service of Process	I.	Extended Non-Disclosure Agreement
E.	List of State Agencies Responsible for Franchise Disclosure and Registration Laws		

Date: \_\_\_\_\_  
(Do not leave blank)

\_\_\_\_\_  
Signature of Prospective Franchisee

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Title  
(If signing on behalf of a company)

**Please keep this copy for your records.**



**RECEIPT**  
(Franchisor's Copy)

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If Gorilla Franchising USA, Inc. offers you a franchise, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale. [New York law requires a franchisor to provide the Franchise Disclosure Document at the earlier of the first personal meeting or 10 business days before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship.](#)

If Gorilla Franchising USA, Inc. does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and the state administrator listed in Exhibit "D." Gorilla Franchising USA, Inc. authorizes the respective state agencies identified on Exhibit "E" to receive service of process for it in the particular state.

Gorilla Franchising USA, Inc. is located at 3844 Parri Rd, Sorrento, BC V0E2W0, Canada. Its telephone number is 1-844-GORILLA.

The issuance date of this disclosure document is December 22, 2025, as amended January 14, 2026.

The names, business addresses, and phone numbers of each franchise seller offering this franchise is as follows:

Name	Address	Phone Number
Andrew Edwards	3844 Parri Rd, Sorrento, BC V0E2W0, Canada	1-844-GORILLA

If your franchise seller's name and contact information is not listed above, please list the name, address, and phone number of the franchise seller: \_\_\_\_\_

I received a disclosure document dated December 22, 2025, as amended January 14, 2026, that included the following Exhibits:

A.	Franchise Agreement and its Exhibits	F.	Table of Contents for Operations Manual
B.	Financial Statements	G.	Certificate of Independent Legal Advice
C.	Schedule of Franchisees	H.	Release Agreement (FORM)
D.	List of Agents for Service of Process	I.	Extended Non-Disclosure Agreement
E.	List of State Agencies Responsible for Franchise Disclosure and Registration Laws		

Date: \_\_\_\_\_  
(Do not leave blank)

\_\_\_\_\_  
Signature of Prospective Franchisee

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Title  
(If signing on behalf of the company)

