

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
			<p>annually, in addition to increases due to additional or different software being added to the Software System and direct price increases from third-party vendors. (See also Items 8 and 11).</p> <p>You must execute the Software System User and Maintenance Agreement included as Exhibit J to this Disclosure Document.</p> <p>We may update the Software System from time to time and require you to use different and/or additional proprietary and/or other software and you will be required to purchase/enter into software agreements/ licenses for such software as we (or the third-party supplier) specify and you will be required to pay to us or the third-party supplier fees for such software.</p> <p>Other QuickBooks add-ons that are not required may be available, such as QuickBooks Payroll, W-2 processing, etc. for additional fees.</p>
Late Fees (on Software System Monthly Fees) ¹	\$25 per month or the maximum amount allowed under the law, whichever is less.	As incurred	If you fail to pay the Software System Monthly Fees within 30 days of the invoice date, you will be required to pay this late fee.
Annual Convention (“Reunion”) Fee ¹	<p>Then-current fee</p> <p>Currently \$1,000 plus travel, lodging, meals and other expenses</p>	When you are billed, which may be via automatic bank draft, or within 30 days after Reunion via automatic bank draft	<p>You are required to attend the Reunion each year (see Item 11). We charge you a per-person registration fee to attend the Reunion.</p> <p>We may charge you up to \$2,000 if you do not attend or participate in the Reunion and/or Meeting on a pro-rata basis based on number of days</p>

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			<p>you miss at said convention.</p> <p>We may increase these<u>the</u> fees but as of the date of this Disclosure Document we don't anticipate these fees to increase<u>not</u> by more than 30% annually in addition to any increases from third party vendors.</p>
Regional Meeting (the "Meeting") Fee ¹	<p><u>Then-current fee</u></p> <p>Currently \$99 plus travel, lodging, meals and other expenses</p>	Fee payable to us upon notice, expenses payable as incurred	<p>We require you to attend the Meeting each year (see Item 11). We charge you a per-person registration fee to attend the Meeting.</p> <p>We may charge you up to \$2,000 if you do not attend or participate in the Meeting and/or Reunion on a pro-rata basis based on number of days you miss at said convention<u>422convention.</u></p> <p>We may increase these<u>the</u> fees but as of the date of this Disclosure Document we don't anticipate these fees to increase<u>not</u> by more than 30% annually in addition to any increases from third party vendors.</p>
Transfer Fee ¹	The greater of: (i) \$7,500 or (ii) 5% of the sale price.	Before transfer.	We may discount or waive the transfer fee if the transfer is to a legal entity you control or to a member of your immediate family (See Section 10.C. of the Franchise Agreement).
Late Fees ¹ (Franchise Agreement)	\$10 per day	On demand	Applies to fees that are overdue.
Administrative fee – Late Payment, Dishonored Check or ACH Draft ¹	\$50	On demand	You must pay us this fee for each check returned or ACH draft refused by your financial institution for insufficient funds in your account or if your payment is late.

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			that your payment of such amount shall not waive any of our other rights or remedies under the Franchise Agreement and under applicable law, including, without limitation, termination of the Franchise Agreement if you thereafter continue to fail to comply with your obligations under the Key Accounts program.
Third-Party Payments ¹	Our actual costs, including interest and penalties, plus a fee of the greater of \$35 or 5% of the payment amount	As incurred	If we pay monies to a third party on your behalf (including a supplier due to your non-payment), you agree to reimburse these costs to us, along with these fees to compensate us for our administrative costs.
Additional Training Fees ¹	The then-current fee, currently \$500 per day, plus out-of-pocket expenses.	When you are billed	<p>If you request training in addition to the initial training program (see Item 11), we may charge you a training fee, plus you must pay your costs and expenses in connection with such training.</p> <p>We may increase the fee but as of the date of this Disclosure Document we don't anticipate the fee to increasenot by more than 30% annually.</p>

Notes:

1. **Fee Payment Information.** All fees are non-refundable and, except as otherwise provided, all fees are uniformly imposed. All fees are imposed by us and are payable to us, except the fees for any LMG fees, which are imposed by us, and may be payable to us or the LMG. You may be required to pay by automatic bank draft all current and future fees specified in this Item 6. See Item 11 for information about electronic reporting of Gross Sales and payment of fees by automatic bank draft. Some banks or other financial institutions may charge a fee for electronic transfers.

Currently, we require that you also license QuickBooks Online either directly from our designated vendor, Intuit Limited, or through ZorWare. If you license QuickBooks Online through ZorWare, you will pay the QuickBooks Online fee to ZorWare as noted in the Item 6 table above and your use of QuickBooks Online will be subject to the Software System User and Maintenance Agreement.

Provision	Section in Franchise Agreement (unless otherwise specified)	Summary
transfer		suppliers, or upon which we have contingent liability; you have provided all required reports; the new franchisee qualifies; training for new franchisee is arranged; you, owners and guarantors sign release; transfer fee paid; current Franchise Agreement signed by new franchisee (which will provide for a reduced initial franchise fee of \$5,000); new franchisee agrees to be bound by all customer obligations of Franchisee, including all warranty work and service plans obligations (also see r, below).
n. Franchisor’s right of first refusal to acquire the Business	10(F)	We may buy your franchise at the same price and on the same terms as those of a third-party offer.
o. Franchisor’s option to purchase the Business	None	N/A
p. Death or disability of Franchisee	10(E)	Your personal representative must, within 120 days, tender the right of first refusal, apply for our consent to the transfer, pay the transfer fee and satisfy the transfer conditions (provided that no right of first refusal or transfer fee is applicable if the transferee is your spouse or child).
q. Non-competition covenants during the term of the Franchise Agreement	9(D)	<p>You (including your guarantors and owners, if you are an entity, or your spouse, children, parents, or siblings if you are an individual) cannot be involved in a Competitive Business, subject to applicable state law.</p> <p>A “Competitive Business” is any business that offers or sells any product or service or component thereof that (i) composes a part of our System, (ii) is the same as or similar to any product or service then-offered by our franchisees or (iii) otherwise competes directly or indirectly with our System.</p>
r. Non-competition covenants after the Franchise Agreement is terminated or expires	9(D)	For 2 years, no Competitive Business in your Territory, within a 25-mile radius of the outer boundary of your Territory, or inside the territory of another JUNK KING business, subject to applicable state law .

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 financial performance representations included in this Item 19 present data for the 52-week period beginning on January 1, 2025 and ending on December 31, 2025 (the “Reporting Period”) for Franchised Businesses that had been open and continuously operated during the entire 12-month period ended on December 31, 2025 (the “Continually Operated Businesses”). Franchised Businesses that were in operation for less than 12 full months during the Reporting Period (the “Excluded Businesses”) are not included in this Item 19.

As of December 31, 2025, there were 171 Franchised Businesses in operation in the U.S., and 160 of them fit the criteria to be Continually Operated Businesses. 11 Franchised Businesses are Excluded Businesses that have not been included in this Item 19 because they opened during the year ~~2024~~2025 and did not operate for the full 12 months of the Reporting Period. Tables 1-A, 1-B, and 2 include data for all 160 Continually Operated Businesses. Of the 160 Continually Operated Businesses, 80 businesses offered Dumpster Services during the entire Reporting Period. Table 1-C includes data for the Reporting Period for the 80 Continually Operated Businesses that offered Dumpster Services during the Reporting Period.

13 franchised businesses closed during the Reporting Period and are therefore also excluded from this Item 19 because they did not report data for all 12 months of the Reporting Period (in addition to the Excluded Businesses identified above). No business closed after being open for less than 12 months.

Table 1-A describes Gross Sales data for the Continually Operated Businesses for the Reporting Period, as reported by the Continually Operated Businesses to us. In this Item 19, “Gross Sales” means the total revenues and receipts from whatever source (whether in the form of cash, credit, agreement to pay, barter, trade or other consideration) that arise, directly or indirectly, from the operation of — or in connection with — a Junk King business whether under any of the Marks or otherwise. Gross Sales exclude sales taxes collected from customers and paid to the appropriate taxing authority and any other bona fide refunds, rebates or discounts that we authorize in writing. Table 1-B describes Gross Hauling Revenues for the Continually Operated Businesses for the Reporting Period, as reported by the Continually Operated Businesses to us. In this Item 19, “Gross Hauling Revenues” mean Gross Sales generated from hauling sales only. Table 1-C describes Gross Dumpster Revenues for the Continually Operated Businesses that offered Dumpster Services during the Reporting Period, as reported by the Continually Operated Businesses to us. “Gross Dumpster Revenues” means Gross Sales generated from dumpster sales only. Franchisees are permitted to offer Dumpster Services. “Gross Sales” equals the sum of Gross Hauling Revenues and Gross Dumpster Revenues. Gross Hauling Revenues and Gross Dumpster Revenues are not adjusted for cost of goods sold, operating expenses, royalties, or other costs or expenses that must be deducted from the gross sales to obtain net income or profit. Neither Gross Hauling Revenues nor Gross Dumpster Revenues are the same as Gross Sales, which includes all products and services sold by a franchisee. The data in Tables 1-A, 1-B and 1-C is divided into quartiles based on the level of Gross Sales, Gross Hauling Revenues and/or Gross Dumpster Revenues achieved, as applicable.