MOSQUITO JOE

a neighborly company

FRANCHISE DISCLOSURE DOCUMENT

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Mosquito Joe SPV LLC
a Delaware limited liability company
4490 Holland Office Park Suite 100
Virginia Beach, VA 23452
(757) 512-7780
franchising@mosquitojoe.com (email)
www.mosquitojoe.com (website)

As a franchisee, you will establish and operate a business, which offers a seasonal business controlling undesirable outdoor insects, such as mosquitoes, ticks and fleas, including the sales, design, installation and servicing of outdoor misting systems, barrier spray services, and other insect elimination and control systems for residential and commercial customers using the trade name "Mosquito Joe®."

The approximate total investment necessary to begin operation of a single Mosquito Joe® franchise business ranges from $114,630 to $156,500. This includes $82,407 to $83,507 that must be paid to the franchisor or its affiliate(s).

The total investment necessary to begin operation of an area development Mosquito Joe Business is $157,130 (which includes the area development fee for two Businesses plus the minimum cost of opening the first Business) to $301,500 (which includes the area development fee for five Businesses plus the cost of opening the first Business). This includes $124,907 to $228,507 that must be paid to the franchisor. The minimum number of Mosquito Joe franchise businesses required to be opened under an area development agreement is 2.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least 14 calendar days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Franchise Development at 1010 North University Parks Drive, Waco, Texas 76707, (757) 512-7780.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "A Consumer's Guide to Buying a Franchise," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC's home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

Issuance Date: April 1, 2024

How to Use This Franchise Disclosure Document

Here are some questions you may be asking about buying a franchise and tips on how to find more information:

QUESTION	WHERE TO FIND INFORMATION
How much can I earn?	Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibit E.
How much will I need to invest?	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor's direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
Does the franchisor have the financial ability to provide support to my business?	Item 21 or Exhibit C includes financial statements. Review these statements carefully.
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
Will my business be the only MOSQUITO JOE business in my area?	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
Does the franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
What's it like to be a MOSQUITO JOE franchisee?	Item 20 or Exhibit E lists current and former franchisees. You can contact them to ask about their experiences.
What else should I know?	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.

What You Need To Know About Franchising *Generally*

Continuing responsibility to pay fees. You may have to pay royalties and other fees even if you are losing money.

Business model can change. The franchise agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

Supplier restrictions. You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

Operating restrictions. The franchise agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

Competition from franchisor. Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

Renewal. Your franchise agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

When your franchise ends. The franchise agreement may prohibit you from operating a similar business after your franchise ends even if you still have obligations to your landlord or other creditors.

Some States Require Registration

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in Exhibit B.

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

Special Risks to Consider About *This* Franchise

Certain states require that the following risk(s) be highlighted:

1. **Out-of-State Dispute Resolution**. The franchise agreement requires you to resolve disputes with the franchisor by mediation, arbitration and/or litigation only in Texas. Out-of-state mediation, arbitration, or litigation may force you to accept a less favorable settlement for disputes. It may also cost more to mediate, arbitrate, or litigate with the franchisor in Texas than in your own state.

2. **Spousal Liability**. Your spouse may be required to sign a document that makes your spouse liable for all financial obligations under the franchise agreement even though your spouse has no ownership interest in the franchise. This guarantee will place both your and your spouse's marital and personal assets, perhaps including your house, at risk if your franchise fails.

3. **Mandatory Minimum Payments**. You must make minimum license fee payments, regardless of your sales levels. Your inability to make the payments may result in termination of your franchise and loss of your investment.

Certain states may require other risks to be highlighted. Check the "State Specific Addenda" (if any) to see whether your state requires other risks to be highlighted.

THE FOLLOWING PROVISIONS APPLY ONLY TO TRANSACTIONS GOVERNED BY <u>THE MICHIGAN FRANCHISE INVESTMENT LAW</u>

THE STATE OF MICHIGAN PROHIBITS CERTAIN UNFAIR PROVISIONS THAT ARE SOMETIMES IN FRANCHISE DOCUMENTS. IF ANY OF THE FOLLOWING PROVISIONS ARE IN THESE FRANCHISE DOCUMENTS, THE PROVISIONS ARE VOID AND CANNOT BE ENFORCED AGAINST YOU:

Each of the following provisions is void and unenforceable if contained in any documents relating to a franchise:

(a) A prohibition on the right of a franchisee to join an association of franchisees.

(b) A requirement that a franchisee assent to a release, assignment, novation, waiver, or estoppel which deprives a franchisee of rights and protections provided in this act. This shall not preclude a franchisee, after entering into a franchise agreement, from settling any and all claims.

(c) A provision that permits a franchisor to terminate a franchise prior to the expiration of its term except for good cause. Good cause shall include the failure of the franchisee to comply with any lawful provision of the franchise agreement and to cure such failure after being given written notice thereof and a reasonable opportunity, which in no event need be more than 30 days, to cure such failure.

(d) A provision that permits a franchisor to refuse to renew a franchise without fairly compensating the franchisee by repurchase or other means for the fair market value at the time of expiration of the franchisee's inventory, supplies, equipment, fixtures, and furnishings. Personalized materials which have no value to the franchisor and inventory, supplies, equipment, fixtures, and furnishings not reasonably required in the conduct of the franchise business are not subject to compensation. This subsection applies only if: (i) the term of the franchise is less than 5 years and (ii) the franchisee is prohibited by the franchise or other agreement from continuing to conduct substantially the same business under another trademark, service mark, trade name, logotype, advertising, or other commercial symbol in the same area subsequent to the expiration of the franchise or the franchisee does not receive at least 6 months advance notice of franchisor's intent not to renew the franchise.

(e) A provision that permits the franchisor to refuse to renew a franchise on terms generally available to other franchisees of the same class or type under similar circumstances. This section does not require a renewal provision.

(f) A provision requiring that arbitration or litigation be conducted outside this state. This shall not preclude the franchisee from entering into an agreement, at the time of arbitration, to conduct arbitration at a location outside this state.

(g) A provision which permits a franchisor to refuse to permit a transfer of ownership of a franchise, except for good cause. This subdivision does not prevent a franchisor from exercising a right of first refusal to purchase the franchise. Good cause shall include, but is not limited to:

(i) The failure of the proposed franchisee to meet the franchisor's then current reasonable qualifications or standards.

(ii) The fact that the proposed transferee is a competitor of the franchisor or subfranchisor.

(iii) The unwillingness of the proposed transferee to agree in writing to comply with all lawful obligations.

(iv) The failure of the franchisee or proposed transferee to pay any sums owing to the franchisor or to cure any default in the franchise agreement existing at the time of the proposed transfer.

(h) A provision that requires the franchisee to resell to the franchisor items that are not uniquely identified with the franchisor. This subdivision does not prohibit a provision that grants to a franchisor a right of first refusal to purchase the assets of a franchise on the same terms and conditions as a bona fide third party willing and able to purchase those assets, nor does this subdivision prohibit a provision that grants the franchisor the right to acquire the assets of a franchise for the market or appraised value of such assets if the franchisee has breached the lawful provisions of the franchise agreement and has failed to cure the breach in the manner provided in subdivision (c).

(i) A provision which permits the franchisor to directly or indirectly convey, assign, or otherwise transfer its obligations to fulfill contractual obligations to the franchisee unless provision has been made for providing the required contractual services.

(j) If the franchisor's most recent financial statements are unaudited and show a net worth of less than $100,000, the franchisor shall, at the request of a franchisee, arrange for the escrow of initial investment and other funds paid by the franchisee or subfranchisor until the obligations to provide real estate, improvements, equipment, inventory, training, or other items included in the franchise offering are fulfilled. At the option of the franchisor, a surety bond may be provided in place of escrow.

THE FACT THAT THERE IS A NOTICE OF THIS OFFERING ON FILE WITH THE ATTORNEY GENERAL DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION, OR ENDORSEMENT BY THE ATTORNEY GENERAL.

Any questions regarding the notice should be directed to:

State of Michigan
Consumer Protection Division
Attention: Franchise
G. Mennen Williams Building, First Floor
525 West Ottawa
Lansing, Michigan 48933
Telephone: 517-373-7117

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LIST OF EXHIBITS

EXHIBITS

APPLICABLE STATE LAW MIGHT REQUIRE ADDITIONAL DISCLOSURES RELATED TO THE INFORMATION CONTAINED IN THIS DISCLOSURE DOCUMENT. THESE ADDITIONAL DISCLOSURES, IF ANY, APPEAR IN EXHIBIT N.

ITEM 1

THE FRANCHISOR, AND ANY PARENT, PREDECESSORS AND AFFILIATES

For ease of reference in this disclosure document, the franchisor, Mosquito Joe SPV LLC, is referred to as “we,” “us” or “Franchisor,” and sometimes “Mosquito Joe” and the person who buys the franchise is referred to as “you,” “your,” “Franchise Owner”, or “Franchisee.” The business that is operated under the Franchise Agreement is referred to as the “franchise”, the “franchised business” or the “Business” and the right to operate granted by the Franchise Agreement is sometimes referred to as the “license” or “franchise.” If you are a legal entity, the provisions of the Franchise Agreement and related agreements apply to your owners.

This disclosure document outlines and summarizes some contractual obligations of both the Franchisor and the Franchisee which are found in the Franchise Agreement and other agreements. For ease of reference and understanding, these obligations may be paraphrased or described in general terms in this document.

The Franchisor and Predecessor

The Franchisor is Mosquito Joe SPV LLC. We are a Delaware limited liability company organized on November 13, 2020. We maintain our principal place of business at 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452. We do business under our corporate name and under the name MOSQUITO JOE®. Our agents for service of process are listed on Exhibit B.

Our predecessor and affiliate is Mosquito Joe Franchising, LLC, which was organized as a Virginia limited liability company on August 6, 2012 (“Predecessor”). Predecessor was acquired by Neighborly on August 10, 2018. Predecessor’s principal place of business is 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452. Predecessor offered franchises for the operation of Mosquito Joe businesses since its organization in 2012 until the closing of the 2021 Securitization Transaction (as defined below) in March 2021. At various times from 2012 until 2018, Predecessor offered regional or area franchises that solicited prospective Mosquito Joe franchisees and provided services to Mosquito Joe franchisees in select areas. There are currently no Mosquito Joe franchisees with regional or area franchise rights. We have not had any other predecessors during the 10-year period immediately before the date of this disclosure document.

Our Business Experience

Since 2012, Predecessor and we have offered franchises which provide services and equipment to both residential and commercial customers to control undesirable outdoor insects, such as mosquitoes, ticks and fleas. We offer these franchises as “start-ups” or you have the option to convert an existing business into a Business. We do not own or operate any franchises; however, from March 1, 2010 until August 6, 2012, Buzz Franchise Brands, LLC, formerly known as Buzz Killers, LLC, our parent until August 10, 2018 (“BFB”), operated a business similar to the Business, in Hampton Roads, Virginia. That business was transferred to Mosquito Joe Local Operations, LLC, our affiliate, on August 6, 2012.

Mosquito Joe Local Operations, LLC, a Virginia limited liability company (“Local Operations”), is a wholly owned subsidiary of Neighborly since August 2018. Local Operations was organized on August 6, 2012 and operates a business of the type being franchised. As noted above, from March 1, 2010 through August 6, 2012, the Local Operations’ business was operated by BFB Services, LLC, a Virginia limited liability company f/k/a Mosquito Joe Services. Local Operations does not offer franchises of the type being franchised or in any other line of business. The principal address of Local Operations is 4490 Holland Office Park, Suite 100, Virginia Beach, Virginia 23452.

We have not offered franchises in any other line of business nor engaged in any other activity. As of December 31, 2023, we had 416 franchised units and 2 affiliate operated units in operation in the U.S.

Our Parents and Affiliates

We are a direct, wholly-owned subsidiary of Neighborly Assetco LLC ("Parent"). The name and principal business address of each of our direct or indirect parents that exercise control over the policies and direction of the System (as defined below) are as follows:

Name of Company	**Principal Business Address**	**Ownership or Control of Company**
Nest Holdings LP ("Nest Holdings")	2800 Sand Hill Road, Suite 200 Menlo Park, CA 94025	Controlled by investment funds affiliated with Kohlberg Kravis Roberts & Co. L.P.
Nest Holdings Inc. ("Nest Holdco")	2800 Sand Hill Road, Suite 200 Menlo Park, CA 94025	Wholly owned by Nest Holdings
Nest Topco Guarantor Inc. ("Nest Guarantor")	2800 Sand Hill Road, Suite 200 Menlo Park, CA 94025	Wholly owned by Nest Holdco
Nest Topco Borrower Inc. ("Nest Topco Borrower")	2800 Sand Hill Road, Suite 200 Menlo Park, CA 94025	Wholly owned by Nest Guarantor
Nest Bidco Inc. ("Nest Bidco")	2800 Sand Hill Road, Suite 200 Menlo Park, CA 94025	Wholly owned by Nest Topco Borrower
Balcones Holdco, Inc. ("Balcones Holdco")	2800 Sand Hill Road, Suite 200 Menlo Park, CA 94025	Wholly owned by Nest Bidco
TDG Intermediate, LLC ("Intermediate")	2800 Sand Hill Road, Suite 200 Menlo Park, CA 94025	Wholly owned by Balcones Holdco
Neighborly Company ("Manager")	1010 North University Parks Drive Waco, Texas 76707	Wholly owned by Intermediate
Dwyer Acquisition Parent, Inc. ("DAP")	1010 North University Parks Drive Waco, Texas 76707	Wholly owned by Manager
TDG Holding Company ("TDGHC")	1010 North University Parks Drive Waco, Texas 76707	Wholly owned by DAP
The Dwyer Group, Inc. ("TDG")	1010 North University Parks Drive Waco, Texas 76707	Wholly owned by TDGHC
The Dwyer Group LLC ("Dwyer")	1010 North University Parks Drive Waco, Texas 76707	Wholly owned by TDG
Dwyer Franchising LLC d/b/a Neighborly ("Neighborly")	1010 North University Parks Drive Waco, Texas 76707	Wholly owned by Dwyer
Neighborly SPV	1010 North University Parks Drive	Wholly owned by Neighborly

Name of Company	Principal Business Address	Ownership or Control of Company
Guarantor LLC ("SPV Guarantor")	Waco, Texas 76707	
Neighborly Issuer LLC ("Issuer")	1010 North University Parks Drive Waco, Texas 76707	Wholly owned by SPV Guarantor
Neighborly Assetco LLC	1010 North University Parks Drive Waco, Texas 76707	Wholly owned by Issuer

On August 31, 2021, Nest Bidco, a Delaware corporation, purchased from TDG Investment Holdings, LP all of the issued and outstanding shares of common stock of Balcones Holdco under the terms of a Stock Purchase Agreement dated June 30, 2021 by and among Nest Bidco, Balcones Holdco, and TDG Investment Holdings, LP ("KKR Acquisition"). Upon the closing of the KKR Acquisition, Nest Bidco became our indirect parent company. Nest Bidco is controlled by investment funds affiliated with Kohlberg Kravis Roberts & Co. L.P., which is a leading global investment firm ("KKR").

We currently have no affiliates required to be included in this item except as provided below.

The following affiliates are wholly-owned direct subsidiaries of Parent and they offer franchises in the U.S. under separate franchise disclosure documents:

Since 1992, Aire Serv SPV LLC, a Delaware limited liability company ("Aire Serv"), and its predecessor (Aire Serv LLC) have offered franchises which provide installation, maintenance and repair of residential and commercial heating, ventilating and air-conditioning equipment under the name AIRE SERV®. At various times since 1992, Aire Serv's predecessor also offered regional or area franchises which solicited prospective Aire Serv franchisees in selected areas and/or provided services to Aire Serv franchisees in selected areas. There are currently no Aire Serv franchisees with regional or area franchise rights, and Aire Serv has not offered or sold any regional or area franchises since at least 2012. Aire Serv maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 197 Aire Serv franchises in operation in the U.S. Aire Serv has never conducted business or offered franchises of the type described in this disclosure document.

Since April 2011, Dryer Vent Wizard SPV LLC, a Delaware limited liability company ("DVW") and its predecessor (Dryer Vent Wizard International LLC) have been offering franchises for the operation of businesses providing installation and repair of, and cleaning products and services for: dryer vents, bathroom vents, kitchen vents, appliances, exhaust vents, air movement systems and washing machine filters and hoses to enhance the performance and safety of clothes dryers and other household appliances to residential and commercial customers, under the Dryer Vent Wizard® name. DVW maintains its principal business address at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 147 Dryer Vent Wizard franchises in operation in the U.S. DVW has never conducted business or offered franchises of the type described in this disclosure document.

Since September 2007, Five Star Painting SPV LLC, a Delaware limited liability company ("Five Star Painting"), and its predecessors (Five Star Painting, LLC and Five Star Painting, Inc.) have offered franchises which perform and provide residential and commercial painting services and other related products and services under the name Five Star Painting®. Five Star Painting maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 234 Five Star Painting franchises in operation in the U.S. Five Star Painting has never conducted business or offered franchises of the type described in this disclosure document. On March 25, 2016, ProTect Painters International, LLC ("ProTect Painters"), a Michigan limited liability company, merged with and into Five Star Painting's predecessor, with Five Star Painting's predecessor being the surviving entity in the merger (the "Merger"). As a result of the Merger, Five Star Painting's predecessor offered, and now Five Star Painting offers, franchises under both, the Five Star Painting marks and the ProTect Painters marks. As of December 31, 2023, there were two ProTect Painters franchises in the U.S.

Since March 2004, Glass Doctor SPV LLC, a Delaware limited liability company ("Glass Doctor"), and its predecessor (Synergistic International, LLC) have offered franchises that repair and replace auto and/or flat glass under the name GLASS DOCTOR®. From 1977 to March 2004, Glass Doctor's predecessors offered similar franchises. Glass Doctor maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 165 Glass Doctor franchises in operation in the U.S. Glass Doctor has never conducted business or offered franchises of the type described in this disclosure document.

Since April 2010, The Grounds Guys SPV LLC, a Delaware limited liability company ("Grounds Guys"), and its predecessor (The Grounds Guys LLC) have offered franchises which perform and provide commercial, residential and municipal property maintenance, landscaping and hardscaping services, snow and ice maintenance services, trash and debris removal, arboriculture services, lawn renovation, turf care services and other related products and services under the name The Grounds Guys®. Grounds Guys maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 225 The Grounds Guys franchises in operation in the U.S. Grounds Guys has never conducted business or offered franchises of the type described in this disclosure document.

Since 1979, HouseMaster SPV LLC, a Delaware limited liability company ("HMS"), and its predecessors (HM Services, LLC) have been offering franchises for the operation of a building inspection and related services business under the HouseMaster™ trademark. HMS maintains its principal business address at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 242 HouseMaster franchises in operation in the U.S. HMS has never conducted business or offered franchises of the type described in this disclosure document.

Since 2005, Junk King SPV LLC, a Delaware limited liability company ("JUK") and its predecessors (Junk King Industries, LLC, Junk King Franchise Systems, Inc., and Junk King, LLC) have been offering franchises for the operation of businesses providing junk removal, dumpster and recycling services and related services under the Junk King® name. JUK maintains its principal business address at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 169 Junk King franchises and three affiliate-owned businesses in operation in the U.S. Through an agreement with The Dwyer Group Canada, Inc., JUK offers franchises for the same type of business in Canada under the trademark Junk Works, as described below. JUK has never conducted business or offered franchises of the type described in this disclosure document.

Since January 2023, Lawn Pride SPV LLC, a Delaware limited liability company ("LAP") has been offering franchises for the operation of a business that provides lawn care and maintenance services through the application of fertilizer and other products, perimeter pest control services, and performance of related services including fungus control and prevention, grub treatments, aeration, mole control, and tree and shrub feeding and insect control (but specifically excluding mosquito or other flying pest, tick and flea control services), to both residential and commercial customers under the Lawn Pride trademark. LAP maintains its principal business address at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were five Lawn Pride franchised outlets and one affiliate-operated Lawn

Pride business in operation in the U.S. LAP has never conducted business or offered franchises of the type described in this disclosure document.

Since May 1984, Molly Maid SPV LLC, a Delaware limited liability company ("Molly Maid"), and its predecessors (Molly Maid LLC and Molly Maid, Inc.) have offered franchises for the operation of businesses that offer professional residential housekeeping services as well as a carpet cleaning program under the name Molly Maid®. Molly Maid maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 464 Molly Maid franchises in operation in the United States and Puerto Rico. Molly Maid has never conducted business or offered franchises of the type described in this disclosure document.

Since August 1996, Mr. Appliance SPV LLC, a Delaware limited liability company ("Appliance") and its predecessor (Mr. Appliance LLC) have offered franchises which perform and provide service and repair on all major appliances for residential and commercial customers under the name MR. APPLIANCE®. Appliance maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 325 Mr. Appliance franchises in operation in the U.S. Appliance has never conducted business or offered franchises of the type described in this disclosure document.

Since 1994, Mr. Electric SPV LLC, a Delaware limited liability company ("Electric"), and its predecessor (Mr. Electric LLC) have offered franchises which perform electrical services and repairs under the name MR. ELECTRIC®. At various times since 1995, Electric's predecessor had also offered regional or area franchises which solicited prospective Mr. Electric franchisees and/or provided services to Mr. Electric franchisees in selected areas. There have been no Mr. Electric franchisees with regional or area franchise rights since 2014 and Electric's predecessor has not offered or sold any regional or area franchises for at least the last decade. Electric maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 189 Mr. Electric franchises in operation in the U.S. Electric has never conducted business or offered franchises of the type described in this disclosure document.

Since January 2000, Mr. Handyman SPV LLC, a Delaware limited liability company ("Mr. Handyman"), and its predecessor (Mr. Handyman International, L.L.C.) have offered franchises for the operation of companies dedicated to performing business and residential maintenance and repair services under the name Mr. Handyman®. Mr. Handyman maintains its principal business address at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 329 Mr. Handyman franchises in the U.S. Mr. Handyman has never conducted business or offered franchises of the type described in this disclosure document.

Since 1993, Mr. Rooter SPV LLC, a Delaware limited liability company ("Rooter"), and its predecessor (Mr. Rooter LLC) have offered franchises which provide plumbing and plumbing repair services; sewer, drain and pipe cleaning services; septic tank pumping; water heater replacement; TV pipe inspection; line and leak detection; hydronics; excavation and replacement of sewer lines and other related services and products in homes and commercial buildings under the names MR. ROOTER® and AMERICA'S TROUBLE SHOOTER®. At various times since 1990, predecessors of Rooter also offered area franchises which solicited prospective Mr. Rooter franchisees and/or provided services to Mr. Rooter franchisees in selected areas. There are currently no Mr. Rooter franchisees with regional or area franchise rights, and Rooter no longer offers any regional or area franchises. Rooter maintains its principal place of business at 1010 North University Parks Drive, Waco, TX 76707. As of December 31, 2023, there were a total of 215 Mr. Rooter franchises and three affiliate-operated locations in operation in the U.S. Rooter has never conducted business or offered franchises of the type described in this disclosure document. As of December 31, 2023, Rooter also had 4 franchised locations in the UK (through a master franchise relationship).

Since February 2005, Precision Door Service SPV LLC, a Delaware limited liability company ("PDS") and its predecessor (Precision Holdings of Brevard, Inc.) have been offering franchises for the operation of a business that provides garage door repair and service under the Precision Garage Door Service™ trademark. PDS maintains its principal business address at 2395 Washington Avenue, Suite 5, Titusville, Florida 32780. As of December 31, 2023, there were a total of 118 Precision Door Service franchised outlets in operation in the U.S. PDS has never conducted business or offered franchises of the type described in this disclosure document.

Since 1981, Rainbow International SPV LLC, a Delaware limited liability company ("Rainbow International"), and its predecessor (Rainbow International LLC) have offered franchises which provide carpet cleaning, dyeing, repair, reinstallation and related services; upholstery, drapery and ceiling cleaning and related services; and deodorization services under the names RAINBOW RESTORATION®, RAINBOW INTERNATIONAL®, RAINBOW INTERNATIONAL CARPET CARE & RESTORATION SPECIALIST®, RAINBOW INTERNATIONAL RESTORATION & CLEANING® and RAINBOW INTERNATIONAL RESTORATION®. In 1997, Rainbow International's predecessor added an option to perform air duct cleaning services. In 2000, Rainbow International's predecessor added water, smoke and disaster restoration services. In 2001, Rainbow International's predecessor added an option to perform mold remediation services. At various times since 1993, Rainbow International's predecessor had also offered regional or area franchises which solicited prospective Rainbow International franchisees and/or provided services to Rainbow International franchisees in selected areas. There are currently no Rainbow International franchisees with regional or area franchise rights, and Rainbow International's predecessor has not offered or sold any regional or area franchises since at least 2012. Rainbow International maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 313 Rainbow Restoration franchises in operation in the U.S. In addition, Rainbow International offers Rainbow Restoration franchises in the UK (through a master franchise relationship), with 50 franchises in operation in the UK as of December 31, 2023. Rainbow International has never conducted business or offered franchises of the type described in this disclosure document.

Since 2005, Real Property Management SPV LLC, a Delaware limited liability company ("RPM"), and its predecessor (Property Management Business Solutions, LLC) have been offering franchises for the operation of businesses providing property management services, including management of maintenance and repair services and rent collection under the Real Property Management name. RPM maintains its principal business address at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 423 Real Property Management franchises in operation in the U.S. RPM has never conducted business or offered franchises of the type described in this disclosure document.

Since May 2008, ShelfGenie SPV LLC, a Delaware limited liability company ("ShelfGenie"), and its predecessor (ShelfGenie Franchise Systems, LLC) have been offering franchises for the operation of a business that designs and installs customized solutions for new and existing cabinets, pantries and other structures under the ShelfGenie™ trademark. ShelfGenie maintains its principal business address at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 255 ShelfGenie franchised outlets and 16 affiliate-operated outlets in operation in the U.S. ShelfGenie has never conducted business or offered franchises of the type described in this disclosure document.

Since 1998, Window Genie SPV LLC, a Delaware limited liability company ("Window Genie"), and its predecessor (FOR Franchising, LLC) have offered franchises for the operation of a residential and commercial window cleaning, window tinting and pressure washing business operated under the Window Genie® name. Window Genie maintains its principal business address at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, there were a total of 106 Window Genie franchises in operation in the U.S. Window Genie has never conducted business or offered franchises of the type described in this disclosure document.

The following portfolio company of KKR offer franchises in the U.S.:

Modern Market Franchising, LLC ("MMF"). MMF is a franchisor that offers franchises for premium fast casual restaurants under the name "Modern Market Eatery" and related trademarks with a menu consisting of freshly prepared sandwiches, salads, plated dishes, soups, pizzas, and beverages. MMF's principal place of business is 1600 Champa Street, Suite 340, Denver, Colorado 80202. MMF became a KKR-affiliated franchise program in February 2019. MMF has been franchising since 2020, and, as of December 31, 2023, there were 31 Modern Market restaurants (7 franchised and 24 company-owned). MMF has not offered franchises in any other line of business.

To the extent the affiliates named above are identified as offering franchises, they offer such franchises using separate franchise disclosure documents. We will make any of those disclosure documents available to you upon request.

The following affiliates are direct or indirect wholly-owned subsidiaries of Neighborly and they offer franchises outside the U.S.:

The Dwyer Group Canada, Inc. ("TDGC"), a wholly owned subsidiary of Neighborly since January 1998, was incorporated in the Province of Ontario, Canada on January 21, 1998. TDGC has the right to offer and sell Aire Serv, Dryer Vent Wizard, Five Star Painting, Glass Doctor, HouseMaster, Junk Works, Mr. Appliance, Mr. Electric, Mr. Handyman, Mr. Rooter, Rainbow Restoration, ShelfGenie, and The Grounds Guys franchises in Canada under 3-party agreements between TDGC, the applicable affiliate-franchisor, and the franchisee. TDGC, in cooperation with such affiliate-franchisor, provides support and supervision and, at times, assistance or guidance, to Canadian franchisees operating under the affiliate's trademarks and systems. TDGC maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. As of December 31, 2023, TDGC had 13 Mr. Handyman franchises, 24 Mr. Rooter franchises, 18 Rainbow Restoration franchises, 12 Glass Doctor franchises, 12 Mr. Appliance franchises, 8 Mr. Electric franchises, 10 Aire Serv franchises, 6 Dryer Vent Wizard, 14 Five Star Painting franchises, 28 The Grounds Guys franchises, 24 HouseMaster franchises, 18 ShelfGenie franchises and 5 Junk Work franchises in operation in Canada. TDGC does not offer franchises for the same type of business as described in this disclosure document.

Real Property Management Canada, LLC, f/k/a Real Property Management Canada, Inc. ("RPMC"), was incorporated on September 5, 2008 and is located at 1010 North University Parks Drive, Waco, Texas 76707. RPMC was formed to be the franchisor of Real Property Management businesses in Canada, and it is currently operating in that capacity. RPMC has offered and sold one Real Property Management master franchise in Canada under the name Real Canadian Property Management Limited Partnership, with 38 sub-franchises in operation in Canada as of December 31, 2023. RPMC does not offer franchises in any other line of business. Additionally, RPMC has never conducted business or offered franchises of the type described in this disclosure document.

Dwyer (UK Franchising) Limited ("Dwyer UK"), a wholly-owned subsidiary of Neighborly since March 9, 2012, was incorporated in England and Wales on March 9, 2012. Dwyer UK has the right to offer and sell Aire Serv and Mr. Electric franchises in the United Kingdom using agreements between Dwyer UK and the franchisee. Dwyer UK, in cooperation with Aire Serv and Electric, provides support and supervision and, at times, assistance or guidance, to franchisees operating under those trademarks and systems in the United Kingdom. Dwyer UK maintains its principal place of business in Five Mile House, 128 Hanbury Rd., Stroke Prior, Bromsgrove, Worcester EG B60 4JZ, United Kingdom. As of December 31, 2023, Dwyer UK had 3 Mr. Electric franchises and 2 Aire Serv franchises. Dwyer UK has the right to offer franchises in the United Kingdom for the same type of business as Aire Serv and Electric offer in the U.S. under separate franchise disclosure documents.

In October 2015, a wholly-owned subsidiary of Neighborly, Drain Doctor Holdings Limited (f/k/a Dwyer DD UK Limited), a private limited company registered in England and Wales, acquired ownership of Rooter's UK master licensee that had been offering Mr. Rooter franchises in the U.K. under the name Drain Doctor® and had 67 franchises in the UK as of December 31, 2023.

Rainbow International Systemzentrale Deutschland GmbH ("Rainbow Germany"), a wholly-owned subsidiary of Neighborly since September 18, 2014, was incorporated in Germany on September 18, 2014. Rainbow Germany has the right to offer and sell Rainbow Restoration franchises in Germany using agreements between Rainbow Germany and the franchisee. Rainbow Germany, in cooperation with Rainbow International, provides support and supervision and, at times, assistance or guidance, to franchisees operating under the Rainbow Restoration marks and system in Germany. Rainbow Germany maintains its principal place of business at Flözstraße 18, 73433 Aalen, Germany. As of December 31, 2023, Rainbow Germany had 36 Rainbow Restoration franchises in Germany. Rainbow Germany has the right to offer franchises in Germany for the same type of business as Rainbow International offers in the U.S. under a separate franchise disclosure document.

Locatec Ortungstechnik GmbH ("Locatec") is a wholly-owned subsidiary of Neighborly since April 27, 2016. Locatec has the right to offer and sell Locatec franchises in Austria and Germany using agreements between Locatec and the franchisee. Locatec, in cooperation with our affiliates, provides support and supervision and, at times, assistance or guidance to franchisees operating under Locatec trademarks and systems in Germany and Austria. Locatec maintains its principal place of business at Flözstraße 18, 73433 Aalen, Germany. Locatec franchisees offer non-destructive detection of all types of leaks in pipe systems (indoor and outdoor including pipes for gas, water, sewage, and district heat) and flat roofs as well as emergency repair services. As of December 31, 2023, Locatec had 44 franchises in Germany and 4 in Austria.

Bright and Beautiful UK Limited ("Bright and Beautiful") is a wholly owned subsidiary of Neighborly since April 13, 2017. Bright and Beautiful has the right to offer and sell Bright and Beautiful franchises in the United Kingdom using agreements between Bright and Beautiful and the franchisee. Bright and Beautiful provides support and supervision and, at times, assistance or guidance to franchisees operating under Bright and Beautiful trademarks and systems in the United Kingdom. Bright and Beautiful franchisees offer domestic cleaning services. As of December 31, 2023, Bright and Beautiful had 85 franchises in the United Kingdom.

Countrywide Garden Maintenance Services Limited ("Countrywide") is a wholly owned subsidiary of Neighborly since May 2, 2017. Countrywide has the right to offer and sell Countrywide franchises in the United Kingdom using agreements between Countrywide and the franchisee. Countrywide provides support and supervision and, at times, assistance or guidance to franchisees operating under Countrywide trademarks and systems in the United Kingdom. Countrywide franchisees offer commercial grass cutting, landscape maintenance, grounds maintenance and winter gritting services. As of December 31, 2023, Countrywide had 45 franchises in the United Kingdom.

Dream Doors Holdings Limited ("Dream Doors") is a wholly owned subsidiary of Neighborly since February 26, 2019. Dream Doors has the right to offer and sell Dream Doors franchises in the

United Kingdom using agreements between Dream Doors and the franchisee. Dream Doors provides support and supervision and, at times, assistance or guidance to franchisees operating under Dream Doors trademarks and systems in the United Kingdom. Dream Doors franchisees offer fully-fitted kitchen makeovers, replacement doors and countertops and the installation of new appliances. As of December 31, 2023, Dream Doors had 95 franchises in the United Kingdom.

GreenSleeves Lawn Care Limited (UK) ("GreenSleeves") is a wholly owned subsidiary of Neighborly since October 28, 2022. GreenSleeves has the right to offer and sell GreenSleeves franchises in the United Kingdom using agreements between GreenSleeves and the franchisee. GreenSleeves provides support and supervision and, at times, assistance or guidance to franchisees operating under GreenSleeves trademarks and systems in the United Kingdom. GreenSleeves franchisees offer lawn care services including fertilizer treatments, moss treatments and debris removal in the United Kingdom. As of December 31, 2023, GreenSleeves had 96 franchised and 8 corporate locations in the United Kingdom.

The following affiliates provide services to Mosquito Joe franchisees:

ZorWare SPV LLC, a Delaware limited liability company and a wholly-owned subsidiary of Neighborly ("ZorWare"), provides software to us and our affiliates and provides technical support to franchisees and collects fees from franchisees for certain software programs. ZorWare maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. ZorWare does not own or operate any franchises nor has it offered franchises in any line of business.

ProTradeNet SPV LLC, a Delaware limited liability company and a wholly-owned subsidiary of Neighborly ("ProTradeNet"), negotiates, and sometimes enters into contracts with some of the vendors, suppliers and others who do business or propose to do business with our and our affiliates' franchisees with the goal of obtaining better terms and conditions on which franchisees purchase goods and services for their businesses. ProTradeNet maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. ProTradeNet does not own or operate any franchises nor has it offered franchises in any line of business.

Neighborly Service Solutions SPV LLC, a Delaware limited liability company and a wholly-owned subsidiary of Neighborly ("Neighborly Service Solutions") was formed in June 2021 to, among other things, negotiate, and sometimes enter into, contracts with some of the Key Accounts. Neighborly Service Solutions also offers certain marketing and other services to our franchisees, including the Direct Marketing Program and the Search Engine Optimization Program. Neighborly Service Solutions maintains its principal place of business at 1010 North University Parks Drive, Waco, Texas 76707. Neighborly Service Solutions does not own or operate any franchises nor has it offered franchises in any line of business.

BackOffice SPV LLC ("BackOffice"), a Delaware limited liability company and a wholly-owned subsidiary of Neighborly, has been providing certain temporary bookkeeping assistance and training services to the franchisees of our affiliate, RPM, and BackOffice may in the future provide some of these services to our franchisees. BackOffice is located at 1010 North University Parks Drive, Waco, Texas 76707. BackOffice has not offered any franchises in any line of business. BackOffice does not and has not previously conducted business of the type operated by our franchisees.

Except as noted above, none of our affiliates have offered franchises in the same line of business as offered in this disclosure document or in any other line of business, nor have they conducted any other business.

2021 Securitization Transaction

Under a securitization financing transaction that closed in March 2021 (the "2021 Securitization Transaction"), certain of Neighborly's subsidiaries were restructured. As part of the 2021 Securitization Transaction, all existing U.S. franchise agreements and related agreements for Mosquito Joe franchised businesses were transferred to us, and we became the franchisor of all existing and future franchise and related agreements. Ownership and control of the U.S. trademarks and certain intellectual property relating to the operation of Mosquito Joe businesses in the U.S. were also transferred to us.

At the time of the closing of the 2021 Securitization Transaction, Manager entered into a management agreement with us to provide the required support and services to Mosquito Joe franchisees under their franchise agreements. Manager also acts as our franchise sales agent. We will pay management fees to Manager for these services. However, as the franchisor, we will be responsible and accountable to you to make sure that all services we promise to perform under your Franchise Agreement or other agreement you sign with us are performed in compliance with the applicable agreement, regardless of who performs these services on our behalf.

Description of the Franchise

Our franchisees operate a seasonal business controlling undesirable outdoor insects, such as mosquitoes, ticks and fleas. The franchised businesses operate under the mark MOSQUITO JOE® and the additional principal service marks, trademarks, trade names, logos, emblems, slogans or other indicia of origin which are or may be designated by us in the future (the "Marks") for use in accordance with the methods and processes developed by us in connection with the franchise (the "System") within a specified geographical area (the "Territory"). The System includes our operating systems, marketing systems, business techniques, and methods, processes, policies and procedures for providing pest control services along with items of trade dress, sales, leadership and management training for the development and operation of Mosquito Joe Businesses, including all training materials, all as the same may exist today or as the same may change from time to time, as specified in the Operations Manual or as otherwise reasonably directed by us from time to time. You may, if we approve, convert an existing business offering similar services to a Business or add additional territory to a Business under the terms stated in the Franchise Agreement and related agreements.

The standard form of franchise agreement we are now offering is included in this disclosure document as Exhibit A (the "Franchise Agreement"). When we update our disclosure document the form of franchise agreement and other agreements may change, fees and other obligations may increase and the terms and conditions on which you may obtain a franchise may be less favorable as compared with a previous disclosure document.

Uniformity of franchise agreements among our franchisees may not always be possible or practical. We and our predecessors have offered in the past and we may offer in the future, franchise agreements to other franchisees on terms materially different from those included in this disclosure document. We also may materially vary the franchise agreement terms, conditions, and obligations (including those relating to fees, territories, training and other items) offered to other franchisees and except as may be required by applicable law we have no obligation to disclose these variations to you or to grant the same or similar variation to you.

We offer to qualified persons the right to develop a minimum of 2 Businesses and a maximum of 5 Businesses within a Development Area determined by us, under an area development agreement ("Area Development Agreement"). The Area Development Agreement requires you to open an agreed upon number of Businesses under a development schedule. You must sign one Franchise Agreement at the time you sign the Area Development Agreement, and that Business must be opened within 365 days of signing. For each additional Business, you must sign our then-current form of Franchise Agreement for each Business that you open.

The Business offers services to the general public, including residential and commercial customers, and the services are offered in a developed market. There are other nationally recognized trade names in the pest control industry. You will compete with independent pest control service technicians, locally-owned pest control services businesses, and national companies and referral services when you open for business or sometime in the future as competition expands. The franchisees of our affiliate, Grounds Guys, perform commercial, residential and municipal property maintenance and landscaping services, including horticultural services, including commercial and municipal lawn and vegetation fertilization and treatment, and other related services and products, which services may occasionally include, as ancillary add-on services and not as the core services provided by The Grounds Guys franchisees, certain insect control services, and therefore you may on occasion compete in your Territory with a The Grounds Guys franchisee with respect to such add-on insect control services. The franchisees of our affiliate LAP provide certain insect control services (but specifically excluding mosquito or other flying pest, tick and flea control services), which services may occasionally include, as ancillary add-on services and not as the core services provided by the Lawn Pride franchisees, treating plants and landscapes from various insects, and therefore you may on occasion compete in your Territory with a Lawn Pride franchisee with respect to such services. Neighborly marketing initiatives identify Mosquito Joe as the preferred brand in support of our core service of outdoor pest control. The franchisees of our Affiliate, HMS, perform property building inspection services for residential and commercial customers, which services may include termite inspections, and you may compete in your territory with a HouseMaster franchisee with respect to these services when you open for business or sometime in the future as the HMS system expands.

Industry Specific Regulations

Federal, state and local labor regulations, including minimum age and minimum wage laws and other laws and regulations apply to businesses generally. As the principal products and services of the Business are outdoor insect control related, you must comply with the licensing laws and regulations pertaining to the use, disposal and storage of pesticides. There are state or other local codes, ordinances or statutes which regulate and license insect control businesses. These laws could affect your Business. These laws vary from place to place. You are responsible for obtaining any licenses or permits required by your locality for performing the work of the franchise. There may be other laws that apply to the Business and you should investigate these laws.

In addition to maintaining all necessary licenses and permits, you must ensure that your employees and others providing insect elimination and control services to customers on behalf of the Business have all required licenses and permits. In certain jurisdictions, either you or an employee must have 1 to 3 years of experience applying pesticides, in addition to the necessary individual licensing, to qualify for a business license. If you are located in any of those jurisdictions and do not have the required experience, you must hire (or partner with) at least one individual who has and maintains the valid necessary license and is in good standing in such jurisdiction. Additionally, various jurisdictions require every employee involved in the application of pesticides to be trained and tested and you must ensure compliance with all such requirements.

You should consult with your attorney concerning these and other local laws and ordinances that may affect your operation of the Business.

ITEM 2
BUSINESS EXPERIENCE

President: Louis (Lou) J. Schager Jr.

Lou Schager has served as our President since March 2021. From October 2017 until March 2021, he was President of Predecessor. Mr. Schager is located in Virginia Beach, Virginia. He was also Predecessor's Chief Operating Officer from May 2017 to August 2018 in Virginia Beach, Virginia.

Vice President of Operations: Amy Yemm

Ms. Yemm has been our Vice President of Operations since November 2021. From January 2021 to November 2021, she was the Director of Direct Marketing for Neighborly Company. From August 2018 to January 2021, she was the Director of Direct Mail for Neighborly Company.

Chief Strategy & Marketing Officer: Roger Chacko

Mr. Chacko has been our Chief Strategy & Marketing Officer since March 2021. From August 2019 until February 2021, Mr. Chacko was a principal with Olympic Property Group in Plymouth, MN. From May 2017 until July 2019, he was the Chief Commercial Officer and then a consultant with Planet Fitness in Hampton, NH.

The following individuals are included here because they are either officers or Managers or they have management responsibility relating to the sale or operation of franchises offered by this disclosure document:

Interim CEO and President for Neighborly and Manager: Jon Shell

Mr. Shell has been the Interim CEO and President for Neighborly and Manager since September 2023 in Waco, Texas. Since September 2023, he has also been the Interim President and CEO for a number of our parent companies and affiliates. From March 2021 until September 2023, he was our Treasurer in Waco, Texas. From August 2018 until March 2021, he was the Treasurer for Predecessor. He was also the Chief Financial Officer of Neighborly from September 2015 until September 2023 and of Manager from October 2015 until September 2023, and until September 2023 he was also the UP and the CFO for a number of our parent companies and affiliates.

Vera Peterson – Group President of Neighborly

Vera Peterson has been the Group President of Neighborly for the "Maintain" group of the Neighborly brands, which group includes the Mosquito Joe brand, since April 2023. From March 2021 until March 2023, Ms. Peterson was the president of our affiliate Molly Maid SPV LLC (and from September 2020 until March 2021, Molly Maid's predecessor, Molly Maid, LLC). From December 2013 until September 2020, she was the Senior Vice President of Miracle-Ear for Amplifon, Inc. in Minneapolis, MN.

Secretary of Manager and Franchisor, and EVP, General Counsel and Secretary of Neighborly: Grayson Brown

Mr. Brown has been the Secretary of Manager since May 2018. He has also been the Executive Vice President, General Counsel and Secretary of Neighborly and The Dwyer Group Inc. since May 2018. Previously, he was Vice President and General Counsel of Neighborly from August 2015 until

May 2018. He has been our Secretary since March 2021 and previously he was the Secretary of Predecessor from August 2018 until March 2021. He is also the Secretary of our affiliates listed in Item 1 that offer franchises in the U.S. under separate franchise disclosure documents.

Chief Operating Officer for Neighborly: Mary Kennedy Thompson

Ms. Thompson has been Chief Operating Officer of Neighborly since August 2015. She is also the COO of several of our affiliates, including The Dwyer Group, Inc. and The Dwyer Group LLC. She is also the Executive Vice President for The Dwyer Group Canada, Inc. She was Executive Vice President of Neighborly from February of 2014 to July 2015. She was President of Rooter's predecessor, Mr. Rooter LLC, from October 2006 to July 2015.

Chief Development Officer for Neighborly: Bradley Stevenson

Mr. Stevenson has been Chief Development Officer for Neighborly since October 2019. From November 2013 to October 2019, Mr. Stevenson was Vice President of Sales - Grocery of MillerCoors LLC in Chicago, Illinois.

Group Vice President of Franchise Development: Brian Wieters

Mr. Wieters has been the Group Vice President of Franchise Development for Neighborly since February 2022 in Waco, TX. From March 2018 until February 2022, he was the Executive VP of Enviro-Master Services in Charlotte, NC.

Except as otherwise stated above, the location of each of the positions described above was 1010 North University Parks Drive, Waco, Texas 76707.

ITEM 3
LITIGATION

Mosquito Joe SPV LLC, Plaintiff v. Jim Drew Bailey Jr ., Eld 2.0 Inc., and Taide Martina Bailey, Defendants, Case No. 2022-4253-4, filed on December 16, 2022 in the 170th Judicial Court, McLennan County Texas. We filed this action against the Defendants who are former Mosquito Joe franchisees. In our complaint, we are seeking damages for Defendants' breach of the franchise agreement by failing to pay amounts owed under our direct marketing program. On January 11, 2023, Defendants filed suit against us in the Circuit Court Brown County, Wisconsin (Jim Drew Bailey Jr ., Eld 2.0 Inc., and Taide Martina Bailey v. Mosquito Joe SPV LLC, Case 2023CV000031). Defendants' complaint alleges fraudulent inducement, intentional misrepresentations, fraudulent representations under Wisconsin Statute §100.18, and alternatively, breach of contract. Defendants allege that we made false representations as to the purpose and effectiveness of our direct marketing program in order to induce them to sign the franchise agreement. Defendants seek rescission of the franchise agreement, disgorgement of funds paid to us, actual damages of unspecified amount, punitive and exemplary damages and costs, including attorneys' fees. On February 6, 2023, Defendants filed Defendants' Plea in Abatement and Original Answer to our McLennan County, TX court complaint, arguing that our complaint should be abated until the conclusion of the Brown County, WI case. On March 17, 2023, Defendants' Plea in Abatement was denied. On March 24, 2023, Plaintiffs filed an amended complaint adding a claim of improper termination under Wisconsin Fair Dealership Law. On April 14, 2023, we filed a Motion to Dismiss, for Summary Judgment or, in the alternative, Stay the Litigation, in the Wisconsin case. On September 13, 2023, the Texas action was heard in the 170th Judicial Court for McLennan County, Texas. On September 14, 2023, the Texas Court ruled in our favor for the full amount owed under the direct marketing program and the judgment was entered on October 3, 2023. On October 26, 2023, Bailey filed a notice of appeal for the Texas action. On January 17, 2024, the Circuit Court Brown County, Wisconsin granted our Motion to Dismiss the Wisconsin action. The order constitutes a final judgment on the merits between the parties. The Texas appeal is currently in the pleading stage. We deny all allegations asserted by Defendants, and we intend to vigorously defend against the remaining claims asserted by the Defendants.

Administrative Orders involving Affiliates and not involving the Franchisor:

The Commissioner of Business Oversight of the State of California v. For Franchising LLC d/b/a Window Genie and Richard Nonelle. On November 14, 2017, For Franchising LLC ("FOR"), a predecessor to our affiliate Window Genie that offered Window Genie franchises until March 2021, and Richard Nonelle, then-president of FOR, entered into a Consent Order with the Commissioner of Business Oversight of the State of California (the "Consent Order"). The Commissioner alleged that FOR and Mr. Nonelle had violated Section 31156 of the California Franchise Investment Law by failing to submit to the Commissioner copies of two advertisements offering a Window Genie franchise before such documents were provided to California residents in 2013. In an effort to resolve the matter in the most economical manner, and without admitting any liability or wrongdoing, FOR and Mr. Nonelle entered into the Consent Order and agreed, in full, final and complete resolution of the matter, that (a) FOR and Mr. Nonelle would desist and refrain from violations of section 31156 of the California Franchise Investment Law; (b) FOR would pay an administrative penalty in the total amount of $5,000 (which amount FOR paid) and (c) within 90 days of the date of the Consent Order, Mr. Nonelle and all persons employed by FOR who assist in preparing franchise registrations or who assist in franchise selling would attend remedial education of eight hours of franchise law training courses per person (which requirement has been completed).

State of Kansas vs. Molly Maid, Inc. (18th Judicial District, Sedgwick County, Kansas, Case No. 10CV4719). On November 29, 2010, Molly Maid, Inc. ("MMI"), a predecessor to our affiliate Molly Maid, entered into a Journal Entry of Consent Judgment and Permanent Injunction (the "Consent Judgment"). The District Attorney for the Eighteenth Judicial District alleged that MMI had violated the Kansas Consumer Protection Act ("KCPA") as a result of one Molly Maid franchisee being unable to document that background checks were performed on certain of its employees and the sale of gift certificates after the franchise was terminated. MMI vigorously denied any violation of the KCPA, however in an effort to resolve the matter in the most economical manner, and without admitting any liability or wrongdoing, MMI entered into the Consent Judgment and agreed to pay a civil penalty of $25,000 and to reimburse the District Attorneys' office $25,175 for its costs associated with the investigation, and to be enjoined from engaging in any act or practice, as alleged to have violated the KCPA. The Consent Judgment was marked satisfied on April 29, 2011 and MMI is in full compliance with the Consent Judgment.

Other than these actions, no litigation is required to be disclosed in this Item.

ITEM 4
BANKRUPTCY

Bankruptcy proceeding involving portfolio company controlled by KKR (at the time of the bankruptcy proceeding) and not involving the Franchisor:

The Collected Group LLC, a Delaware limited liability company (a fashion brand owner), located at 4775 Eucalyptus Avenue, Chino, California, filed a prepackaged Chapter 11 Plan of Reorganization in the United States Bankruptcy Court for the District of Delaware on April 5, 2021 (Case

No.: 21-10663). The company emerged from bankruptcy on May 26, 2021 after completing a restructuring.

Other than the above-listed proceeding, no other bankruptcy proceeding is required to be disclosed in this Item.

ITEM 5
INITIAL FEES

Franchise Agreement.

Initial Franchise Fee

The initial franchise fee you must pay to us is $42,500, for a Territory containing at least 25,000 to 35,000 Targeted Households. The initial franchise fee is subject to discounts, as described below.

A "Targeted Household" is a single family detached home with an estimated annual gross income of at least $100,000. The number of Targeted Households is estimated because we rely on third party source to supply us with this data. While we believe this data to be accurate within an acceptable margin of error, there is no way to guarantee or know the actual number of households that meet the gross income criteria. The actual number of households that meet the gross income criteria may be more or less than 25,000 to 35,000.

Any Territory that contains greater than 35,000 Targeted Households at the time of purchase will incur a charge of $1.00 per Targeted Household for every Targeted Household above 35,000. We may, in our sole discretion, permit you to add unoccupied zip codes, which are immediately adjacent to your Territory, from an unoccupied territory at a cost of $1.00 per Targeted Household located within that unoccupied zip code (the "Purchased Zip Codes"). All Purchased Zip Codes will be included in your defined Territory, and all references to "Territory" include the Purchased Zip Codes. Since the Purchased Zip Code will become part of your Territory, you must include all Targeted Households within the Purchased Zip Code in the Direct Marketing Program in which you are required to participate.

You must pay the initial franchise fee in full when you sign the Franchise Agreement. The initial franchise fee is fully earned upon receipt. Financing for the initial franchise fee may be available as noted in Item 10.

Only the Community Heroes Program discount, the VetFran discount, or the discount available to licensed pesticide applicators (each as described below), if you qualify for them, may bring the initial franchise fee you must pay to an amount below $42,500.

In the year ended December 31, 2023, the average initial franchise fee paid by Mosquito Joe franchisees was approximately $39,802 and the initial franchise fee paid during that period ranged from $10,000 to $46,182 based on the population in the territory purchased and available discounts (discussed below).

Discount Programs

Our discount programs are as follows:

Community Heroes Program

We have established a Community Heroes Program and may offer up to a $2,500 discount to qualifying franchisees. We include firefighters, law enforcement, emergency medical technicians and personnel, teachers and educational administrative staff in our Community Heroes Program.

VetFran Discount

As a member of the International Franchise Association ("IFA"), we participate in the IFA's VetFran Program. If you are a United States or Canadian honorably discharged veteran (as such term is defined by us in our sole discretion) who meets our qualifications for purchasing a franchise, you will receive a $8,500 discount. In determining who is a "veteran," we may be guided, in whole or in part, by any definitions we find appropriate, including definitions used by the federal government of the United States or Canada, as applicable, in determining who is eligible for federal benefits intended for veterans. No discount will be given for franchises under an Area Development Agreement.

Discount for Licensed Pesticide Applicators

If you are a licensed pesticide applicator, you will also qualify for a $2,500 discount on the initial franchise fee for your first Mosquito Joe franchise, but no discount will be given for franchises under an Area Development Agreement.

Roll-In Discount for Sales Volume Rolled in from an Existing Business

If you have an existing business with annual gross sales of at least $250,000, that business is similar to the franchise and you agree to merge it with the Business, we will discount the initial franchise fee by 5% for every $125,000 in annual Gross Sales of your existing business that you agree to "roll-in" into the Business, up to a maximum discount of 50%, as follows (the "Roll-In Discount"):

Percentage Discount	**Annual Gross Sales of Existing Business**
10%	$250,000 - $374,999
15%	$375,000 - $499,999
20%	$500,000 - $624,999
25%	$625,000 - $749,999
30%	$750,000 - $874,999
35%	$875,000 - $999,999
40%	$1,000,000 - $1,124,999
45%	$1,125,000 - $1,249,999
50%	$1,250,000 and above

Additional Concept Discount

If you have been a franchisee of one of our affiliates (see Item 1) for at least 2 years and you purchase a franchise from us, you will receive a 10% discount on the initial franchise fee (the "Additional Concept Discount").

HIRE Discount for Employees of Franchisees

We offer a discounted initial franchise fee to qualified employees of our and our affiliates' franchisees who (i) have been recommended by their employer, (ii) have been employed by our franchisee or a franchisee of our affiliate for at least 2 years and (iii) otherwise qualify to be our franchisee, calculated as follows (the "HIRE Discount"):

Percentage Discount	Years of Consecutive Employment
10%	2
15%	3
20%	4
25%	5 years or more

Franchises granted by us under the HIRE Discount program will generally contain 25,000 to 35,000 Targeted Households. The HIRE Discount applies only to the first 35,000 Targeted Households. If you wish to acquire a territory containing a population of more than 35,000 Targeted Households, you must pay the additional initial franchise fee at our usual rates.

You may use the HIRE Discount only once and only in accordance with the subsection in this Item titled "Combination and Application of Discounts."

Combination and Application of Discounts

You may not combine more than one discount.

Deposit for an Option for Additional Territory

If you qualify under our then-current Expansion Criteria (see also Item 12), you may purchase an option for an additional territory by paying us, at the time you purchase your franchise, a fee of 10% of the initial franchise fee for such additional territory and executing an Option to Purchase Agreement (in the form attached to this disclosure document as Exhibit G). Under the Option to Purchase Agreement, at any time prior to January 15th of the calendar year immediately following the effective date of your franchise agreement, you may purchase the additional territory if you are in compliance with your franchise agreement by paying us the balance of the initial franchise fee applicable to such territory. The 10% deposit will be applied to the purchase price. We do not refund your deposit if you decide not to purchase or do not qualify to purchase the additional territory.

Area Development Agreement.

If we agree to grant you the right to develop and operate two or more Mosquito Joe franchises in a defined Development Area through an Area Development Agreement, you must pay us the area development fee and the initial franchise fee as follows:

# of Territories	Area Development Fee	Initial Franchise Fee	Total Fee	Effective Total per Business
Two	$80,000	$5,000	$85,000	$42,500
Three	$111,000	$7,500	$118,500	$39,500
Four	$143,000	$10,000	$153,000	$38,250
Five	$175,000	$12,500	$187,500	$37,500

The area development fee is due and payable to us upon execution of the Area Development Agreement. The initial franchise fee of $2,500 for each franchise is due and payable to us upon execution of each Franchise Agreement. When you sign the Area Development Agreement, we require you to execute one Franchise Agreement requiring the Business to become operational within 365 days, and to pay the initial franchise fee for that Business at the time you sign the Franchise Agreement. The initial franchise fee for each subsequent Business to be opened is due at the time the applicable Franchise Agreement is executed.

Under an Area Development Agreement, the minimum number of Businesses you may be required to open is 2 and the maximum number you may be required to open is 5.

During our last fiscal year ending December 31, 2023, we sold 3 area development agreements, the average of the aggregate area development and initial franchise fees paid by Mosquito Joe area developers was $80,000 and such aggregate area development and initial franchise fees paid by area developers ranged from $75,000 to $82,500.

The initial franchise fee and area development fee are fully earned upon execution of the agreements by us. The initial franchise fee and area development fee are non-refundable, provided that we may refund the fees, minus our costs incurred, only if you do not pass our initial training program in accordance with our current passing standards for the initial training program, and you return to us all materials which we distributed to you during Operations Training.

<u>Direct Marketing Program Fees and SEO Program Fee</u>

Under the Direct Marketing Program, 30 days prior to the Scheduled Opening Date, you must pay us in lump sum the Direct Marketing Fees for the initial calendar year of operation (which fees consist of a one-time set-up fee of $1,000, an Annual Program Fee of $37,000, and an annual Mailing List Fee of $0.05 per Targeted Household (i.e., $1,250 (for a Territory of 25,000 Targeted Households) to $1,750 (for a Territory of 35,000 Targeted Households)). The Franchise Agreement requires you to open within 30 days of the Scheduled Opening Date. The "Scheduled Opening Date" means June 1 of the year of the effective date of your Franchise Agreement, if the effective date is March 31 or earlier in that calendar year; or June 1 of the year following the year of the effective date of your Franchise Agreement if the effective date is April 1 or later in the calendar year. If you purchase a developed territory and you are not otherwise a Mosquito Joe franchisee, you must pay the Direct Marketing Fees at the time you purchase the developed territory. The Direct Marketing Program Fees are non-refundable. After you open your Business, you have continuing obligations under this program as described in Item 6.

In addition, at the time your Business' website goes live, you are required to begin paying us (or our affiliate) a monthly fee of $300 (the "SEO Program Fee") for the search engine optimization services under our Search Engine Optimization Program (the "SEO Program"). Typically, your Business' website will go live 1 to 3 months prior to the Business commencing servicing of customers and therefore the SEO Program Fees paid to us (or our affiliate) prior to Business commencing servicing of customers will range from $300 to $900. The SEO Program Fee is non-refundable and it is a "per website" fee. You may only have 1 website (regardless of the number of territories you operate). For a multi-territory franchisee operating from a single website, the total monthly SEO Program Fee will be $300 regardless of the number of territories the franchisee operates.

Software System Fee

Beginning one month prior to conducting phase II training, you must pay to us a monthly fee of $357 for the use of certain software included in our Software System (currently ServSuite, Clicktecs, one (1) O365 Exchange, one (1) O365 E1, and one (1) O365 E3 email accounts, FranConnect, Nextiva, and Qvinci). This fee is collected via automatic bank draft from your bank account. The amount of this fee may change in the future. We will notify you of any such change. Other fees for software usage are described in Item 6. None of the fees for the Software System are refundable.

Referral Fee

If after you have become a Mosquito Joe franchisee, you complete and send us a referral form which clearly identifies you as the party making the referral, and you refer to us a prospective franchisee for a Mosquito Joe franchise (not as a part of a transfer), and your referral actually purchases a Mosquito Joe franchise, we may (and we reserve the right to or not to, at our discretion) provide you with a referral fee in the amount of $5,000. We may implement, end or change this policy, and impose rules or conditions, whenever we choose. We do not expect or want you to be involved in the franchise solicitation, offering or sales process, and you are strictly prohibited from doing so. You are simply passing along to us the name of someone you know who may be interested in acquiring a new Mosquito Joe franchise.

ITEM 6
OTHER FEES*

Fee	Amount	Due Date	Remarks
License Fee[1, 2]	10% of Gross Sales for Gross Sales of up to $500,000 (in a calendar year, per Territory); 7% of Gross Sales for Gross Sales above $500,000 (in the same calendar year, in the one Territory). In addition, minimum license	Payable weekly, currently on Wednesdays.	If your annual Gross Sales for a calendar year exceed $500,000 for a Territory (the "Threshold") and you are not in default under any franchise or other agreement with us or an affiliate, you will qualify for a reduced 7% License Fee on any Gross Sales (for the same Territory) in excess of $500,000 in that calendar year. We reserve the right to (a) charge you the reduced License Fee once you achieve the Threshold, or (b) charge you the full, unreduced License Fee during the entire calendar year and then pay you the excess between (i) the actual License Fees we collected from you for the calendar year and (ii) the License Fees you owed to us for the

Fee	Amount	Due Date	Remarks
	fees apply.		calendar year based on having achieved the Threshold for the Territory during the calendar year. For avoidance of doubt, Gross Sales from outside the Territory do not count towards the Threshold. See Note 2 for minimum license fees.
MAP Fee[1, 2]	2% of Gross Sales.	Payable weekly, currently on Wednesdays.	Payable each week with the License Fee for brand development, internet marketing and production of advertising and marketing materials. The MAP Fee also includes the cost of the license to WebPunch software.
Local Marketing Groups[1, 2, 3]	2% of Gross Sales. As of the issuance date of this Franchise Disclosure Document, we may require that all or a portion of your LMG contribution (currently, 2% of your Gross Sales) be paid for use towards the Neighborly marketing and brand awareness initiatives.	Determined by LMG members.	We may designate local advertising markets and advertising cooperatives and/or local marketing groups for such markets (collectively, "LMGs"), and if designated, you must participate in and contribute to the LMG's advertising and marketing programs in your market. Your contribution to the LMG will count towards any required Minimum Local Marketing Spending but any required Minimum Local Marketing Spending will not represent a limit on your LMG contributions. Your contribution to the LMG will not count towards any Direct Marketing Program Fees. (see Item 11)
Software System Monthly Fees	Currently, $357 per month plus $25 for each additional Territory after your first Territory.	Paid monthly (currently on the 15th of each month) via ACH, starting the earlier of the month when you begin operating your Business, or the month when the first software solution is set up.	You must use the Software System and other software we from time to time specify. These fees may increase in the future, but not more than by 20% 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). Currently, these fees cover the use of Qvinci, one (1) O365 Exchange, one (1) O365 E1, and one (1) O365 E3 email accounts, , FranConnect, ClickTecs, ServSuite, and Nextiva (up to 2 seats). These fees may change

Fee	Amount	Due Date	Remarks
			in the future. We and ZorWare reserve the right to suspend your access to any or all software within the Software System if you fail to timely pay these fees.
Late Fees (on Software System Monthly Fees)	$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.
Tablet Access Fee	Currently, $30 access fee per tablet per month plus monthly internet access fees charged by cell service providers.	Monthly or as incurred.	You may at your option enable your technicians to have access to the Software System using a tablet. We have contracted with a supplier for a service management system with the capability of field technician access to customer records for update using a tablet. Provider rates are subject to change and you must pay the providers or us in advance each month, if we and/or our affiliates are billed directly by the provider.
Direct Marketing Program Fees[3]	Currently: $37,000 per year Annual Program Fee (unless your annual Gross Sales for prior calendar year were at least $450,000, in which case your Annual Program Fee will be $26,000), <u>plus</u> annual Mailing List Fee: Currently, $0.05 per Targeted Household on the mailing list obtained. If you own 4 or more territories, your Annual Program Fees for	The Direct Marketing Program Fees for the first "operating season" of the Business (i.e., the calendar year during which the Business opens) are paid prior to opening as described in Item 5. After the first operating season, the payment will be according to one of the payment plans described in the Operations Manual (currently, a payment plan of 10 to 26 weeks) as approved by us by January 31 of	You must participate in our direct marketing program providing direct mail, digital display, social media and digital and other marketing, promotional and advertising programs and related services (the "Direct Marketing Program"). The Direct Marketing Program Fees are subject to change, with notice, to reflect changes in cost, but the fees will not increase annually by more than 10%. If you fail to pay any Direct Marketing Program Fees, we may suspend your Direct Marketing Program and exercise any other remedy we may have, with no liability to us resulting from the actions we are permitted to take. If you qualify for and pay a reduced Annual Program Fee (i.e., less than $37,000 per territory per year) under the Direct Marketing Program in a calendar year, you must offset this reduction by spending a minimum of $6,000 per Territory, in such calendar year, in digital advertising with us, an affiliate, or approved supplier, which can include the SEO Program Fees.

Fee	Amount	Due Date	Remarks
	all territories will be $126,000 (for 4 territories) plus $26,000 for each additional territory. If you own 4 or more territories and achieve an average of $450,000 in annual Gross Sales across all territories, then your per-territory Annual Program Fee will be $26,000.	each year.	
SEO Program Fee[3]	Currently, $300 per month.	Monthly	The SEO Program Fee is subject to change, with notice, to reflect changes in cost, but the fee will not increase annually more than 10%. See also Note 3.
Key Accounts/ Management Fee[5]	Up to 5% of total Gross Sales related to Key Account work, including Gross Sales that relate to Key Accounts; Gross Sales that are the result of any lead or any agreement developed by our Business Development Department or any similar group that is part of our company or is our designee; Gross Sales for work that is dispatched from any call center operated by us or our designee; Gross Sales that are audited by us or our designee	When you are billed or when the fee is deducted from your payment(s) for work performed or added to the invoice	If you participate in our Key Accounts program, we reserve the right to require you to pay a Key Accounts / Management Fee to us or our designee. We may also sometimes refer to this fee as a "Key Accounts Management fee" or "Management fee."

Fee	Amount	Due Date	Remarks
	according to Key Accounts standards or Gross Sales that otherwise benefit from our Key Accounts activities or management.		
Call Center Services Fees	Fees vary by vendor. Current fees may include one-time set up fee (which may range from $0-$249); recurring fees may be based on a per minute, per call basis or a flat monthly fee (which may range from $259.99 to $599.99), and a fee per booked sales appointment (which may range from $10 to $30 /appointment). Minimum monthly fees may also apply and may range from $160 to $600.	Paid monthly in arrears.	You must use a third-party call center provider for rollover customer calls and for answering customer calls outside business hours, including on weekends. You will pay these fees directly to the third-party vendor. We reserve the right to require you to use an approved or designated call center provider, which may be us or our affiliate, and/or to require you to pay the call center fees to us or our affiliate.
Regional Meetings/ Annual Convention	Annual Convention Fee, currently up to $500 Costs and expenses incurred by your attendees, plus the costs of travel, lodging and entertain-ment.	As incurred. As incurred.	We may charge a nominal Annual Convention Fee to attend required regional meetings or the required annual conventions. In addition, you are responsible for all costs and expenses incurred by your attendees, including travel, lodging and entertainment. The annual franchisee convention is a critical learning and networking experience for franchisees to continue to grow their business. As a result, attendance is key and if you fail to attend the annual convention, we will require you to pay to us $1,200 upon receipt of notice from us. If you own multiple franchises, your attendance for one of your franchises qualifies as your

Fee	Amount	Due Date	Remarks
	$1,200 if you fail to attend the Annual Con-vention.	On receipt of notice.	attendance for all of your franchises.
Transfer Fee	$7,500, if the gross sales price of the Business is less than $400,000; or $20,000 if the gross sales price of the Business is $400,000 or more. No transfer fee for transfer of the Area Development Agreement.	Before transfer	You must pay us this fee on the total gross sales price of the Business. including all assets of the Business, when you sell your Business, but 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). You do not have the right to transfer any right or interest in the Area Development Agreement.
Late Fees[1] (Franchise Agreement)	$10 per day	On demand	Applies to overdue fees from the due date until all sums are paid.
Dishonored Check or ACH Draft[1]	$50	On demand	You must pay us for each check returned or ACH draft refused by your financial institution for insufficient funds in your account.
Interest[1]	12% on unpaid balances	On demand	Payable on all overdue amounts. The twelve percent (12%) charge is calculated as a per annum rate but may be collected on demand, including weekly or monthly, through automatic bank draft.
Training Fees	Costs and expenses incurred by your trainees in connection with any training programs and seminars.	As incurred.	Costs and expenses incurred by your trainees in connection with any training programs (after your initial training) and seminars are your responsibility. There will be no charge for our regularly scheduled training and seminars. As of the date of this Disclosure Document, we may conduct our training programs remotely/virtually. Therefore, you may not incur travel expenses if your training is done remotely/virtually.
Additional Training Fees	The then-current fee, currently up to $500 per	When you are billed.	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

Fee	Amount	Due Date	Remarks
	trainee per day.		and expenses in connection with such training. As of the date of this Disclosure Document, we may conduct our training programs remotely/virtually. Therefore, you may not incur travel expenses if your training is done remotely/virtually.
Failure to Maintain Insurance[1]	Our actual cost for insurance premiums and a reasonable fee for expenses we incur	On demand	If you fail to maintain the required insurance coverage on your franchise, we may acquire and pay for the insurance coverage and charge you.
Audit[1]	Cost of audit plus expenses, plus any amount owed as shown by the audit, plus interest and late fees	When you are billed	Payable only if we find an understatement of Gross Sales of 3% or more or if you fail to provide requested information within 30 days of our request.
Renewal Fee[1]	$3,000	On renewal	See Item 17 for terms and conditions for renewal.
Amendment Fee[1]	$300	When you are billed	You must pay us a processing fee for modifications to your franchise agreement that are made at your request. When you request an amendment to your franchise agreement or related agreements, we may require that you sign a general release releasing us from all claims you may have except claims which, under state law, may not be released.
Unapproved Suppliers[1]	Our actual out-of-pocket costs of inspection or testing	On demand	See Item 8.
Indemnification and attorneys' fees and costs[1]	Varies according to loss	On demand	If we must engage an attorney to enforce our rights under the Franchise Agreement or Area Development Agreement and we prevail, or if we are sued because of something you do or fail to do, you must indemnify us and/or reimburse us for all costs, including reasonable attorneys' fees (which may include outside counsel fees and in-house legal costs charged at rates comparable to outside attorneys), interest, court costs and expenses expended or incurred in enforcing our rights.
Tax Reimbursement	Varies according to tax	When you are billed	You must pay us or to taxing authorities (as applicable) an amount equal to any sales tax,

Fee	Amount	Due Date	Remarks
1			use tax, gross receipts tax, documentary stamp tax or similar tax (other than income tax), fees or charges imposed on us due to any required payments you make to us. You must pay us such additional amounts as necessary so that we receive all payments from you in full as if no such tax applied.
Complaint Fee & Customer Refunds	$50	As incurred.	Applies only if we respond to a customer complaint about your service. Complaint fees are subject to change on 30 days' notice to reflect changes in cost and must be paid weekly. We may in our sole discretion refund all or a portion of revenue from a customer to resolve a customer complaint and you must reimburse us for such refunds.
Paradox ATS Fee	The then-current annual fee. The fee for 2024 is $488. The annual fee for 2025 will be between $500 and $650.	In 2024, when you're billed; January 2025 and annually thereafter	We make this optional third-party web-based applicant tracking system (ATS) available to you, subject to your agreement to Paradox Inc's terms of use. We may increase the fee annually to reflect price increases from the vendor, Paradox, Inc., but the fee will not increase more than 5% over prior year. You may opt out of the Paradox ATS at any time.

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 (i) the fees for our Software System (currently Qvinci, one (1) O365 Exchange, one (1) O365 E1, and one (1) O365 E3 email accounts, FranConnect, ClickTecs, ServSuite, and Nextiva), which are imposed by us, collected by our designee (currently our affiliate ZorWare) and may be passed through to the service provider, (ii) the SEO Program Fees, which are imposed by us and collected by our designee (currently our affiliate Neighborly Service Solutions), (iii) call center services fees, which are imposed and collected by the third-party provider, and (iv) any local or regional 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. In particular, you should be aware that the Software System monthly fees will be collected via automatic bank draft and you should plan accordingly. 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.

2. **Minimum License Fees; Gross Sales Definition**.

No Minimum License Fees apply during the year in which the Business begins operations or during the immediately following year, i.e., weeks 0 – 104 from the Franchise Agreement's effective date (the

“Effective Date”). Beginning in year 3, the weekly Minimum License Fees only apply in the months of June through September and are as follows:

	Weekly Minimum License Fees		
	January– May	June -September	October– December
Year 3	N/A	$325	N/A
Year 4	N/A	$400	N/A
Year 5 - End of Term	N/A	$500	N/A

Year 3 is calculated as weeks 105 – 157 from the Effective Date; Year 4 is calculated as weeks 158 – 210 from the Effective Date; and Year 5 through the end of the Franchise Agreement’s term is calculated as weeks 211 – 520 from the Effective Date.

Gross Sales. Gross Sales include 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 — your 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. Gross Sales also exclude sales from any Excluded Services (as defined in a mutually executed Excluded Services Addendum (see Schedule I to the Franchise Agreement). Revenue from any pre-paid services will not be included in Gross Sales for purposes of calculating License Fees and MAP Fees, until the week during which the associated services are completed. The Excluded Services Addendum requirements include that (i) the operation of the Existing Business does not interfere with your operation of the Business; (ii) you do not utilize our Marks, System and Confidential Information in the operation of the Existing Business; (iii) the Existing Business offers only the Excluded Services (the gross sales of which are excluded from the Gross Sales of the Business) specifically identified in the Excluded Services Addendum, which are services specified by us that are related to but distinguishable from the services of your Business, and does not compete with the Business by offering the same services and/or products as the Business; and (iv) you maintain separate books and records for each of the Business and the Existing Business. You must agree to make the books and records for your Existing Business available to us on reasonable prior written notice so that we may verify your compliance with the requirement concerning separate books and records. You must report Gross Sales to us by the 1st business day of the week for the prior week ending on Sunday.

If you currently perform services that are related to, but distinguishable from the services to be performed by the Business, you may elect, if we consent, in our sole discretion, to exclude that work from your franchise. If so, the services to be excluded must be specifically listed as Excluded Services performed by your Existing Business on Schedule I to the Franchise Agreement. If you do not currently perform these services or sales in an existing business but elect to start offering those services in the future you will not have the option of excluding those services from the franchise.

3. **Minimum Local Marketing Spending; Direct Marketing Program Fees and SEO Program Fees; Local Marketing Groups/Advertising Cooperatives**. We require you to spend an amount annually on approved local marketing and advertising of your Business (the “Minimum Local Marketing Spending”) equal to the greater of: (a) $40,600; or (b) 8% of the previous year’s annual Gross Sales of the Business. The amount you spend on Minimum Local Marketing Spending will be in addition to any MAP fees you must pay to us. The Direct Marketing Program Fees, the SEO Program Fees and any LMG fees will count towards the Minimum Local Marketing Spending, as more particularly described in the Manuals. Any amounts not otherwise spent by you on the Direct Marketing Program

Fees or the SEO Program Fees may be spent on other approved internet marketing, newspaper advertising, billboards and displays, magazines, direct mail, television, radio and promotional collateral and novelty items. If you fail to make the required expenditures, we have the right to collect the deficiency and spend it as provided below in this paragraph. We reserve the right to require you to use one or more designated vendors in connection with your local marketing and promotional activities. In addition, we reserve the right to collect (on a monthly or quarterly basis, as we may from time to time designate) the Minimum Local Marketing Spending and in return provide to you local promotional, marketing and advertising materials and related services to promote the Business in the Territory. Should your franchise agreement terminate prior to our providing such local promotional, marketing and advertising materials and related services in the Territory, we reserve the right to contribute the Minimum Local Marketing Amounts collected to the MAP Fund. (For avoidance of doubt, amounts paid to an LMG and other amounts of local advertising spending will not count towards the Direct Marketing Program Fees or the SEO Program Fees.)

If advertising cooperatives are set up, franchisor-owned outlets will not have controlling voting power, although as franchisor, we will set the contribution rates and franchisor-owned outlets will contribute at the same rate. If local marketing groups are set up, the franchisor will set the contribution rates and franchisor-owned outlets will contribute at the same rate; the members will have no votes but they will advise the franchisor on the local marketing group's strategies and initiatives. There currently are no cooperatives.

Direct Marketing Program. The mailing list for the Direct Marketing Program is purchased on an annual basis by us or our affiliate and is owned by us or our affiliate. You may only use the mailing list in connection with the operation of your Business during the term of the Franchise Agreement and only as directed by us or as provided in the Operations Manual. Specific addresses and names are not shared with franchisees. If your Business exceeds $450,000 in Gross Sales in a calendar year, the Annual Program Fee you will be required to pay for the following calendar year will decrease to $26,000. In addition, if you own and operate four or more territories, your total Annual Program Fee for the four territories will be $126,000, plus $26,000 for each additional Territory; provided that, if you own four or more territories and achieve an average of $450,000 in annual Gross Sales across all your territories, your Annual Program Fee per territory will be $26,000. For avoidance of doubt, even if you qualify for the reduced Annual Program Fee, you will still be required to pay the Mailing List Fee. In addition, if you qualify for a reduced Annual Program Fee, you must offset this reduction by spending a minimum of $6,000 per territory per calendar year in digital advertising services provided by us, our affiliates or approved suppliers.

SEO Program. We or our affiliate are the only approved supplier of the SEO Program in which you must participate. Through the SEO Program, you are required to pay to us or our affiliate the monthly SEO Program Fee for search engine optimization services ("SEO"). The first monthly SEO Program Fee is due in the month in which your website goes live, as described in Item 5. SEO is a per website requirement. For a multi-territory franchisee operating from a single website, the total SEO Program Fee will be $300 per month, regardless of the number of territories open. You may only have 1 website even if you own multiple territories.

In addition, our approved vendors offer optional fee-based services for pay-per-click advertising, social media advertising administration, remarketing, and other digital advertising services. Franchisees who qualify for the reduced Annual Program Fee under the Direct Marketing Program are required to spend $5,000 in annual fee-based digital advertising services with us or an affiliate through the SEO Program, or with an approved supplier, which minimum $5,000 spend can include the SEO Program Fees. The SEO Program Fees and any other fees spent on digital advertising services from approved vendors count towards the Minimum Local Marketing Spending.

4. **Software System and Other Software**. We require you to use our Software System, which currently includes Qvinci, one (1) O365 Exchange, one (1) O365 E1, and one (1) O365 E3 email accounts, FranConnect, ClickTecs, ServSuite, and Nextiva. All Software System fees are currently paid to our affiliate ZorWare. These fees are currently collected via automatic bank draft. We also require you to use WebPunch software, and the cost of such software is included in the MAP Fee. Your use of WebPunch is subject to the terms of the Software System User and Maintenance Agreement (current version is attached as Exhibit K).

We may at any time substitute or add a different required software for operations, accounting and reporting and office/other business functions for the franchised business, any such software may be provided by us, a third party or a combination of providers, and you will be required to pay to us or the third-party provider fees for such software and sign related software license agreements. Enrollment and monthly fees for required software may change in the future. Currently, you must pay these fees by automatic bank draft (ACH) and our affiliate determines the upgrade fee each year for our Software System. If we update our system to require different software which may be provided by a third party, that provider will determine payment methods and future fee increases.

You must also use the accounting, reporting and other software we from time to time specify and pay the monthly charges applicable to such software usage. Currently, we require that you also license Quickbooks Online from our designated vendor, Intuit Limited, and pay a license fee directly to the vendor, which fee currently ranges from $63 to $140 depending on the license tier you select.

5. **Key Accounts and Third Party Fees**. If we establish a Key Accounts program, you may participate in it, and, if you participate, you must comply with all Key Accounts standards and procedures described in the Operations Manual and/or as we may otherwise communicate to you, which participation may, in some cases, require you to use a third party billing provider that offers additional services and those services may include additional software. These third party providers charge a range of fees, normally a percentage of the Gross Sales of the invoice and/or a per invoice referral or work order dispatched fee which may be in addition to the fees stated above. A company that refers customers may also charge a fee for referrals or the use of their software. We cannot estimate the amount of these fees.

6. **Renewal.** If you are signing a franchise agreement as part of a renewal and (i) have executed a renewal franchise agreement at least 7 calendar days prior to the expiration of your existing franchise agreement ("Original Franchise Agreement"), and (ii) the license fee under your Original Franchise Agreement is less than our current standard license fee at the time of renewal by more than 0.25% (for example, if the current standard license fee is 10%, and the license fee under the Original Franchise Agreement was less than 9.75%), your License Fee under your renewal franchise agreement will initially be the same as under your Original Franchise Agreement and then will gradually increase over time until it equals our standard license fee at the time of renewal, as follows:

Renewal Term	**License Fee under Renewal Agreement**
If you are renewing your franchise for the first renewal term:	For the first 12 months of the renewal term, your License Fee will equal the license fee under the Original Franchise Agreement, and thereafter, for a period determined by us (the "Phase-In Period"), we may set a rate for the License Fee, which rate will be greater than the rate under the Original Franchise Agreement but lower than the rate under the renewal franchise agreement and which set rate may gradually

Renewal Term	License Fee under Renewal Agreement
	increase during the Phase-In Period until it equals the License Fee rate under the renewal franchise agreement. Upon expiration of the Phase-In Period, if any, the License Fee rate as identified in the renewal franchise agreement will apply.
If you are renewing your franchise for a second renewal term:	For the first 24 months of the renewal term, your License Fee will equal the license fee under the Original Franchise Agreement, and thereafter, for a period determined by us (the "Phase-In Period"), we may set a rate for the License Fee, which rate will be greater than the rate under the Original Franchise Agreement but lower than the rate under the renewal franchise agreement and which set rate may gradually increase during the Phase-In Period until it equals the License Fee rate under the renewal franchise agreement. Upon expiration of the Phase-In Period, if any, the License Fee rate as identified in the renewal franchise agreement will apply.

For avoidance of doubt, notwithstanding the foregoing, if you are signing a Franchise Agreement for an initial term, you will only have the right to one renewal term, subject to satisfying conditions to renewal described in the Franchise Agreement.

ITEM 7
ESTIMATED INITIAL INVESTMENT

Franchise Agreement

YOUR ESTIMATED INITIAL INVESTMENT

TYPE OF EXPENDITURE	AMOUNT	METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT MADE
Initial Franchise Fee 1/	$42,500	Lump Sum	On your signing the Franchise Agreement	Us
Direct Marketing Program/ Set Up Fee and Annual Program Fee 2/	$38,000	Lump Sum	30 days prior to the Scheduled Opening Date.	Us or our affiliate
Direct Marketing Program/ Annual Mailing List Fee 2/	$1,250 to $1,750	Lump Sum	The first Monday in May prior to the Scheduled Opening Date.	Us or our affiliate
SEO Program Fee (3 months) 3/	$300 to $900	Lump Sum	Billed the month your website goes live or by the first Monday in May, whichever comes first	Us or our affiliate
Real Property 4/	$0 to $6,000	Monthly, Non-Refundable	As Arranged	Lessor

TYPE OF EXPENDITURE	AMOUNT	METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT MADE
Office Furnishings, Signage & Fixtures 6/	$0 to $2,000	As Arranged	As Incurred	Suppliers
Tools, Equipment, Products, Uniforms & Supplies 5/	$5,500 to $6,500	As Arranged	As Incurred	Suppliers
Vehicle, Shelving & Decals 6/	$3,000 to $10,000	As Arranged	As Incurred	Suppliers
Initial Training 7/	$100 to $2,000	As Arranged	As Arranged	Suppliers of transportation, food and lodging
Insurance, Office & Marketing Supplies & Forms 8/	$5,500 to $6,500	As Arranged	As Incurred	Suppliers
Professional Fees 9/	$0 to $1,000	As Arranged	As Incurred	Professionals
Licenses 10/	$100 to $3,200	Lump Sum	As Incurred	Government agencies
Computer, Internet Devices, Phones, Software Setup 11/	$2,600 to $5,100	As Arranged	Prior to the Scheduled Opening Date	Suppliers and/or Us and/or our affiliate
Deposits 12/	$0 to $4,000	As Arranged	As Incurred	Suppliers
Additional Funds for 3 months 13/	$16,780 to $28,050	Check/Charge	As Incurred	
TOTALS	**Single Franchise** $114,630 – $156,500 16/			

Notes:

Except as otherwise described in Item 5 above, all payments are nonrefundable.

1. The Initial Franchise Fee for a single unit franchise is $42,500, with up to 35,000 Targeted Households. If your Territory has more than 35,000 Targeted Households, then you must also pay an additional $1.00 per Targeted Household over 35,000. If you have signed an Area Development Agreement, the Initial Franchise Fee for each territory is $2,500. The total low fee above is calculated based on the Initial Franchise Fee under an Area Development Agreement and high fees calculated above are based on a single unit franchise and use the Initial Franchise Fee of $42,500 for a Franchise Agreement. However, additional per franchise area development fees will also apply. Please see Item 5 and the charts below for a description of the area development fees associated with each franchise. You may qualify for a discount on the initial franchise fee. You must pay the initial franchise fee in full when you sign the franchise agreement. We may agree to finance a portion of the initial franchise fee, depending on your credit-worthiness, the collateral that you have available and our then-current financing policies. Monthly payments depend on the amount financed. The initial franchise fee is not refundable, except as described in Item 5. See Item 5 for more information about the initial franchise fee (including applicable discounts), see Item 10 for more information about financing, and see Item 12 for more information about Territory.

2. We or our affiliate are the only approved supplier of the Direct Marketing Program in which you must participate. You must purchase all Direct Marketing Program services from us or our affiliate. The Mailing List Fee is currently $0.05 per Targeted Household on the mailing list. The estimated range for the Mailing List Fee is based on 25,000 and 35,000 Targeted Households. The mailing list is purchased on an annual basis by our affiliate. Specific addresses and names are not shared with franchisees. For the first operating season of each Business opened, the Direct Marketing Program Fees must be paid 30 days prior to the Scheduled Opening Date, provided that if you are not an existing franchisee and you purchased a developed territory, the fees must be paid at the time you purchased the developed territory. The fees you pay for the Direct Marketing Program are non-refundable. See also Item 5.

3. We or our affiliate are the only approved supplier of the required SEO Program in which you must participate. The first monthly SEO Program Fee of $300 must be paid at the time your website goes live. The high end of the above estimate includes three months of the SEO Program Fees. SEO is a per website requirement. For a multi-territory franchisee operating from a single website, the total monthly SEO Program Fee will be $300 regardless of the number of territories open. You may only have one website even if you operate multiple territories. The SEO Program Fee is subject to change, with notice, to reflect changes in cost.

4. We encourage you to operate your franchise from your home, if local zoning laws permit. If you think your home is not properly zoned or suitable for franchise operations, you may need to lease or purchase suitable facilities. We estimate you would need an office/warehouse of 200 to 1,000 square feet for the Business. The rent will likely vary from $12 to $18 per square foot depending on the size, condition and location of the facilities. If you purchase property for an office, the costs could be significantly higher. The Real Property figures represent a security deposit and 3 month's rent of 1,000 square feet at $18 per square foot, for a lease in Virginia Beach, Virginia. You may also need to purchase or lease certain office equipment, signage, furniture and fixtures that we may specify.

5. You will need to purchase certain tools, equipment, products, supplies and uniforms that we specify. Cost will vary from state to state.

6. Any vehicle you use in connection with the Business must meet our specifications as described in the Manuals, including with respect to body style, color and model year. You will be required to apply approved decals on the vehicle. We estimate that you will need 1 to 2 vehicles for the operation of your Business. You may purchase or lease the vehicle(s). We do not currently sell or lease vehicles to our franchisees. We estimate the cost of leasing a vehicle is $3,000. You must maintain an approved vehicle for us in your Business at all times, however, we have only included a lease estimate for 3 months. Our approved decals and upfit must also be installed on each vehicle, estimated cost of $6,800 each. Your investment may vary depending upon your decision to lease a new or used vehicle, or to purchase a new vehicle. Our low estimate ($3,000) listed above is our estimate of leasing a vehicle with all costs bundled into the lease and our high estimate ($10,000) includes the cost of leasing or purchasing a vehicle and purchasing decals and interior upfit separately. Painting or repairs and interior upfit that may be required for vehicle approval may require additional expense.

7. You will incur expenses associated with our initial training program. For this training program, we provide instructors and instructional materials. You must pay for transportation, lodging, food, and wages for you and your employees. The cost will depend on the distance you must travel to the training location, the type of accommodations you choose and the number of employees being trained. The estimate is based on travel to our headquarters in Virginia Beach, Virginia for

training lasting for 5 days. As of the date of this Disclosure Document, we may conduct our training programs remotely/virtually. Therefore, you may not incur travel expenses if your training is done remotely/virtually.

8. We estimate that the range given will be sufficient to cover prepayment of insurances, initial office supplies, certain forms and supplies unique to the Business for the initial phase of the operation of the Business.

9. These are estimates for fees that will be charged by your attorney to review the franchise agreement and other documents, to advise you and to incorporate a business entity on your behalf if desired. This estimate also includes fees charged by an accountant and/or financial advisor. Actual fees will depend on the specific work you request, the advisors you select and the rates for professional fees in your area.

10. You may be required by state and/or local laws and regulations to obtain and maintain a license. The low estimate is licensing fees for many states. In some instances, this may include retaining a certified pest control professional to serve as the applicator of record for the business until the owner can obtain the necessary licensing. Because of that, the high estimate is the estimated cost of a franchisee retaining a certified pest control professional for three months, along with a pesticide business license.

11. Prior to opening your Business, you must acquire computer equipment, internet service, telephone equipment, and implement and be trained on software systems and/or services (i.e. service management, accounting, telephone system, credit card processing and any other software necessary to operate the Business) required by us, at your sole expense. This amount includes fees for software included our Software System (currently ServSuite, Clicktecs, one (1) O365 Exchange, one (1) O365 E1, and one (1) O365 E3 email accounts, FranConnect, Nextiva, and Qvinci).

12. As stated in Note 4 above, we encourage you to operate your Business from your home. If you elect to lease space for your Business, you may be required to pay lease and utility deposits for such space.

13. You will need to support ongoing expenses, such as payroll, fuel, supplies and other operating costs to the extent these costs are not covered by Gross Sales of the Business. New businesses often generate negative cash flow. We estimate that the amount stated will be sufficient to cover ongoing expenses for the initial phase of the business which we calculate to be 3 months. In computing this estimate, we relied on information provided to us by our franchisees as well as on our and our predecessors' 11 years of experience in managing and developing the franchise system. Factors which affect the amount of additional funds required include volume of revenue and expense control. This estimate includes the estimated cost of call center services for the initial 3 months of operation.

Area Development Agreement

YOUR ESTIMATED INITIAL INVESTMENT

TYPE OF EXPENDITURE	AMOUNT	METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT MADE
Area Development	$85,000 to	Lump Sum 1/	Area Development Fee	Us

TYPE OF EXPENDITURE	AMOUNT	METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT MADE
Fee and Initial Franchise Fees 1/	$187,500 1/		due on signing the Area Development Agreement Initial Franchise Fee due when each Franchise Agreement is signed	
Total Estimated Initial Investment for the First Business (*minus* Area Development Fee and Initial Franchise Fee)	$72,130 to $114,000 2/	See first table in this Item 7	See first table in this Item 7	See first table in this Item 7
TOTALS	**Area Developer** $157,130 to $301,500			

Notes:

Except as otherwise described in Item 5 above, all payments are nonrefundable.

1. Area Development Fees vary depending on the number of Businesses that you will open, as more fully described in Item 5. The minimum number of Businesses you may be required to open is 2 and the maximum number you may be required to open is 5. The low end of the Area Development Fee noted above is for the opening of 2 Businesses; the high end of the Area Development Fee is for the opening of 5 Businesses. If you have signed an Area Development Agreement, the Initial Franchise Fee for each franchise is $2,500, due and payable to us upon execution of each Franchise Agreement.

2. If you sign an Area Development Agreement, you will incur the full cost of opening at least one Business within 365 days of the Effective Date of the Area Development Agreement. The total above represents the estimated initial investment for the opening of the first Business, as described in the first table in this Item 7. You must also factor in the costs associated with opening multiple Businesses. For example, if you acquire area development rights to open three Businesses and you agree with us to sign two franchise agreements when you sign the Area Development Agreement and open both of the Businesses within 365 days, then your initial investment will be comprised of the Area Development Fee for three franchises, Initial Franchise Fee for two franchises (as noted in Item 5), plus the cost of opening your first two franchises (therefore increasing the estimate described in the table above).

Renewal and Purchase of Operating Franchises

If you are renewing your franchise or if you are purchasing an operating franchised business (as opposed to a territory that has not yet been developed), the above costs will not apply except to the extent they apply in your ongoing business. You will pay a Renewal Fee of $3,000 instead of an Initial Franchise Fee when you renew the franchise. Also, instead of an Initial Franchise Fee, we charge $7,500 if the gross sales price of the Business is less than $400,000; or $20,000 if the gross sales price of the Business is $400,000 or more. If you choose to have legal review of your renewal or resale/transfer franchise documents, the cost item above titled "Professional Fees" would apply. In the case of a resale/transfer, this estimate does not include the cost of preparing and negotiating the purchase agreement with the owner of the franchised business you are purchasing, if applicable, and you must make your own estimate of those costs. If you are acquiring an operating franchise, you will pay to the selling franchisee a purchase price for the business, which purchase price you will negotiate with the selling franchisee.

ITEM 8
RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES

You must maintain the highest standards of quality and workmanship in order to provide the highest quality of service to your customers. You must use in the operation of your Business, and in the offer and sale of the services and products we approve, only those techniques, procedures, and supplies we specify in writing. You must offer all, and only such, products and services as we approve from time to time. We may change any of our requirements periodically. We will notify you of any changes to the standards or the Manuals.

Approved Supplies and Suppliers

We may furnish you from time to time lists of approved supplies and approved suppliers. We reserve the right to require that you only use approved products, inventory, supplies, uniforms, tools, equipment, signs, telephone and internet equipment and service, advertising materials, and other items (the "approved supplies") in the Business as described in the approved supplies and approved suppliers' lists, as we may amend from time to time. We also may develop and research new products or services as we determine necessary. We reserve the right to designate a primary or single source of supply for certain products and supplies, and we or our affiliates may be that single source. You must pay the then current price in effect for any purchases from us or our affiliates. You may not contract with an alternative supplier for any products and/or services for which we have designated a supplier.

You may purchase from other suppliers if you follow our supplier approval procedures, as described in the Manuals, and obtain our prior written approval. You must give us at least thirty (30) business days' prior written notice if you wish to purchase from a source other than our approved suppliers. We may require that samples be delivered to us or to a designated independent testing laboratory for testing before our approval is given. You must pay upon demand our (or the third party's) actual costs of the testing and any related costs/expenses (regardless of whether we grant an approval). We will usually notify you of our decision within 10 days after we receive the test results. Additional or different procedures may be required for approval of services, software or other special items, as described in the Manuals. We reserve the right to revoke our approval at any time upon the supplier's failure to meet our then-current criteria.

We may also require that other products, supplies, equipment, inventory or services you use in connection with the operation of your Business meet our then-current specifications (as we may from time to time modify).

Software System and Credit Card Processing System

You must license the Software System (which currently includes ServSuite, Clicktecs, one (1) O365 Exchange, one (1) O365 E1, and one (1) O365 E3 email accounts, FranConnect, Nextiva, and Qvinci) from our designated suppliers and pay our designees (currently our affiliate ZorWare) a license fee for such Software System. We may require updates to the Software System from time to time and require you to use different and/or additional proprietary and/or 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 us or the third-party supplier fees for such software. We also require that you license WebPunch and we charge you for the license as part of the MAP Fee. You must execute the Software System User and Maintenance Agreement (the current form is included as Exhibit K) in connection with your use of the Software System and WebPunch. We may require you to purchase one mobile device per technician or vehicle.

You must purchase and maintain a computer system compatible with Windows OS or Mac OS X, a multi-purpose printer, internet modem/router, VoIP telephone and all the field service equipment necessary to provide customer with service, which meet our then current specifications. Specifications may include a particular brand or source and we issue specifications to you and maintain them in the Manuals.

You must pay a monthly fee to our designee (currently Worldpay) to use our required credit card processing solution.

Direct Marketing Program and SEO Program

We require you to participate in our Direct Marketing Program and our SEO Program and pay us or our affiliate fees for the services we provide under such programs. As of the issuance date of this disclosure document, we or our affiliate are/is the only approved supplier of the Direct Marketing Program and the SEO Program. If we are no longer able to provide these services, we will endeavor to provide these services to you through an alternate supplier at a comparable cost.

In addition, our approved vendors provide optional fee-based services for pay-per-click advertising, social media advertising administration, remarketing, and other digital advertising services. If you qualify to pay a reduced Annual Program Fee under the Direct Marketing Program (as described in Item 6), you will be required to spend $5,000 in annual digital advertising services with us or our affiliate (under the SEO Program) and/or with such approved suppliers.

We believe the Direct Marketing Program Fees, the SEO Program Fees, and the Software System Fees are equal to or lower than the prevailing market price you would obtain if you engaged a third party on your own to provide comparable services of a comparable quality on a consistent basis. This does not mean that we offer the lowest price; however, based on our experience, vendors that provide lower pricing for a single franchisee or a small group of franchisees and/or for a limited time do not promote the same level of uniformity in long-term system-wide product quality and service that we, as the franchisor, or our affiliates are able to provide. The Direct Marketing Program Fees, the SEO Program Fees, and the Software System Fees may include a mark-up to offset our (or our affiliate's, as applicable) costs of administering and managing the Direct Marketing Program, the SEO Program and the Software System related services, respectively; such mark-up exceeds our (or our affiliate's, as applicable) direct costs of the Direct Marketing Program, the SEO Program, and the Software System, respectively, and we or our affiliate may derive a profit from the Direct Marketing Program Fees, the SEO Program Fees, and the Software System Fees.

Vehicles

Any vehicle you use in connection with the Business must meet our specifications as described in the Manuals. You are not required to buy your vehicles from any specified dealer, but you will receive the discount or Rebate only if your purchase qualifies under the specific program in place and only at the times specified in the program. Vehicle Rebates are applied at the time of purchase by the vehicle dealer, typically as a discount off of the vehicle purchase price. Program details and documentation are available from ProTradeNet and must be used when ordering the vehicle to receive the full benefit.

Call Center

You must use, at your own cost, a third-party call center provider for rollover customer calls and for answering customer calls outside business hours, including on weekends. We reserve the right to require you to use an approved or designated call center provider, which may be us or our affiliate, and/or to require you to pay the call center fees to us or our affiliate.

Marketing Materials

All advertising and promotional materials, signs and other items we designate must bear the Marks (see Item 13) in the form, color, location and manner we specify. Your advertising and promotion must meet our standards as described in the Manuals or otherwise by us in writing. You may prepare and use your own advertising or promotional materials provided that we have approved them in writing prior to use.

Telephone Numbers and Electronic Identities

The telephone numbers and electronic identities you use in connection with the Business must be owned and controlled by us or an approved supplier. We require you to "port" or transfer to an approved call routing and tracking supplier all phone numbers associated with the Business or published in any print or online directory, advertisement, marketing or promotion associated with the Marks and/or the Business.

Purchasing Arrangements and Rebates

We do not provide you with any material benefits based on your purchase of particular products or services, or your use of designated or approved sources. Our affiliate, ProTradeNet, negotiates and enters into purchase arrangements, which may include discounted pricing, special terms, rebates or other incentives with suppliers for the benefit of our franchisees. We may also negotiate or enter into these types of arrangements directly. ProTradeNet has and may enter into relationships with other buying groups, which may include competitors, for the purpose of improving negotiating strength and purchase volume for the entire group. We or an affiliate (including ProTradeNet) may make available to you the opportunity to participate from time to time in certain discounts, rebates, or other benefits in connection with approved suppliers (collectively, "Rebates"), if you meet certain conditions, such as supplier terms and conditions and attendance at annual meetings. All Rebates not returned to franchisees may be retained by us or our affiliate (including ProTradeNet) and used to cover administrative costs or to promote our system and brands. Although neither we nor ProTradeNet have any contractual obligation to pay you Rebates, in most instances, but subject to change and vendor relationships, ProTradeNet will retain 25% of all Rebates, pay 25% of all Rebates to us and pay 50% of all Rebates to you, the franchisee, based on qualifying purchases. The Rebates received by ProTradeNet from suppliers are generally a percentage of each supplier's annual billings to franchisees with respect to certain products or services provided by the supplier to the franchisees. In 2023, these Rebates ranged from 1% to 35% of the suppliers' annual billings to franchisees. Some suppliers may also pay additional fees for advertising, which fees range from $500 to $35,000; for marketing, which fees range from .5% to 1% of total qualified purchases by franchisees from the supplier; and for sponsorships, and tradeshow space, which fees range from $500 to $175,000, for the purpose of promoting their product or service to franchisees. All of these amounts and percentages, including the percentages of Rebates retained by ProTradeNet and paid to us and to you and all additional fees, may change in the future at our sole discretion. Rebates are typically paid on net sales for qualified purchases and ProTradeNet may or may not from time to time include purchases made by the MAP Fund in our rebate program. If MAP Fund purchases are included as qualified purchases ProTradeNet will allocate 100% of the rebates from those purchases to the MAP Fund. The agreement you are required to sign with ProTradeNet to participate is included as Exhibit J hereto, and additional terms and conditions, which may change from time to time, are included on the ProTradeNet website, www.protradenet.com. While you are required to enter into the ProTradeNet Agreement, you are not required to purchase any items under the ProTradeNet Program except as otherwise stated in this disclosure document or required by your Franchise Agreement, our Manuals or our policies and procedures. However, certain benefits, Rebates and special pricing will be available to you only if you participate on the terms required by ProTradeNet or each individual supplier.

We may derive revenue as a result of your required purchases. Amounts listed below are based on cash received and cash disbursed. Some Rebates may be received and the portion of any that are disbursed may be held until the next national meeting before being disbursed. Not all suppliers provide Rebates. A complete listing of suppliers providing Rebates and their rates is available from ProTradeNet.

- In the year ended December 31, 2023, ProTradeNet had revenue of $37,735 from purchases by Mosquito Joe franchisees. These figures were computed from ProTradeNet's internal accounting records for the year ended December 31, 2023.

- In the year ended December 31, 2023, we had revenue of $12,862,341, or about 43.29% of our total revenues of $29,709,974, as a result of purchases by Mosquito Joe franchisees from approved suppliers or under our specifications or as a result of purchases, if any, directly from us. These figures were computed from our internal accounting records for the year ended December 31, 2023.

- In the year ended December 31, 2023, ZorWare had revenue of $1,199,058 from the required purchases or payments by our franchisees for initial training and maintenance and monthly support. These figures were computed from ZorWare's internal accounting records for the year ended December 31, 2023.

- We or our affiliates may receive a commission from the brokerage of a capital lease or other equipment finance, should you require financial assistance from third parties.

You must comply with all terms and conditions applicable to these programs to receive the discount or Rebate. Additional information is available by contacting us. These programs may be changed or discontinued at any time. Other than the ProTradeNet program described above, we do not currently participate in any purchasing or distribution cooperatives. We or our affiliate(s) may from time to time negotiate purchase arrangements with suppliers (including price terms to the extent permitted by law) for the items and services described in this Item 8 that you may obtain only from designated sources.

Key Accounts Program

We may, but have no obligation to, offer a Key Accounts or similar program. From time to time we evaluate opportunities for Key Accounts which might be best administered through our parent, an affiliate or a third party, as we determine in our discretion. If we establish a Key Accounts program, you may participate in it subject to compliance with the standards and procedures of that program. We, Neighborly Service Solutions and/or a third party we select, may solicit Key Accounts for the franchisees of certain franchise systems affiliated with Neighborly, including us. A "Key Account" is a customer account which may be national or regional and cover multiple customer locations (within and/or outside your Territory) with whom we have entered into arrangements (i) for servicing of multiple locations of such customers and/or (ii) that we determine are designed to benefit the System as a whole by gaining otherwise unavailable business or addressing the concerns of such customers that may require specific terms or provisions of our arrangement with them, including without limitation special insurance, experience, equipment, pricing, payment terms, turnaround requirements, or approvals. A Key Account is generally, but not always, a large organization with multiple locations that need products and services provided by franchisees in our franchise system and/or the franchise systems of our affiliates around the country or in a region or other area. The agreement to provide services may be formal or informal and the account may be administered by us, an affiliate or a designee of ours. In some cases our Key Accounts program provides a central number customers may call for those services. If you elect to participate in our Key Accounts program, you must comply with the terms we specify, which may include provisions that require the payment of management fees or other fees, including sales commissions or similar payments, offering of special products or services at certain times or for certain prices (to the extent allowed by law) and special insurance, indemnity, quality control and other provisions. You may also be required to enter into additional agreements required by a Key Account or our policies and procedures. The Key Accounts administrator may collect payments from Key Account customers and distribute payments to franchisees for work provided but has no obligation, and we have no obligation, to make any payments to you for work to the extent payment in good funds by the Key Accounts customer has not been made to us or the administrator. We and/or the administrator of the Key Accounts program have the right to charge additional amounts, including commissions or other fees or charges, to third parties and/or to Key Account customers on account of work performed on Key Accounts by you or other third-party service providers.

Insurance

Before you begin operating your Business, you must purchase, and maintain at all times during the term of your franchise agreement, at your cost, insurance coverage, from a responsible carrier, with an A.M. Best rating of A-VIII or better, with the coverage amounts, types and other features as we from time to time specify, using the insurance industry form(s) acceptable to us, and such other insurance coverage as required by law and any other agreement related to the Business. We reserve the right to designate a primary or single source for all or any of the insurance coverage for the Business, and we or our affiliates may be that primary or single source. Any person or entity with an insurable interest that we designate (each, an "Additional Insured") must be named an additional insured on all required liability policies. Each insurance policy must contain a waiver of subrogation in favor of the Additional Insureds. Your insurance must apply as primary and non-contributory. Currently, our minimum insurance requirements include (i) commercial general liability insurance, with minimum liability coverage of $1,000,000 per occurrence (including Products/Completed Operations and Personal Injury and Advertising Injury) and $2,000,000 in the aggregate; (ii) auto liability coverage, combined single limit in the amount we specify, up to $2,000,000 but no less than $1,000,000, on each owned, non-owned or hired vehicle used in connection with the Business; (iii) workers' compensation coverage regardless of whether required by state law, but with minimum coverage as required by law (if applicable); (iv) pollution coverage, combined single limit in the amount we specify, but no less than $1,000,000; (v) cyber-liability insurance for financial losses arising from unauthorized access, loss or corruption of data, including but not limited to privacy and data security breaches, misdirected funds, virus transmission, denial of service and loss of income from network security failures, with a minimum limit of $500,000 per claim and in the aggregate; and (vi) such other insurance as from time to time required by us, under applicable law and under other agreements applicable to your Business. With respect to Key Accounts, if the insurance amount required for any Key Account or for Key Account work in general exceeds the amount specified as the maximum amount required by us for any type of insurance, that higher amount required for the Key Account work will apply. Additional insurance requirements are described in the Operations Manual.

You may satisfy the insurance coverage limits through an umbrella policy that meets our requirements. If you fail to purchase or maintain required insurance, we may, but are not obliged to, obtain such insurance for you and keep the same in force and effect, and you must pay us, on demand, all premiums charged for such insurance policies together with a reasonable fee for the expenses we incur in doing so. We also have the right to terminate your Franchise Agreement for cause if you fail to comply with our insurance requirements. You must deliver to us at commencement and thereafter annually or at our request a proper certificate of insurance evidencing the existence of the required insurance coverage. We also may request copies of all insurance policies. We may modify the required minimum limits and types of coverage, by written notice to you. Upon such notification, you must immediately implement the modification of the policy, and provide evidence thereof, in accordance with our request.

Accounting Software and Other Requirements

We recommend that you engage the services of a certified public accountant to assist you with the set-up of your books and records, in using the appropriate chart of accounts that we require and in producing monthly and annual compiled financial statements. If you request, we will provide you with information about companies we are aware of that offer these services to our franchisees. We require that you use an appropriate chart of accounts, comply with our operating procedures and specifications, including internal audit standards, and use our required software (as part of the Software System) and that your accounting must also be compatible with our required Software System. Currently, we also require that you license Quickbooks Online from our designated vendor, Intuit Limited. We may, upon demand, require you to provide us, within the time as we specify, with audited financial statements, using an independent certified public accountant designated by or satisfactory to us, to adopt a fiscal year consistent with ours, to cooperate with our auditors and to comply with such additional requirements as may be reasonably necessary to enable us to meet our obligations under Generally Accepted Accounting Principles and to comply with applicable accounting standards and rules.

None of our officers currently have an ownership interest in any approved supplier.

The cost of items purchased in accordance with our specifications represents approximately 50% to 70% of your total purchases in connection with the establishment of your Business and approximately 30% to 60% of your on-going purchases in connection with operation of your Business.

ITEM 9
FRANCHISEE'S OBLIGATIONS

This table lists your principal obligations under the franchise agreement and other agreements. It will help you find more detailed information about your obligation in these agreements and in other items of this disclosure document.

	OBLIGATION	SECTION IN FRANCHISE AGREEMENT	ITEM IN DISCLOSURE DOCUMENT
a.	Site selection and acquisition/lease	2, 5(A) and Schedule A	11
b.	Pre-opening purchase/leases	5(A) – (F); 9(C)	7, 8 & 11
c.	Site development and other pre-opening requirements	5(A) – (F); 9(C)	7, 8 & 11
d.	Initial and ongoing training	6	11
e.	Opening	5(A) – (F); 9(C); 6; Schedule A	11
f.	Fees	8; 10(C);	5, 6, 7 & 11

	OBLIGATION	SECTION IN FRANCHISE AGREEMENT	ITEM IN DISCLOSURE DOCUMENT
		Schedule A	
g.	Compliance with standards and policies/Operating Manual	2(A), (B); 3; 5; 6; 8(H), (I); 9;	11
h.	Trademarks and proprietary information	3; 5(G), 5(J), Schedule F	13 & 14
i.	Restrictions on products/services offered	2(A); 3(A) - (C); 5(C), (D), (K), (L) and (M)	8 & 16
j.	Warranty and customer service requirements	5(N)	11
k.	Territorial development and sales quotas	2(A), (B); Schedule A	12
l.	Ongoing product/service purchases	5(A)-(F)	8 & 16
m.	Maintenance/appearance/remodeling requirements	5(A) and (B)	11
n.	Insurance	9(C)	6 & 8
o.	Advertising	7	11
p.	Indemnification	9(B)	6, 9, 13 & 14
q.	Owner’s participation/management/ staffing	6	11 & 15
r.	Records and reports	8(H) and (I)	6
s.	Inspections and audits	5(H); 8(J)	6 & 11
t.	Transfer	10	17
u.	Renewal	4(B) and (C)	17
v.	Post-Termination obligations	13	17
w.	Non-competition covenants	9(D); Schedule F	17
x.	Dispute resolution	11	17
y.	Other		
	Guarantee of Franchisee Obligations (Note 1)	14(F); Schedule C	14. 15

Notes:

1. If Franchisee is a corporation or other entity, all persons having a 5% or more ownership interest must personally guarantee the obligations to be performed by the Franchisee under the Franchise Agreement.

ITEM 10
FINANCING

We have no obligation to provide you any financing, but we may agree to finance a portion of the initial franchise fee for qualified prospective franchisees under specified terms and conditions. Our decision to finance the initial franchise fee will be based, in part, on your credit-worthiness, the collateral you have available to secure the financing and our then-current financing policies. We do not provide any financing in any transaction in which brokers are involved.

We limit the amount that we will finance - currently to an amount less than 50% of the total equity, debt and other financial support of your Business (collectively, "obligations"). You must make a written representation to us, in a form we specify, confirming the dollar amount of your obligations. The representation must remain true through execution of your franchise agreement and we may elect not to approve a transfer, including a transfer to a corporation or other entity wholly owned by you, if you do not either maintain the same investment in your Business or pay any loans payable to us and our Affiliates in full. Subject to the obligation limit, our standard financing is up to 70% of your initial franchise fee, and we may agree, in our sole discretion, to finance up to 80% of your initial franchise fee if you meet certain requirements.

You must qualify to purchase a franchise, meet our credit standards and be otherwise eligible for financing to qualify for the following interest rates. We currently charge an interest rate based on your credit score as follows:

Credit Score	Annual Interest Rate
Under 600	12%
600 - 649	11%
650 - 699	10%
700 or more	9%

If we agree to finance a portion of the initial franchise fee, you must sign a promissory note when you sign the Franchise Agreement. An example of our promissory note is attached as Schedule G to the franchise agreement. You must pay us the down payment when you sign the franchise agreement and pay the balance in monthly installments.

You must make note payments to us by automatic bank draft. Some banks and other financial institutions may charge a fee for electronic transfers. Monthly payments will begin approximately 2 months after you complete our initial training program. The length of the repayment term may be negotiable but will generally follow these guidelines:

Loan Amount	Length of Repayment Term
Less than $45,000	Up to 5 years
$45,001 - $75,000	6 years
$75,001 - $100,000	7 years
$100,001 - $150,000	8 years
Greater than $150,000	9 years

We require a security interest in the franchise. You must sign a security agreement, substantially in the form included in the promissory note attached as Schedule G to the franchise agreement, granting us a security interest in all your assets, including after-acquired property, and we will file a UCC financing statement with the appropriate governmental authority. We have the right to require additional forms of security.

You may prepay the note at any time without penalty. If you default, including if you default under the Franchise Agreement, we may declare the entire remaining amount due. If you do not pay us the entire balance and any accrued, unpaid interest, you may be responsible for the court costs and attorneys' fees we incur in collecting the debt from you. We may terminate your franchise agreement if you do not pay us.

You must waive your rights to certain notices of a collection action in our promissory note, security agreement and guaranty but there are no waivers of defense in our promissory note, security agreement or guaranty. If you are a legal entity, your shareholders, members, partners and/or owners must personally guarantee the debt and agree to pay the entire debt and all collection costs. We have the right to require a spouse's personal guaranty.

The financing described in this Item 10 is provided by us, Mosquito Joe SPV LLC.

We may sell, assign or discount any promissory note or other obligation arising out of the franchise agreement to a third party. If we sell or assign your promissory note, it will not affect our obligation to provide the services to you that are described in the franchise agreement but the third party may be immune under the law to any defenses to payment you may have against us.

We may periodically agree with third party lenders to make financing available to our qualified franchisees and we may, in our sole discretion, refer you to a third-party lender for financing. We have no control over whether financing will be offered to you by any third-party lender. The lender is not obligated to provide financing to you or to any other franchisee that the lender finds does not meet its credit requirements and loan criteria. If we refer you to a third party lender for financing, we may agree to take a short-term promissory note (in a form we provide to you) until your financing is arranged. You must use the proceeds from the lender to pay any promissory note to us.

We do not currently derive income from referrals or placement of financing with any third-party lender. However, we may require payment from you or other persons for the placement of financing in the future. If we charge for placing financing in the future, we expect to use the payments to offset our expenses in doing so.

We do not guarantee your obligations to third parties.

We may, in limited circumstances, agree to finance a portion of any renewal fee for qualified franchisees at a 12% interest rate under specified terms and conditions. Our decision to finance a renewal fee will be based, in part, on your credit-worthiness, the collateral you have available to secure the financing, and our then-current financing policies.

ITEM 11
FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS AND TRAINING

Except as listed below, we are not required to provide you with any assistance.

As noted in Item 1, we have entered into a management agreement with Manager for the provision of support and services to Mosquito Joe franchisees. However, we remain responsible for all of the support and services required under the Franchise Agreement.

Pre-Opening Assistance: Before you open your Business, we or our designee will:

1. Provide you with site selection guidelines and general specifications and standards, including any specific requirements if you intend to operate the Business from your residence (Franchise Agreement, Section 5A).

2. Provide you with the list of approved supplies (which will include written specifications for certain items of equipment, signs, fixtures, opening inventory and supplies in some instances and approved suppliers in other instances). We do not deliver or install any items. (Franchise Agreement, Section 5D).

3. Provide you with either a written or an electronic copy of the Manuals (or electronic access to the Manuals) that detail the specifications and procedures incidental to the operation of the Business (Franchise Agreement, Section 5F).

4. Provide the training programs described below (Franchise Agreement, Sections 6B and C).

5. Provide you with opening support for your Business and any additional support we determine necessary (Franchise Agreement, Sections 6B and C).

Ongoing Assistance. During the operation of your Business, we or our designee will:

1. Maintain the Marketing, Advertising and Promotion Fund (the “MAP Fund”) (Franchise Agreement, Section 7A).

2. Provide updates to the lists of approved supplies and approved suppliers and continue to research and develop new products and services (Franchise Agreement, Section 5D).

3. Make periodic visits to your Business or institute a “secret shopper” system as we reasonably determine to be necessary to provide consultation and guidance (Franchise Agreement, Section 5H).

4. Provide refresher training courses, and regional meetings and conventions as we determine necessary and require you to attend. We may charge you a fee to attend (and for your employees to attend) regional meetings or conventions that we deem necessary. In this event, you must pay all expenses for you and your employees, including training materials, travel and living expenses (Franchise Agreement, Section 6C and E). For more information on the Reunion, see Item 6. As of the date of this Disclosure Document, we may conduct our training programs remotely/virtually. Therefore, you may not incur travel expenses if your training is done remotely/virtually.

5. Provide ongoing communication and support and updates to the Manuals (Franchise Agreement, Section 5F).

In addition, based on examples from MOSQUITO JOE businesses, we may, from time to time, make suggestions to you with regard to your pricing policies. In addition, we have the right to negotiate Key Account arrangements, including pricing, which will bind all MOSQUITO JOE businesses providing services to such Key Accounts. Although you generally have the right to establish prices for the products and services you sell, we reserve the right to establish and enforce prices, both minimum and maximum, to the extent permitted by applicable law. We may offer preferred customer plans that offer customers discount prices under certain terms and conditions. Except as described in this disclosure document, you are not required to offer these plans to customers but, if you do elect to participate in our preferred customer plans, you must offer the discount prices set by the plans in accordance with the terms of the plan (Franchise Agreement, Sections 5M and 5N). We currently require that you participate in certain of our national campaigns, including our referral program, pursuant to which any customer referred by another customer receives a $25 discount, and our national pre-spray and re-spray campaign, each described in more detail in our Manuals.

We are not required to provide any other service or assistance to you during your operations.

Area Development Agreement

The Area Development Agreement does not require us to provide any pre-opening or ongoing services to you.

Other than as described above, we do not have any other pre-opening or ongoing obligations and are not required to provide, deliver or install equipment and signs or any other pre-opening or ongoing assistance to you.

Marketing

MAP Fund and Local Advertising

We collect a MAP Fee from you for the MAP Fund equal to 2% of Gross Sales as provided in Item 6. (Franchise Agreement, Section 8.E)

We have established the MAP Fund and have designated the Manager (i.e., Neighborly Company) to administer the MAP Fund. The MAP Fund is not a trust or escrow account, and neither we nor the Manager have any fiduciary obligations with respect to the MAP Fund. If all of the MAP Fees are not spent in the fiscal year in which they accrue, the remaining amounts are retained in the MAP Fund for use in the following years. The Manager may use the MAP Fund for various purposes related to the Mosquito Joe franchise system, including, but not limited to, (1) broadcast, print, or digital advertising; (2) the creation, development and production of advertising and promotional materials (*i.e.*, print ads, digital, radio, film and television commercials, video, digital ads, direct mail pieces, and other print advertising); (3) any marketing or related research and development; (4) advertising and marketing expenses, including product research and development and services provided by advertising agencies, public relations firms or other marketing, research or consulting firms or agencies; (5) the development, licensing and/or use of any tools and platforms in connection with marketing, advertising and promotional activities; and (6) expenses, administrative costs and overhead we or the Manager may incur in activities related to maintaining, administering, directing, and conducting the MAP Fund and its programs, including compensation to employees or any other individual or entity providing services to the MAP Fund. (Franchise Agreement, Section 7.A)

The Manager determines the use of the monies in the MAP Fund. The Manager is not required to spend any particular amount on marketing, advertising or promotion in the area in which your Business is located. The Manager and the MAP Fund may collaborate with the advertising funds of certain franchise systems affiliated with us. There can be no assurance that the MAP Fund's participation in these collaborations and joint efforts will benefit the franchised businesses using the Marks proportionately or equivalently to the benefits received by the other franchised businesses or the other franchised systems affiliated with us that also participate. The Manager oversees the advertising programs and uses the MAP Fund to create marketing materials and conduct national, regional or local advertising. We will contribute to the MAP Fund amounts equal to your required percentage for each similarly situated company-owned and affiliate-owned Mosquito Joe businesses. From time to time we may contribute to the MAP Fund some amounts paid to us by outside suppliers. The Manager will prepare an annual unaudited accounting of the MAP Fund and will make it available for your review upon your written request. The Manager has its own in-house marketing and advertising production capabilities, but also may use an outside national, regional, or local agency. Neither we nor the Manager will use any of the advertising funds for the solicitation of franchise sales, but any marketing materials the Manager produces may designate "Franchises Available."

We reserve the right to cause the MAP Fund to be incorporated or operated through another entity separate from us or the Manager at such time as we may deem appropriate, and any such successor entity will have all our rights and duties with respect to the MAP Fund. We or the Manager may use collection agents and institute legal proceedings at the MAP Fund's expense to collect MAP Fund contributions. We may also forgive, waive, settle, and compromise all claims by or against the MAP Fund. If we terminate the MAP Fund, we will refund to you your pro-rata portion of any amounts remaining in the MAP Fund, based on your contributions to the MAP Fund. (Franchise Agreement, Section 7.A)

During the fiscal year ended December 31, 2023, the MAP Fund contributions were primarily allocated toward the following uses:

Type of Expense	Percent of Expenses
Production	14%
Administrative Expenses	3%
Digital & Other Media Placement	78%
Public Relations	5%
Other	0%
Total	100%

The MAP Fund is administered in part by an Advisory Council consisting of our President; our Vice President of Operations; a member of our Marketing department; and certain franchisees elected by their peers. The Advisory Council serves in an advisory capacity and its decisions are subject to our approval. We have the right to create, change or dissolve the Advisory Council. Other than the advisory input from the Advisory Council, we or the Manager will direct all activities that the MAP Fund finances, with sole control over the creative concepts, graphics, materials, communication media, and endorsements used and their geographic, market, and media placement and allocation.

In addition to your payments of the MAP Fee, you must spend annually the Minimum Local Marketing Spending (the required Direct Marketing Program Fees and the SEO Fees count towards the Minimum Local Marketing Spending). If you fail to make the required expenditures, we have the right to collect the deficiency and spend it as provided below in this paragraph. We reserve the right to require you to use one or more designated vendors in connection with your local marketing and promotional activities. In addition, we reserve the right to collect (on a monthly or quarterly basis, as we may from time to time designate) the Minimum Local Marketing Spending and in return provide to you local promotional, marketing and advertising materials and related services to promote the Business in the Territory. Should your franchise agreement terminate prior to our providing such local promotional, marketing and advertising materials and related services in the Territory, we reserve the right to contribute the Minimum Local Marketing Amounts collected to the MAP Fund. See Items 5 and 6 for more information. All of your local marketing and promotion (including through social media) must be in media that we approve, conducted in a dignified manner and conform to the standards and requirements that we specify, including compliance with all Mark usage and branding standards. Specifically, you must submit all advertising materials to us at least fourteen (14) days prior to use. If we do not respond within 14 days after you submit the proposed advertising materials to us, the advertising materials will be deemed unapproved. (Franchise Agreement, Section 7.B)

We reserve the right to require advertising or marketing cooperatives and/or local marketing groups ("LMG") to be formed, changed, dissolved or merged, based on specific criteria determined by us for designated marketing areas. We typically determine the local marketing areas based on a combination of designated market area and core-based statistical area data. We have the right to establish how LMGs operate and to administer the LMGs. If an LMG is established in your market, you will be designated to be a member of the LMG. We will determine the amount of member contribution, which will be a percentage of Gross Sales and will not to exceed 2% of Gross Sales. Other franchisees that will be members of the same LMG will contribute on the same basis as you. We may require that some or all of your LMG contribution be paid to us or our affiliate, and we reserve the right to use your LMG contribution on any promotional, marketing and advertising initiatives, including digital and other marketing and brand awareness programs. As of the issuance date of this Franchise Disclosure Document, we may require that all or a portion of your LMG contribution (currently, 2% of your Gross Sales) be paid for use towards the Neighborly marketing and brand awareness initiatives, which may include service professional recruitment marketing. Your contribution to the LMG will count towards any required Minimum Local Marketing Spending but any required Minimum Local Marketing Spending will not represent a limit on your LMG contributions. Each company-owned or affiliate-owned Mosquito Joe® business located within the LMG's market will be a member and will contribute to the LMG on the same terms as franchisees. The LMG will not be required to operate from written governing documents although we may establish written operating guidelines and rules for the LMG. The LMG will not be required to prepare annual or periodic financial statements. All promotional and advertising materials proposed to be used by the LMG must be approved by us prior to use. As of the date of this disclosure document, the LMGs we plan to establish will be local marketing groups rather than advertising cooperatives. (Franchise Agreement, Section 7.D)

Direct Marketing Program and SEO Program

We or our affiliate are the only approved supplier of the Direct Marketing Program in which you must participate. You must purchase all Direct Marketing Program services from us or our affiliate and you must pay the Direct Marketing Program Fees (which consist of an Annual Program Fee of $37,000 (or $26,000 if you reach the $450,000 threshold in annual Gross Sales) and an annual Mailing List Fee of $0.05 per Targeted Household on the mailing list). If you own 4 or more territories, your Annual Program Fees will be a total of $126,000 for the four territories, plus $26,000 per each additional territory; provided, that if you reach an average of $450,000 in annual Gross Sales across all the territories, you will pay a $26,000 Annual Program Fee per territory. The Direct Marketing Program Fees are subject to change, with notice, to reflect changes in cost. See also Items 5 and 6. The mailing list is purchased on an annual basis by our affiliate. Specific addresses and names are not shared with franchisees. If you fail to pay any Direct Marketing Program Fees, we may suspend your Direct Marketing Program and exercise any other remedy we may have, with no liability to us resulting from the actions we are permitted to take. (Franchise Agreement, Section 7.B. and 8.B.)

We or our affiliate are the only approved supplier of the SEO Program in which you must participate. You must pay us or our affiliate a monthly SEO Program Fee (currently $300) under the SEO Program for search engine optimization services. (Franchise Agreement, Section 7.B and 8.C)

Call Center Program

You must use, at your own cost, a third-party call center provider for rollover customer calls and for answering customer calls outside business hours, including on weekends. We reserve the right to require you to use an approved or designated call center provider, which may be us or our affiliate and/or to require you to pay the call center fees to us or our affiliate. See also Item 6. (Franchise Agreement, Section 5.E)

Computer System

You must purchase a computer system that meets our standards and requirements (the "Computer System"). You must license the Software System from our designated third party suppliers and pay license and other fees for use of same, as discussed below and in Items 6 and 8. Additionally, you may be required to license additional software from us, an affiliate, or a third party and you also may be required to pay an additional software licensing or user fee in connection with your use of such software. You will be liable for all damages and problems caused by your use of any software or the Computer System. We will have full and complete access to the information and data entered and produced by the Computer System and can use them in any way we deem appropriate. You must maintain a dedicated email account for the Business, separate from any personal or other email account. You must purchase any upgrades, enhancements or replacements to the Computer System and/or hardware and software that we may from time to time require, and that may be referenced in the Operations Manual. Except as provided in Exhibit K (Software System User and Maintenance Agreement), we have no contractual obligation to maintain, repair, update, or upgrade the Computer System. You must make sure that you are in compliance with all laws that are applicable to the Computer System or other technology used in the operation of your Business, including all data protection or security laws as well as payment card industry compliance. (Franchise Agreement, Section 5.E)

We currently estimate the initial cost of Computer System (including the Software System) to be $2,600 to $5,100 and the ongoing system and software support, maintenance and/or service contracts to be $325 to $500 per month, although the cost may increase in the future.

You must use the following hardware and software in the operation of the Business:

Hardware

You must use a computer with adequate memory, speed and storage to run the software we require you to use (described below). We will periodically assist you in determining the appropriate hardware and operating systems needed to support the required software but we are not obligated to provide or assist you in obtaining computer hardware. You may acquire your computer hardware from any source. You may use any type of computer that meets our requirements and will run the required software.

Currently, for office use, we recommend a PC with a 3.0GHz or higher 10 Core processor; 16 GB RAM; minimum 120 GB SSD hard drive; high speed Internet access capability, 1080P color monitor; 2 monitors; keyboard; mouse; and a laser or ink jet printer.

Currently, you must bring a laptop computer to training with at least a Quad Core 3.0 GHz processor or the equivalent; 8 GB RAM; 120 GB SSD hard drive; 1080P color monitor; and WI-FI 5 capable.

Currently, you must provide a current model iPad to each of your technicians for use with customers or otherwise in connection with the operation of the Business. We estimate the current cost of these tablets to be $500 each. You must obtain the applications and/or software we require. The current cost of the required license for mobile applications and/or software is $80 per mobile technician.

You must pay for all maintenance of your Computer System, internet access, and local area networks, at your own expense. We do not require you to sign any hardware maintenance or support contracts with us or any third party suppliers. In our experience, most of the computer hardware will have a manufacturer's warranty that you can extend at additional cost. We do not guarantee, warranty, maintain or support any computer hardware in any manner. You should determine for yourself whether or not any third party supplier from whom you purchase any component of your Computer System is obligated to provide ongoing maintenance, repairs, upgrades or updates to any component of your Computer System, and determine the additional cost for the services.

<u>Software System</u>

You must license our Software System (currently ServSuite, Clicktecs, one (1) O365 Exchange, one (1) O365 E1, and one (1) O365 E3 email accounts, FranConnect, Nextiva, and Qvinci) and WebPunch from our designated supplier (currently the third party suppliers described in Software System User and Maintenance Agreement that is attached as Exhibit K) and sign a software license agreement for same in the form prescribed by us or such designated supplier (the current Software System User and Maintenance Agreement is attached as Exhibit K).

We or our designated supplier will provide you access to the Software System and WebPunch in their hosted environment (via Remote Desktop or access to a website). The Software System and WebPunch collectively provide customer and prospect tracking, scheduling, dispatching, point of sale invoicing, customer service history, sales analysis, reporting functions and our confidential operations set-up.

Currently, you must participate in an electronic system of reporting Gross Sales from the operation of your franchise through our Software System, and pay our designated supplier (currently ZorWare) monthly Software System support and maintenance fees by automatic bank draft (see Item 6).

You may not at any time substitute any other software for the software we require. We will have independent access to the Software System and certain information in your Computer System, including sales and related data, and there are no contractual limitations on our right to access this information and data.

We will make available to you an optional third-party web-based job applicant tracking system ("Paradox ATS"), which will allow you to create and manage local job postings online, track job applicants, and manage your recruiting efforts. Your use of the Paradox ATS will be subject to Paradox, Inc.'s terms of use. You will pay us or our affiliate an annual fee at the then-current rate (the fee is $488 for 2024; for 2025 the annual fee will be between $500 and $650). We may increase the fee annually to reflect any price increases from the vendor, Paradox, Inc. See also Item 6. You may opt out of using Paradox at any time. Your access to this third-party applicant tracking system in no way shifts any employee or employment related responsibility from you to us. You are, and will remain, the sole employer of your employees at all times, and you are solely responsible for all employment decisions and actions related to your employees

In addition, you must also purchase or obtain separately and use the following:

- An operating system that will provide access to the Internet and run Software System
- Google Chrome or Firefox internet browser
- Adobe Acrobat Portable Document File (PDF) Reader
- Quickbooks Online, licensed pursuant to the terms and conditions at https://quickbooks.intuit.com/global/terms-of-service/

We currently estimate the cost for the software you must purchase separately to be approximately $400 to $550, but this may vary based on whether some of the software is purchased together with your computer hardware. Our computer hardware and software requirements, including the Software System, will periodically change and you will be required to update your systems and you may incur additional or higher fees and costs in connection with any such changes or updates. There are no contractual limitations on your obligations to upgrade your Computer System and pay for those upgrades or changes. We will advise you of any required upgrades, updates or changes.

We may periodically develop other proprietary software and other systems, products and upgrades that we may require you to use. We may charge you a license fee for any new software.

Other than the Computer System requirements described above, you do not have to buy or use an electronic cash register.

Internet Service Provider

You must have a primary and we recommend a secondary or "back-up" source of internet access. Your primary internet access must be high speed business class internet service with a minimum of 100 megabit per second (Mbps) of available band width per named Software System user. We may modify these requirements in the future. You may use any independent Internet service providers ("ISP") of your choice as long as each allows you to perform all necessary functions. (Franchise Agreement, Section 5.E)

System Website, Intranet and Electronic Communications and Data

We own the domain name www.mosquitojoe.com and use it as our primary website for information about franchised businesses. You must provide information to us promoting your Business to post on the website. You may not separately register any domain name or any social media account containing any of the Marks or establish a website or social media account for the Business without our prior written consent. We reserve the right to pre-approve, establish rules, procedures, and policies relating to any website or social media account you create for the operation of your Business. Our system standards will apply to website advertising. At our option, we may, in the future, establish one or more additional websites to advertise, market, promote and operate Mosquito Joe businesses and the franchise opportunity, and provide you certain additional website-related services such as a listing for your location, or a web page, and we may charge you a fee for such services. (Franchise Agreement, Section 5.K)

We make no warranties and disclaim any express or implied warranty relating to any software, data, Intranet, website or other related items provided or recommended by us. If we provide you with any software or require the use of any software, Intranet, website or other related items we will not be liable for any costs or expenses, including any special, indirect, or other damages (including lost profits), even if we have been advised of the possibility of damages and even if the software did not function properly or had design problems that may have contributed to any loss.

You must comply with all policies and procedures as described in our Manuals, and execute any required agreements for use of our Intranet or any electronic communication, or data storage/retrieval system, website or software, as we periodically require, including policies that require you to identify yourself in all electronic communications as an independently owned business. We may periodically modify these rules and policies at our discretion. We are not obligated to provide you with an internet or intranet email account or system but we do currently use an on-line system for the communication of information and Internet/electronic mail access. We may discontinue the current system of communication and Internet/electronic mail at any time and you may be required to maintain an account we designate with a provider of our selection and pay the required fees. See Item 6. We are not obligated to monitor or create/maintain any backup of email and information/data related to email. There are no contractual limitations on our right to access information and data on the electronic communication and Internet/electronic mail systems. You agree you have no right of privacy with respect to such communications and data and we may access these email communications and data. Any access to, monitoring or copies of, data related to electronic communications and emails will be solely for our benefit.

We may use all data provided by you to us for any and all purposes for which we may solely determine, including financial information and assessments or similar data, and may share and disclose the data to/with our affiliates, their franchisees and our franchisees, and all prospective franchisees, without restriction and without compensation, subject to compliance with applicable laws. We will disclose such financial information and data to any other third party only after your name has been omitted unless you consent or as required by judicial process or a governmental investigation, in each case subject to compliance with applicable laws. (Franchise Agreement, Section 5E).

Site Selection

You select the site for the Business with site selection guidelines we provide. You must verify to us that your site complies with our site selection guidelines. We do not select your site. You may operate the Business from your home if your home is located within your Territory and if local zoning permits; however, you have the option to lease office space. We will approve your site so long as it meets our site selection guidelines. The factors we consider in approving your site are whether the site is located within your Territory and whether it meets zoning requirements. We will attempt to approve or disapprove your selected site within 10 business days after you submit the location (together with evidence of its compliance with our site selection guidelines) to us for approval. There are no consequences if you and we can't agree upon the location, except that the franchised business cannot be operational. We do not generally own the premises for a franchised business and lease them to a franchisee. You must begin operating your Business within by the Scheduled Opening Date, although you may not commence operations of your Business until you successfully complete our training program and have otherwise complied with your pre-opening obligations. The Scheduled Opening Date means June 1 of the year of the effective date of your Franchise Agreement, if the effective date is March 31 or earlier in that calendar year; or June 1 of the year following the year of the effective date of your Franchise Agreement if the effective date is April 1 or later in the calendar year.

If you sign an Area Development Agreement, we will determine the boundaries of each Territory for each Business that you must open at the time you sign the Area Development Agreement. The Territories will be determined in accordance with our standards then in effect.

Manuals

The "Manuals" include the Operations Manual, the Sales Manual, and other manuals that we may create in the future.

We will loan you copies of or provide electronic access to our Manuals, which contain mandatory and suggested specifications, standards and procedures. You must adopt and use as your continuing operational routine the required standards, service style, procedures, techniques, and management systems described in our Manuals or other written materials relating to the Business. The Manuals will contain both mandatory standards and recommended standards. You must treat the Manuals, and other written materials created for or approved for use in the operation of the Business, and the information contained in them, as confidential. The Manuals will remain solely our property. We may, from time to time, revise the contents of the Manuals and you must comply with each new or changed standard. (Franchise Agreement, Section 5.G)

The table of contents from our Manuals are contained in Exhibit L. The Operations Manual contains a total of 216 pages and the Sales Manual contains 175 pages.

Training

You must oversee the operation of the Business. Prior to commencement of business, you and your Designated Manager, if one has been designated, must successfully complete, to our satisfaction, our (or our affiliate's) required training and pass a comprehensive test, upon completion of classroom training, that covers the materials included in the Operations Manual. If you or your Designated Manager do not successfully complete training and pass the test, training must be repeated at the next regularly scheduled training session and at your sole expense until you and your Designated Manager pass the test or your franchise agreement may be terminated. If you hire a new Designated Manager, such person must be approved by us, successfully complete training and pass the test. Before opening the Business, you (or, if you are a corporation or partnership, one of your principals), your Designated Manager, and any such additional persons as you or we deem appropriate must attend and complete to our satisfaction the initial training program we offer. (Franchise Agreement, Sections 6.b, 6.n and 6.q.) The length of our initial training program is 5 days of classroom training. We or our affiliate will conduct our initial training program as follows:

TRAINING PROGRAM

Subject	Instructional Materials	Number of Hours of Classroom Training	Number of Hours of On-The-Job Training	Location
Overview	Operations Manual	0.5	NA	HQ or virtual training
Mosquito Industry	Operations Manual	1	NA	HQ or virtual training

Subject	Instructional Materials	Number of Hours of Classroom Training	Number of Hours of On-The-Job Training	Location
Services	Operations Manual	1	NA	HQ or virtual training
Software Overview	Operations Manual	6	NA	HQ or virtual training
Office Setup	Operations Manual	NA	1	HQ or virtual training
Call Center	Operations Manual	1	NA	HQ or virtual training
Answering the Phone	Operations Manual	1	NA	HQ or virtual training
Staff Management (office and technicians)	Operations Manual	1	NA	HQ or virtual training
Marketing	Operations Manual	3	NA	HQ or virtual training
Field Operations	Operations Manual	2.0	4.5	HQ or virtual training
Policies and Procedures	Operations Manual	1	NA	HQ or virtual training
Sales / Customer Service	Operations Manual	4	NA	HQ or virtual training
Office Management	Operations Manual	3.0	NA	HQ or virtual training
Budget / Bookkeeping	Operations Manual	3.5	NA	HQ or virtual training
Performance Management	Operations Manual	2	NA	HQ or virtual training

The training program is typically held six times per year or whenever minimum class sizes are achieved.

Our instructional materials consist of our Operations Manual and Sales Manual.

Our instructors are our President, Lou Schager, who has 8 years of experience in the pest control industry, all of them with us; Amy Yemm, who has over 9 years of experience in the industry, all of them with us; David Price, who has over 25 years of experience in the industry and over 9 years in franchising, with one year of experience with us; Ray Rofkar, who has over 37 years of experience in franchising and 7 years of experience in the pest control industry, with 7 of those years with us; Eric Hauser, who has 8 years of experience in franchising, with one year of experience with us. Our President has responsibility for our training staff, consisting of assistants, sales and marketing staff, franchise service personnel and officers and personnel from our affiliate companies. These instructors' length of experience in the franchise or insect control business ranges from less than 7 years to 37 years, with less than 3 years to 6 years of that experience with us. See Item 2 for additional information about the experience of our President.

The initial training program must be successfully completed before the Business opens using our Mark. The instructors have experience relevant to the subjects covered in our initial training program. You and/or such personnel as we may reasonably require must attend our initial training program and must complete the program to our satisfaction. You may designate, and we will approve or disapprove, additional employees to attend the initial training program. The initial training program will take place at our principal place of business (or virtually/remotely).

You and/or such personnel as we may reasonably require must also attend additional courses, seminars, and training programs that we may offer from time to time. For all required initial and training courses, we will provide instructors and training materials. There is a charge of $500 per day per person for any additional training courses that you request. You and your employees will be responsible for all other expenses which they incur in connection with the courses, including the cost of transportation, lodging, meals, and wages during any training courses. (Franchise Agreement, Section 4.l.)

Any training provided by us to any of your workers will be limited to training or guidance regarding the delivery of approved services to clients in a manner that reflects the customer and client service standards of the System. You are, and will remain, the sole employer of your employees at all times, including during all training programs, and you are solely responsible for all employment decisions and actions related to your workers. You are solely responsible for ensuring that your workers receive adequate training.

Opening of Franchise

Our franchisees typically open for business within 45-90 days after completing training, which will generally take place 1 to 5 months after signing the Franchise Agreement. Exceptions to these timelines may arise due to the seasonality of the business depending on location where, for example, training may occur in December, but weather may dictate an opening in April. The Franchise Agreement requires you to open within 30 days of the Scheduled Opening Date. The Scheduled Opening Date means June 1 of the year of the effective date of your Franchise Agreement, if the effective date is March 31 or earlier in that calendar year; or June 1 of the year following the year of the effective date of your Franchise Agreement if the effective date is April 1 or later in the calendar year. The factors that affect how quickly you can open your Business include the training schedule, your ability to obtain necessary financing, any local requirements for permits or licenses and your ability to complete our recommended pre-training agenda. (Franchise Agreement, Section 5.A)

ITEM 12
TERRITORY

<u>Franchise Agreement</u>

You will receive the right to operate the Business at a location within your territory that meets our site selection guidelines (the "Franchise Location"). Your Franchise Agreement will also specify a designated territory that will provide you limited territory protection (the "Territory"). The Franchise Agreement does not grant you any territorial rights beyond the Territory.

We estimate that your Territory will have generally approximately 25,000 to 35,000 Targeted Households. A larger population may be allowed under certain circumstances (e.g., densely populated urban areas or a high percentage of the prospective territory is impoverished). You will maintain rights to your Territory even if the population in your Territory increases.

We rely on a third-party source to supply us with data to determine the number of Targeted Households in a Territory. While we believe the data to be accurate within an acceptable margin of error, there is no way to know the actual number of households that meet our gross income criteria of $100,000. The actual number of households with the gross income criteria may be more or less than 25,000 to 35,000.

We may, in our sole discretion, permit you to add Purchased Zip Codes to your Territory at a cost of $1.00 per Targeted Household in the Purchased Zip Code. Since the Purchased Zip Code will become part of your Territory, you must include all Targeted Households within the Purchased Zip Code in the Direct Marketing Program in which you are required to participate.

We use certain demographic mapping software to determine the number of Targeted Households within your Territory and we use a separate third-party provider to purchase the names of the Targeted Households in your Territory. As a result, there may be a variance in count between the two data sets. For purposes of your defined Territory, our calculation of Targeted Households based on the mapping software is conclusive. However, for the Direct Marketing Program and other services we require, you are only required to deliver marketing materials to the Targeted Households as they are defined in your Franchise Agreement.

If you wish to relocate from your Franchise Location to a new business site, we will authorize you to do so; provided (1) you are not in default of the Franchise Agreement, any other agreements with us, or the lease for the former Franchise Location, (2) you are current on your financial obligations to us and our affiliates and all your third party creditors, (3) you open for business at the new location on the same day you close your former Franchise Location, and (4) the new business site is within your Territory. You may operate from your home if your home is located within your Territory and if local zoning permits or from any existing business premises.

You will not receive an exclusive territory. You may face competition from other franchisees, from outlets we own, or from other channels of distribution or competitive brands that we, our affiliates or third parties control, operate or franchise. However, provided you are in full compliance with your Franchise Agreement, we will not operate or grant a franchise for the operation of another Mosquito Joe franchise with rights to market within your Territory during the term of your Franchise Agreement.

We and our affiliates reserve all other rights not specifically granted to you, including the right, while your Franchise Agreement is in effect, to sell or allow others to sell: any products or services anywhere using different trademarks; the same or similar products and services, competitive with those you will provide, anywhere using different channels of distribution; different products and services anywhere using the Marks; or the same products and services using the same trademarks anywhere outside your Territory. In addition, we may advertise, solicit and enter into Key Accounts, which are national, regional or other accounts we believe will benefit the system as further described in the Franchise Agreement, the Manuals and Item 8, and Key Accounts may involve marketing in your Territory. In addition to allowing others to offer products and services in your Territory generally, in the specific case when a Key Account is involved we may also designate or authorize a corporate employee, another franchisee or any other third party to perform or assist you in performing services within your Territory if you refuse or, in our judgment, are not qualified, interested, able or available to perform services for any customer in the Territory, including any Key Account customer; if you request assistance; or if a customer, orally or in writing, specifically requests services in the territory from a different franchisee or any other third party. If you agree to participate in or service Key Accounts, you must do so on the terms we specify, which terms may include, but may not be limited to, the provision of certain insurance, equipment, products and services, and the offer of services at prices not to exceed the maximum prices specified as well as payment by you of any applicable sales or broker commissions. If we allow others to provide services in your Territory, you will not be entitled to any compensation for the sales or services performed. Subject to the rights granted to you in your Franchise Agreement, we may provide in the Manuals for other programs in which we offer and sell, and/or authorize others to offer and sell, using the Marks or other marks, goods and services in your Territory that are identical or similar to and/or competitive with those provided at your Business. We may also acquire businesses or be acquired by a business offering similar products and services anywhere.

You cannot advertise for or attempt to solicit customers for any products or services, including using Internet, telemarketing or other direct marketing, outside your Territory. If we permit you to advertise, solicit, service or sell in areas outside the Territory that are not serviced by another franchisee, you must comply with all of the conditions and other requirements that we may from time to time specify (in the Manuals or otherwise in writing) with respect to such activities. At any time upon our demand or upon your actual notice that a previously open territory has been purchased by another franchisee, you agree to immediately cease all activities in such territory and to comply with our procedures for the transition of customer accounts for such territory.

Our Manuals may also set specific rules for engaging in, and what may constitute, marketing within your Territory and other related matters, including what telephone area codes and exchanges may be used within the Territory (depending on the areas covered by those area codes/exchanges); which publications or media you may advertise in (depending on whether the circulation of the publication/media is wholly or mostly within your Territory); participation in promotional events, tradeshows, continuing education programs, chambers of commerce and industry association meetings; the post office box or mailing address that may be displayed on advertising; which phone numbers may be displayed on your vehicles; how, when and from which customers or accounts you may solicit work (depending on their location and the location and/or duration of the work); requirements for referral of work; enforcement, administration and interpretations of provisions of marketing/territory rules and procedures; and other matters; and we may update and change these rules from time to time.

We do not otherwise limit or restrict your solicitation of customers in your Territory.

Neither we nor any other party are required to pay you as a result of us exercising in your Territory any of our rights described in this Item.

Although you do not have a right to do so, we may permit you to establish another Mosquito Joe Business, if you meet our then-current Expansion Criteria. We have the absolute right to determine whether an existing franchisee meets our Expansion Criteria, which we may modify from time to time. As of the date of this Disclosure Document, the criteria we consider are, among other factors: a franchisee's compliance with the System, operational success (including your existing Franchised Business(es) meeting or exceeding certain performance thresholds), leadership ability and team development, financial stability and ability to expand and potential limits on the number of Businesses any franchisee owns.

We do not generally grant any right of first refusal to obtain additional territory. You may, if qualified, including under our then-current Expansion Criteria, purchase an option on additional territory by paying us, at the time you purchase your franchise, a fee of 10% of the initial franchise fee for the territory you wish to buy. You must enter into an Option to Purchase Agreement. At any time prior to January 15th of the calendar year immediately following the effective date of your franchise agreement, you may, if you are in compliance with your franchise agreement, purchase the additional territory by paying us the balance of the initial franchise fee. The 10% deposit will be applied to the purchase price. We do not refund your deposit if you decide not to purchase or do not qualify to purchase the additional territory. If we approve you to purchase additional territory, whether or not through the Option to Purchase Agreement, we may require that you sign a general release releasing us from all claims you may have except claims that under state law may not be released.

If you do not qualify for renewal of your Franchise Agreement, we may, in some cases, but are not required to, offer to enter into a franchise agreement with you for a smaller territory and you would then have the option to accept that territory on the terms offered.

Area Development Agreement

You will not receive an exclusive territory. You may face competition from other franchisees, from outlets we own, or from other channels of distribution or competitive brands that we, our affiliates or third parties control, operate or franchise. However, provided you are in full compliance with your Area Development Agreement, we will not operate or grant a franchise for the operation of another Mosquito Joe franchise with rights to market within your Development Area during the term of your Area Development Agreement. If you sign an Area Development Agreement, we will agree on a Development Area and a Development Schedule. The Development Schedule will identify the number of Mosquito Joe franchises to be developed and the minimum development rate. When you sign the Area Development Agreement, we will determine the boundaries of the Territories for each of your Businesses at that time in accordance with our standards then in effect. When you sign the Area Development Agreement, you must also sign 1 Franchise Agreement at the same time. The first Business must be operational within 30 days of the Scheduled Opening Date.

We retain all rights not specifically granted to you under your Area Development Agreement, including, for example, the right: (i) to use and license others to use the System and Marks for the operation of "Mosquito Joe" Businesses at any location outside the Development Area; (ii) to acquire and operate businesses of any kind at any location within or outside of the Development Area (excluding Businesses in the same line of service operated under the System within the Development Area); (iii) to use and license others to use the System and/or the Marks at any location within or outside of the Development Area other than for the operation of a "Mosquito Joe" Business; and (iv) to use and license others to use marks other than the Marks in connection with the operation of businesses at any location within or outside of the Development Area, which businesses are the same as, similar to, or different from the Businesses, all on terms and conditions as we deem advisable, and without granting you any rights therein. We may dispatch franchisees from neighboring territories to service customers in the Development Area as provided in the franchise agreements. Your rights within the Development Area are also subject to other franchisees' rights under our various programs and policies.

Continuation of your territorial rights does not depend on your achievement of certain sales volume, market penetration or other similar contingency. We may not alter your Development Area without your prior written consent.

If you fail to satisfy the Development Schedule, we may terminate your future development rights within the Development Area. However, termination of your Area Development Agreement will not terminate the Franchise Agreements that you have already signed.

We do not grant you any options, first rights of refusal or other similar rights to (i) acquire any additional development areas, or (ii) acquire any additional franchises.

We do not operate or franchise, or currently plan to operate or franchise, any business under a different trademark that sells or will sell goods or services similar to those that our franchisees sell. However, certain of our affiliates described in Item 1, and other portfolio companies that currently are or in the future may be owned by private equity funds managed by our affiliates, may operate and/or franchise businesses that sell similar goods or services to those that our franchisees sell. Item 1 describes our current affiliated franchise programs that offer franchises, their principal business addresses, the goods and services they sell, whether their businesses are franchised and/or company-owned, and their trademarks. As noted in Item 1, all of these affiliated franchise brands have a different principal business address from us. Most of the affiliated franchisors and the affiliated franchise brands are not direct competitors of our franchise network given the products or services they sell, although some are to a limited extent, as described in Item 1. All of the businesses that our affiliates and their franchisees operate may solicit and accept orders from customers in your territory. Because they are separate companies, we do not expect any conflicts between our franchisees and our affiliates' franchisees regarding territory, customers and support, and we have no obligation to resolve any perceived conflicts that may arise.

ITEM 13
TRADEMARKS

We grant you the right to operate a franchise under the name MOSQUITO JOE®. You may use our other current or future trade names, trademarks, service marks, symbols, emblems, logos and indicia of origin designated by us ("Marks") to identify your franchise.

We own the following Marks that are registered on the Principal Register of the United States Patent and Trademark Office ("USPTO"):

Mark	Registration No./ Serial No.	Registration Date
MOSQUITO JOE	Reg. No. 3,858,271	October 5, 2010
MOJO	Reg. No. 4,431,937	November 12, 2013
OUTSIDE IS FUN AGAIN.	Reg. No. 4,431,938	November 12, 2013
MOSQUITO JOE and Design	Reg. No. 4,550,144	June 17, 2014
SHARE THE MOJO	Reg. No. 4,767,454	July 7, 2015

As noted in Item 1, we became the owner of the above listed Marks in March 2021.

Our Parent, Neighborly Assetco LLC, owns the following Marks, which are registered on the Principal Register of the USPTO, and we license from Parent the right to use and to allow our franchisees to use these Marks under a Trademark License Agreement (the "License Agreement"). The License

Agreement grants us a worldwide, non-exclusive, nontransferable license to use and to license others to use the Marks. Parent may terminate the License Agreement due to our material breach, ownership change or for any reason upon 90 days' notice. Upon any termination of the License Agreement, we will be required to cease all use of these Marks and we will require you to do the same.

Mark	**Registration No./ Serial No.**	**Registration Date**
NEIGHBORLY	5,365,894	December 26, 2017
NEIGHBORLY (Stylized)	5,365,895	December 26, 2017
(HOUSE LOGO)	5,347,941	November 28, 2017
YOUR HUB FOR HOME SERVICES	7,281,370	January 16, 2024

Required affidavits and renewals for the registrations for these principal trademarks have been filed when due.

In addition to the Federal rights that apply to use of the registered Marks above, we claim common law rights, based on use of the Marks, to all of the Marks. There may be areas, however, in which a third party has prior common law rights to the use of one of the Marks. If you propose to operate a franchise in one of those areas, we may attempt to obtain exclusive use of that Mark, or, in the alternative, we may designate and grant you permission to utilize a different proprietary mark. There may be other instances in which we may elect to use, or require you to use, a different proprietary mark in a market, region or systemwide. In any instance in which we require you to use a different proprietary mark, you must, at your expense, comply with our designation and use, or change your use to the designated mark. You must modify or discontinue the use of a Mark, at your expense, if we direct. If we direct, you must adopt or use one or more additional or substituted Marks.

There are no currently effective determinations of the USPTO, the Trademark Trial and Appeal Board, the trademark administrator of any state or any court, no pending infringement, opposition or cancellation proceedings and no pending litigation involving any of the Marks that may significantly affect the ownership or use of any Mark listed above. Except for the License Agreement noted above, no agreements limit our right to use or license the use of our Marks.

We do not have actual knowledge of any infringing uses that could materially affect your use of our Marks. You must notify us immediately when you learn about an infringement of or challenge to your use of the Marks. We will take the action we think appropriate but are not obligated to protect your rights to use the Marks. We have the right to control the defense of any claim using attorneys we choose and you must cooperate in that defense. You may participate in the defense and settlement at your own expense but our decisions will be final and binding. We will indemnify you or reimburse you for your liability and reasonable costs if there is a challenge to your authorized use of the Marks provided you have notified us immediately after you learned of the challenge and cooperate with us in defending the challenge as required.

You must follow our rules when you use the Marks and you may only use the Marks for the operation of your Business in your Territory. You must execute any documents we require to protect the Marks or to maintain their continued validity and enforceability. You may not directly or indirectly contest the validity of the Marks, our (or Parent's, as applicable) ownership of the Marks or our right to use or license the Marks, trade secrets, confidential information or business techniques that are part of our business. You cannot use the Marks as part of a corporate or other legal name and you must comply with our instructions in filing and maintaining trade name or fictitious name registrations.

You must modify or discontinue the use of a Mark, at your expense if we direct. If we direct, you must adopt or use one or more additional or substituted Marks.

ITEM 14
PATENTS, COPYRIGHTS, AND PROPRIETARY INFORMATION

You do not receive the right to use an item covered by a patent but you can use the proprietary information in our Manuals and software which are described in Item 11. We have not filed an application for a copyright registration in these items, but we claim a common-law copyright in our Manuals and software and we treat the information in these items as confidential and proprietary. Item 11 describes limitations on the use of the Manuals and software by you and your employees. You must treat these items and the information as confidential. You must also promptly tell us when you learn about unauthorized use of this proprietary information. We are not obligated to take any action to protect or defend use of proprietary information but will respond as we think appropriate and will control any action we decide to bring or defend. We are not required to participate in your defense or indemnify you for use of copyrighted material or patents. We do not actually know of any infringing uses of our copyrights that could materially affect your use of the copyrighted materials in any state and there are no agreements that limit our rights to use our copyrights or to allow others to use them.

Confidential information includes all information, data, knowledge, materials, techniques and know-how designated or treated by us as confidential and includes any and all Manuals, computer software or programs, training materials, operational videos, marketing programs, franchise rosters, franchisee lists, customer and prospective customer lists and data, and any other materials designated or treated by us as confidential. You may not, at any time during or after the term of the Franchise Agreement, disclose, copy or use any confidential information except as we specifically authorize.

If we ask, you must have your personnel who receive or will have access to confidential information sign covenants not to divulge the confidential information or use it for their own benefit. If you are a corporation or other business entity, your shareholders, members and/or owners must also abide by these covenants and sign a Guaranty (attached to the Franchise Agreement as Schedule C). If you are an individual, we may require your spouse to sign and abide by a confidentiality agreement. If we ask, your employees with access to your password and log-in name for our Intranet must sign a confidentiality agreement agreeing to not disclose this information.

If you develop any new product, service offering, concept, invention, business venture, technique, process or improvement in the operation or promotion of your Business, you must promptly notify us and provide us with all necessary information free of charge. You acknowledge that we own any such information and you agree to assign ownership of same to us, and you acknowledge that we may provide the information to other franchisees for use in their franchises.

There currently are no effective adverse determinations of the USPTO, United States Copyright Office or any court, nor are there any pending infringements, opposition or cancellation proceedings or material litigation, involving the copyright materials that are relevant to their use by our franchisees.

ITEM 15
OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE BUSINESS

If you are an individual, you must directly perform or supervise the operation of the Business unless we consent otherwise. You must obtain and maintain an immigration status that will allow you to live and work in the United States for the initial term of the Franchise Agreement and for the length of any renewal term of the Franchise Agreement. If you do not have or maintain the required status, the Franchise Agreement will immediately expire by its terms with no further notice or opportunity to cure and we will have no liability to you, and no refund of any fee will be made. However, you will remain bound by all post-termination obligations in the Franchise Agreement, including all obligations regarding noncompete, de-identification, confidentiality, and indemnity.

If we agree that you need not personally perform or supervise operation of the Business, an individual who has successfully completed our training program ("manager") must directly supervise the Business, and that individual must be a bona fide manager, as determined by us. If we ask, the manager must sign a written agreement to maintain confidentiality of the trade secrets described in Item 14.

If you are a corporation or other legal entity, direct, on-site supervision must be done by a designated owner who has successfully completed our training program unless we consent otherwise ("principal owner"). If we ask, the principal owner must sign a written statement to maintain confidentiality of the trade secrets described in Item 14 and to conform to the covenants not to compete described in Item 17. If we agree that a principal owner need not personally perform or supervise the operation of the Business, a manager must directly supervise the Business. The manager need not have an ownership interest in the Business. If you are a corporation or other legal entity, your principal shareholders, members and/or owners must sign a Guaranty agreeing to pay and perform all obligations under the Franchise Agreement (attached to the Franchise Agreement as Schedule C). If you obtain financing from us as provided in Item 10, we have the right to require a spouse's personal guaranty.

While you own the Business, you cannot have an interest or relationship with any competitors. If you own an existing business when you sign the Franchise Agreement, we may (in our sole discretion) allow you to exclude such business from the Business by executing the Excluded Services Addendum attached as Schedule I to the Franchise Agreement. If such existing business is rolled into the Business, you will execute and become bound by the Roll-In Addendum (attached as Schedule H to the Franchise Agreement).

ITEM 16
RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL

Franchise Agreement

You must offer and sell only the goods and services that conform to our standards and specifications. You must offer the goods and/or services that we designate as required for all franchisees and you may elect to offer other products and/or services only if we approve them in advance. You must offer products and services to control undesirable outdoor insects, such as mosquitoes, ticks and fleas, including the sales, design, installation and servicing of outdoor misting systems, barrier spray services, and other insect elimination and control systems for both residential and commercial customers.

We may change the authorized services and/or products that we require you and all franchisees to offer by adding additional services and/or products or deleting products and/or services, or both and there are no limits on our right to make changes. If we make any changes we will notify you. We have no plans to make significant changes in the future.

You must honor our warranty policies for installations, repairs and replacements as described in the Manuals. This policy states that we handle warranty claims on a case-by-case basis with some basic guidelines and, as a result, you will be obligated to perform warranty work, at no charge, on certain services, including services that another franchisee originally performed.

You must comply with all applicable laws and regulations and obtain all appropriate governmental approvals for the Business, including obtaining a license if required by your locality. To ensure that the highest degree of quality and service is maintained, you must operate in conformity with the methods, standards and specifications in the Manuals and as we may otherwise require in writing periodically. You must not deviate from our standards and specifications without our prior written consent.

We do not limit or restrict your solicitation of customers in your Territory, although we own all customer information and may use the customer information as we deem appropriate (subject to applicable law), including, without limitation, sharing it with our affiliates for cross-marketing, customer loyalty programs or other purposes. For example, "Your Hub for Home Services" is Neighborly's current cross-branding initiative where we intend to increase cross utilization of Neighborly brands by consumers and drive consumer awareness via getneighborly.com and other marketing programs.

Area Development Agreement

The Area Development Agreement does not contain provisions restricting the products or services you may offer. However, with respect to each Business developed under the Area Development Agreement, you will be subject to the restrictions on products and services contained in our then-current Franchise Agreement. The restrictions in our current Franchise Agreement are described above.

ITEM 17
RENEWAL, TERMINATION, TRANSFER, AND DISPUTE RESOLUTION

THE FRANCHISE RELATIONSHIP

This table lists certain important provisions of the franchise and related agreements. You should read these provisions in the agreements attached to this disclosure document.

Provision	**Section in Franchise Agreement (unless otherwise specified)**	**Summary**
a. Length of the franchise term	4(A)	Initial term is 10 years.
b. Renewal or extension of the term	4(B), (C)	Your Franchise Agreement can be renewed for one additional 10-year term by executing the then-current form of franchise agreement and meeting the other requirements for

Provision	Section in Franchise Agreement (unless otherwise specified)	Summary
		renewal; if you continue to operate after expiration of the initial or a renewal term, we may, at our sole election, treat the Franchise Agreement as expired or as continued on a month-to month basis until both parties agree to enter into our then-current form of franchise agreement for a renewal term or until one party provides the other with written notice of termination, in which case the interim period will terminate 30 days after receipt of the notice of termination. In the latter case, all of your obligations shall remain in full force and effect during the interim period as if the Franchise Agreement had not expired, except that the License Fee during the interim period will be increased to 10% of Gross Sales for all types of products/services and without any reductions. Once you have renewed your Franchise Agreement, you have no automatic further right of renewal and the provisions about renewal described in this section do not apply. At that point you may enter into a new franchise agreement on the then current terms if you and we agree to a new agreement.
c. Requirements to renew or extend	4(B), (C)	Requirements for renewal are as follows: you cannot be in default of current Franchise Agreement or any related agreement, have satisfied all monetary and other material obligations on a timely basis during the term, are in good standing and have received no more than 3 written notices of default during the term of the Franchise Agreement; you must give us written notice at least 180 days (but not more than 240 days) before the end of the expiring term; you and your guarantors must sign a general release; you must pay us a renewal fee of $3,000; you must complete our then-current training requirements, and you must sign the then-current version of our franchise agreement, which may have terms, conditions and fees that could be materially different as compared with your original

Provision	Section in Franchise Agreement (unless otherwise specified)	Summary
		franchise agreement.
d. Termination by you	12(C)	You may terminate the Franchise Agreement as a result of our breach of a material provision of the Franchise Agreement, provided that you give us written notice of the breach and we fail to cure the breach within 30 days after our receipt of your written notice. If we fail to cure the breach, the termination will become effective 60 days after our receipt of your written notice of breach. You may also terminate for any reasons allowed under the law.
e. Termination by us without Cause	None	We cannot terminate your Franchise Agreement without cause.
f. Termination by us with Cause	12(B)	We can terminate your Franchise Agreement only if you default.
g. "Cause" defined – curable defaults	12(B)(1)	You have 10 days (subject to local state law) to cure if you fail to pay amounts due or fail to submit required reports. You have 30 days to cure all other defaults of the Franchise Agreement except for the non-curable defaults described below.
h. "Cause" defined – non-curable defaults	12(B)(2)	You made material misrepresentations to us in the application for the franchise or other reports or information provided to us; you voluntarily abandon performance of the Franchise Agreement (including by failing to operate the Business for seven or more consecutive days); state or local authority close the Business for safety reasons; you register any domain name containing our Marks or use Confidential Information in unauthorized manner; you or your guarantor become insolvent or make an assignment for the benefit of creditors or other similar arrangements; you or your guarantor are convicted of (or plead no contest to) any misdemeanor bringing the Marks into

Provision	Section in Franchise Agreement (unless otherwise specified)	Summary
		disrepute or impairing your reputation or goodwill of the Marks or of the Business; you or your guarantor are convicted of (or plead no contest to) any felony; you intentionally understate or underreport Gross Sales, License Fees, or MAP Fees; any understatement or 3% variance on a subsequent audit within a 2-year period; any transfer or assignment without our consent as provided in the Franchise Agreement; or any default by you that is the second default of any type within any 12-month consecutive period even if the default(s) were cured.
i. Your obligations on termination/non-renewal	13	Your obligations include complete de-identification of the Business (including all vehicles) and immediate discontinuation of advertising or any other use of the Marks or any other promotional materials furnished by us; return to us all copies of the Manuals, software, customer lists and ongoing customer contracts; assignment to us of all right in the telephone numbers, websites, social media accounts and domain names for the Business and cancelation or assignment, at our option, of any assumed name rights or equivalent registrations; assignment to us, upon our demand, of your remaining interest in any lease for the Business; and payment of any amounts due to us or to third parties for amounts guaranteed by us; compliance with non-competition covenants (see r., below).
j. Assignment of contract by us	10(G)	We may assign your Franchise Agreement to any 3rd party without prior notice to you and without your consent.
k. "Transfer" by you – defined	10(A)	Includes any sale, lease, pledge, management agreement, contract for deed, option agreement, bequest, gift, any arrangement in which you turn over all or part of the operation of the Business to someone who shares in the losses or profits of the Business other than an employee; any 20% or more change in the direct or indirect ownership of

Provision	Section in Franchise Agreement (unless otherwise specified)	Summary
		the franchisee entity; or any change in the general partner of a franchisee that is a partnership entity.
l. Franchisor approval of transfer by Franchisee	10(B)	We have the right to approve all transfers but will not unreasonably withhold approval.
m. Conditions for Franchisor approval of transfer	10(B) – (D)	You are not in default; you have paid in full all amounts owed to us, our affiliates, or your 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; 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)	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. 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

Provision	Section in Franchise Agreement (unless otherwise specified)	Summary
		directly or indirectly with our System.
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 MOSQUITO JOE business.
s. Modification of the Franchise Agreement	14(B)	No modification of the Franchise Agreement except by written agreement of both parties.
t. Integration/merger clause	14(B)	Only the terms of the Franchise Agreement are binding (subject to state law). Any other promises may not be enforceable. Nothing in the Franchise Agreement or any related agreement is intended to disclaim our representations made in this disclosure document.
u. Dispute resolution by arbitration or mediation	11	Most disputes must be initially mediated. If a dispute is not resolved through the mediation process described in the Franchise Agreement, most disputes must be settled by litigation, subject to state law. Only if a court invalidates a jury waiver or a class action waiver will the dispute be resolved through arbitration, subject to state law.
v. Choice of venue	14(H)	Unless state law supersedes this provision, venue for mediation, arbitration, and litigation is in McLennan County, Texas.
w. Choice of law	14(G)(1)	Texas law applies unless state law supersedes this provision.

SEE THE ATTACHED STATE ADDENDA (Exhibit N) FOR ADDITIONAL DISCLOSURES.

This table lists certain important provisions of the area development agreement and related agreements. You should read these provisions in the agreements in EXHIBIT F to this disclosure document.

Provision	Section in Area Development Agreement ("ADA") (unless otherwise specified	Summary
a. Term of the franchise	Section 4	Date upon which Area Developer has opened and in operation all of the Businesses set forth in the Development Schedule.
b. Renewal or extension of the term	None	None
c. Requirements for you to renew or extend	None	None
d. Termination by you	None	Not Applicable
e. Termination by us without cause	None	Not Applicable
f. Termination by us with cause	Section 6	We may terminate if you default under the Area Development Agreement or any Franchise Agreement.
g. "Cause" defined - defaults which can be cured	Section 6	30 days to satisfy a final judgment; 30 days to dismiss a suit to foreclose any lien or mortgage against the premises or any equipment of the Business; 15 days to remedy certain material breaches that are not otherwise curable.
h. "Cause" defined - defaults which cannot be cured	Section 6	Bankruptcy or insolvency, execution against Area Developer's business or property; real or personal property is sold after levy; Area Developer fails to meet the Development Schedule.
i. Your obligations on termination/non-renewal	Section 8	Compliance with post-termination covenant not to compete.
j. Assignment of contract by us	Section 7	No restriction on our right to assign.
k. "Transfer" by you – definition	Section 7	Transfer of rights or obligations under the ADA of the assets or ownership of Area Developer.
l. Our approval of transfer by you	Section 7	You may not transfer your rights or obligations under the ADA. We may refuse to approve any transfer in our sole discretion.
m. Conditions for our approval of transfer	Section 7	We may refuse to approve any transfer in our sole discretion.
n. Our right of first refusal to acquire	Section 7	We have the right to purchase all of the

Provision	Section in Area Development Agreement (“ADA”) (unless otherwise specified	Summary
your business		interest being transferred.
o. Our option to purchase your business	None	Not Applicable
p. Your death or disability	None	None.
q. Non-competition covenants during the term of the franchise	Section 8	You will not have any interest in any other competing business without our prior written consent.
r. Non-competition covenants after the franchise is terminated or expires	Section 8	No competition for a period of 2 years following a permitted transfer or expiration or termination of the Area Development Agreement within the Development Area or a 15-mile radius of the territories of any other Mosquito Joe franchisees or our affiliate-owned business.
s. Modification of the agreement	Section 13	No modifications except by written agreement signed by both parties.
t. Integration/ merger clause	Section 13	Only the terms of the Area Development Agreement are binding (subject to state law). Any representations or promises made outside the disclosure document and area development agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	None	Most disputes must be initially mediated. If a dispute is not resolved through the mediation process described in the Franchise Agreement, most disputes must be settled by litigation, subject to state law. Only if a court invalidates a jury waiver or a class action waiver will the dispute be resolved through arbitration, subject to state law.
v. Choice of venue	Section 16	Unless state law supersedes this provision, venue for mediation, arbitration, and litigation is in McLennan County, Texas.
w. Choice of law	Section 16	Texas law applies unless state law supersedes this provision.

ITEM 18
PUBLIC FIGURES

We do not use any public figure to promote our franchise business.

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.

This Item 19 excludes data from the two company-owned Businesses. Six franchised Business closed during the 2023 fiscal year, and so they did not report data to us for the entire 12-month period in 2023 (the "Reporting Period") and therefore their data is also excluded from this Item 19. No franchised business closed after being open for less than 12 months.

As used herein, "Gross Sales" means and includes 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 Mosquito Joe® 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. Gross Sales also exclude sales from any Excluded Services (as defined in a mutually executed Excluded Services Addendum (see Schedule I to the Franchise Agreement).

Part I. 2023 Customer Retention Metrics and Gross Sales Per Treatment Data

As of December 31, 2023, there were 179 franchisees operating a total of 416 franchised Businesses in the United States and there were two corporate-owned Businesses in the United States. Part I of this Item 19 includes data from 415 franchised Businesses, which were all in operation and reporting sales as of December 31, 2023. One franchised Business was excluded from this Part I of Item 19 as it did not report data to us correctly.

A. 2023 Customer Retention Metrics of Franchised Businesses

Franchised Business Metric Tracked	Franchised Business Question/Answer	Source of Information
Customer Retention[1]	**What percent of the previous year's customers do your franchised Businesses retain each year?** 75%. Many of these customers were partial season customers in 2022 that turned into full season customers in 2023.	Business management software
Recurring Customer[2]	**What percent of the customers of the franchised Businesses are recurring customers?** 89%	Business management software

Notes:

1. A "retained customer" is a prior-year's recurring customer, who returns the following year.

2. A "recurring customer" is one that receives three or more services in a single calendar year/season.

B. 2023 Gross Sales Per Treatment for Franchised Businesses

Franchised Business Metric Tracked	Franchised Business Question/Answer	Source of Information
Gross Sales per Treatment	**What amount of Gross Sales per Treatment did your franchised Businesses generate?** The average gross sales per treatment in 2023 for all franchised Businesses was $87.39* and the median was $85.48. The highest gross sales per treatment was $177.28 and the lowest gross sales per treatment was $62.17. *170 franchised Businesses, or 40.96% of the franchised Businesses, had average gross sales per treatment equal or in excess of this average.	Business Management Software

Notes: Gross Sales Per Treatment is the gross effective invoice price.

Part II. Annual Gross Sales, Annual Number of Customers, and Annual Number of Jobs for Franchised Businesses in 2023.

Of the 416 franchised Businesses, 387 Businesses (the "Reporting Businesses") had been operating for at least 12 months as of December 31, 2023. This Part II of Item 19 excludes data for (a) 28 franchised Businesses that opened during the year 2023 and therefore did not have data for the entire Reporting Period and (b) one franchised Business that did not report data for the entire Reporting Period. The following tables show average and median annual Gross Sales, annual number of customers, and annual number of jobs for the Reporting Businesses for the Reporting Period.

2023 Annual Gross Sales Data						
Year	Number of Businesses[1]	High[2]	Low[3]	Average Annual Gross Sales[4]	Number / Percent at or above Average[5]	Median Annual Gross Sales[6]
2023	387	$1,846,901	$13,635	$364,223	140 / 36%	$273,430

Notes:

[1]This is the number of the Reporting Businesses included in this analysis (i.e., open and reporting for the entire Reporting Period).

[2]This is the highest annual Gross Sales of the Reporting Businesses for the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

[3]This is the lowest annual Gross Sales of the Reporting Businesses for the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

[4]This is the average annual Gross Sales of the Reporting Businesses for the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

[5]This is the number and percentage of Reporting Businesses that achieved or exceeded during the Reporting Period the Average Gross Sales.

[6]This is the median annual Gross Sales of the Reporting Businesses for the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

Annual Number of Customers Data						
Year	Number of Businesses[1]	High[2]	Low[3]	Average Annual Number of Customers[4]	Number / Percent at or above Average[5]	Median Annual Number of Customers[6]
2022	387	2,263	13	519	148 / 38%	395

Notes:

[1]This is the number of the Reporting Businesses included in this analysis (i.e., open and reporting for the entire Reporting Period).

[2]This is the highest annual number of customers of the Reporting Businesses for the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

[3]This is the lowest annual number of customers of the Reporting Businesses for the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

[4]This is the average annual number of customers of the Reporting Businesses for the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

[5]This is the number and percentage of Reporting Businesses that achieved or exceeded during the Reporting Period the average annual number of customers.

[6]This is the median annual number of customers of the Reporting Businesses for the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

Annual Number of Jobs Data						
Year	Number of Businesses[1]	High[2]	Low[3]	Average Annual Number of Jobs[4]	Number / Percent at or above Average[5]	Median Annual Number of Jobs[6]
2023	387	21,826	140	4,293	148 / 38%	3,273

Notes:

[1]This is the number of the Reporting Businesses included in this analysis (i.e., open and reporting for the entire Reporting Period).

[2]This is the highest annual number of jobs performed by the Reporting Businesses during the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

[3]This is the lowest annual number of jobs performed by the Reporting Businesses during the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

[4]This is the average annual number of jobs performed by the Reporting Businesses during the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

[5]This is the number and percentage of Reporting Businesses that achieved or exceeded during the Reporting Period the average annual number of jobs.

[6]This is the median annual number of jobs performed by the Reporting Businesses during the Reporting Period, based on information provided by the Reporting Businesses to us through our Software System.

Additional Notes:

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

2. Written substantiation for the basis for the information set forth in this Item 19 will be made available to any prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, Mosquito Joe SPV LLC 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 territory, however, we may provide you with the actual records of that territory. 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 Lou Schager, 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452, 757-819-4041 the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table 1 – Systemwide Outlet[1] Summary For Years 2021 to 2023

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised Businesses	2021	345	372	+27
	2022	372	394	+22
	2023	394	416	+22
Company-Owned Businesses	2021	2	2	0
	2022	2	2	0
	2023	2	2	0
Total Outlets	2021	347	374	+27
	2022	374	396	+22
	2023	396	418	+22

[1] Included in "outlets" are all Businesses that have opened an operating location. Neither sale of a new territory to an existing franchisee where a separate operating location will not be opened nor execution of a franchise agreement for a new location where the location is not yet open are included.

Table 2 – Transfers[1] of Outlets from Franchisees to New Owners (other than the Franchisor) For Years 2021 to 2023

State	Year	Number of Transfers
AR	2021	0
	2022	0
	2023	1
FL	2021	2
	2022	8
	2023	0
KY	2021	0
	2022	1
	2023	0
MA	2021	0
	2022	0
	2023	5
MD	2021	1
	2022	0
	2023	0
MI	2021	0
	2022	5
	2023	1
MO	2021	0
	2022	1
	2023	0
MS	2021	0
	2022	0
	2023	1
NJ	2021	0
	2022	4
	2023	0
NY	2021	0
	2022	3
	2023	0
OH	2021	0
	2022	3
	2023	0
PA	2021	2
	2022	0
	2023	1

State	Year	Number of Transfers
TX	2021	1
	2022	4
	2023	2
VA	2021	0
	2022	1
	2023	0
Total	**2021**	**6**
	2022	**30**
	2023	**11**

[1] "Transfer" means the acquisition of a controlling interest in a franchised outlet, during its term, by a person other than the franchisor or an affiliate. Sale of territory only, not including a franchised outlet, from one franchisee to another franchisee is not included in transfers.

Table 3 – Status of Franchised Outlets For Years 2021 to 2023

State	Year	Outlets at the Start of the Year	Outlets Opened[1]	Terminations[2]	Non-Renewals	Reacquired By Franchisor[3]	Ceased Operations-Other Reasons[4]	Outlets at the End of the Year
AL	2021	7	0	0	0	0	0	7
	2022	7	0	0	0	0	0	7
	2023	7	2	0	0	0	0	9
AZ	2021	0	1	0	0	0	0	1
	2022	1	1	0	0	0	0	2
	2023	2	2	0	0	0	0	4
AR	2021	7	0	0	0	0	0	7
	2022	7	0	1	0	0	0	6
	2023	6	0	0	0	0	0	6
CA	2021	3	1	0	0	0	0	4
	2022	4	4	0	0	0	0	8
	2023	8	2	0	0	0	0	10
CO	2021	3	0	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
CT	2021	7	1	0	0	0	0	8
	2022	8	1	0	0	0	0	9
	2023	9	1	0	0	0	0	10
DE	2021	2	0	0	0	0	0	2
	2022	2	1	0	0	0	0	3
	2023	3	1	0	0	0	0	4

State	Year	Outlets at the Start of the Year	Outlets Opened[1]	Terminations[2]	Non-Renewals	Reacquired By Franchisor[3]	Ceased Operations-Other Reasons[4]	Outlets at the End of the Year
DC	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
FL	2021	32	2	0	0	0	0	34
	2022	34	2	0	0	0	0	36
	2023	36	0	0	0	0	0	36
GA	2021	18	0	0	0	0	0	18
	2022	18	1	0	0	0	0	19
	2023	19	0	0	0	0	0	19
IL	2021	15	1	0	0	0	0	16
	2022	16	1	0	0	0	0	17
	2023	17	1	0	0	0	0	18
IN	2021	8	0	0	0	0	0	8
	2022	8	0	0	0	0	0	8
	2023	8	1	0	0	0	0	9
IA	2021	1	0	0	0	0	0	1
	2022	1	1	0	0	0	0	2
	2023	2	0	0	0	0	0	2
KS	2021	4	1	0	0	0	0	5
	2022	5	1	0	0	0	0	6
	2023	6	0	0	0	0	0	6
KY	2021	7	0	0	0	0	0	7
	2022	7	1	0	0	0	0	8
	2023	8	0	0	0	0	0	8
LA	2021	7	0	0	0	0	0	7
	2022	7	0	1	0	0	0	6
	2023	6	3	0	0	0	0	9
MD	2021	16	1	0	0	0	0	17
	2022	17	0	0	0	0	0	17
	2023	17	1	0	0	0	0	18
MA	2021	14	2	0	0	0	0	16
	2022	16	0	0	0	0	0	16
	2023	16	2	0	0	0	0	18
MI	2021	10	1	0	0	0	0	11
	2022	11	2	0	0	0	0	13
	2023	13	2	2	0	0	0	13
MN	2021	1	2	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3

State	Year	Outlets at the Start of the Year	Outlets Opened[1]	Terminations[2]	Non-Renewals	Reacquired By Franchisor[3]	Ceased Operations-Other Reasons[4]	Outlets at the End of the Year
MS	2021	5	0	0	0	0	0	5
	2022	5	0	1	0	0	0	4
	2023	4	0	0	0	0	1	3
MO	2021	8	1	0	0	0	0	9
	2022	9	0	0	0	0	0	9
	2023	9	0	0	0	0	0	9
NE	2021	0	0	0	0	0	0	0
	2022	0	1	0	0	0	0	1
	2023	1	0	0	0	0	0	1
NH	2021	2	1	0	0	0	0	3
	2022	3	1	0	0	0	0	4
	2023	4	0	0	0	0	0	4
NJ	2021	12	4	0	0	0	0	16
	2022	16	1	0	0	0	0	17
	2023	17	2	0	0	0	0	19
NY	2021	16	0	0	0	0	0	16
	2022	16	2	0	0	0	0	18
	2023	18	2	0	0	0	0	20
NC	2021	18	0	0	0	0	0	18
	2022	18	1	0	0	0	0	19
	2023	19	0	0	0	0	0	19
ND	2021	0	1	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
OH	2021	15	0	0	0	0	0	15
	2022	15	1	0	0	0	0	16
	2023	16	1	0	0	0	0	17
OK	2021	5	0	0	0	0	0	5
	2022	5	0	0	0	0	0	5
	2023	5	0	0	0	0	0	5
PA	2021	8	1	0	0	0	0	9
	2022	9	1	1	0	0	0	9
	2023	9	2	0	0	0	0	11
RI	2021	3	0	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
SC	2021	9	0	0	0	0	0	9
	2022	9	1	0	0	0	0	10
	2023	10	0	0	0	0	0	10

State	Year	Outlets at the Start of the Year	Outlets Opened[1]	Terminations[2]	Non-Renewals	Reacquired By Franchisor[3]	Ceased Operations-Other Reasons[4]	Outlets at the End of the Year
TN	2021	9	0	0	0	0	0	9
	2022	9	2	0	0	0	0	11
	2023	11	0	0	0	0	0	11
TX	2021	46	3	0	0	0	0	49
	2022	49	0	1	0	0	0	48
	2023	48	3	0	0	0	0	51
UT	2021	2	0	1	0	0	0	1
	2022	1	0	1	0	0	0	0
	2023	0	0	0	0	0	0	0
VT	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
VA	2021	18	0	0	0	0	0	18
	2022	18	0	0	0	0	0	18
	2023	18	0	0	0	0	0	18
WV	2021	0	1	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	1	0	0	0	0
WI	2021	5	3	0	0	0	0	8
	2022	8	1	0	0	0	0	9
	2023	9	0	2	0	0	0	7
Total	**2021**	**345**	**28**	**1**	**0**	**0**	**0**	**372**
	2022	**372**	**28**	**6**	**0**	**0**	**0**	**394**
	2023	**394**	**28**	**5**	**0**	**0**	**1**	**416**

[1] "Outlets opened" does not include outlets for which a franchise agreement was signed but the outlet was not open as of the end of our last fiscal year. Included in "Outlets Opened" are outlets that were opened after a new franchisee purchased the franchised business from an existing owner and the previous owner's franchise agreement was terminated.

[2] "Termination" means the franchisor's termination of a franchise agreement prior to the end of its term and without paying any money or other compensation to the franchisee. Mutual terminations, where both the Franchisor and franchisee agree to end the franchise relationship are also included in terminations listed above.

[3] For purposes of these tables, a "reacquisition" means the Franchisor's acquisition of a franchised outlet during its term in exchange for a payment of money or other compensation. The franchisor's purchase of a territory or a portion of a territory not including an operating outlet is not included in the "reacquisitions" listed above.

[4] "Ceased operations – other reasons" includes abandonment of the franchise outlet after an existing outlet was opened. If no outlet was opened and there was no termination of the franchise agreement, the "abandonment" would not be included in the "ceased operations" column. Also included in this column are franchise outlets that have been sold and/or transferred to an existing franchisee or a franchisee in

another state. Also included in Ceased operations – other reasons" are outlets where the franchise agreement was terminated and the territory was added to an existing franchise outlet.

Table 4 – Status of Company-Owned Outlets For Years 2021 to 2023

State	Year	Outlets at the Start of the Year	Outlets Opened	Outlets Reacquired From Franchisees	Outlets Closed	Outlets Sold to Franchisees	Outlets at the End of the Year
VA	2021	2	0	0	0	0	2
	2022	2	0	0	0	0	2
	2023	2	0	0	0	0	2
Total	2021	2	0	0	0	0	2
	2022	2	0	0	0	0	2
	2023	2	0	0	0	0	2

Table 5 – Projected Openings as of December 31, 2023

STATE	FRANCHISE AGREEMENT SIGNED BUT OUTLET NOT OPENED	PROJECTED NEW FRANCHISED OUTLETS IN THE NEXT FISCAL YEAR	PROJECTED NEW COMPANY-OWNED OUTLETS IN THE NEXT FISCAL YEAR
Alaska	1	0	0
Arizona	1	0	0
California	6	8	0
Connecticut	3	0	0
Florida	2	0	0
Illinois	1	0	0
Iowa	1	0	0
Maryland	1	0	0
Massachusetts	1	0	0
Michigan	2	2	0
Minnesota	0	2	0
Nebraska	2	0	0
New Jersey	4	2	0
New York	2	3	0
Ohio	1	0	0
Pennsylvania	0	2	0
Texas	3	0	0
Wisconsin	0	2	0
Total	**31**	**21**	**0**

States not listed currently do not have any projected openings.

Exhibit E-1 contains the names of current franchisees and area developers and the addresses and telephone numbers of their outlets as of December 31, 2022. Exhibit E-2 contains the names, address and telephone number of current franchisees that have not opened as of December 31, 2022. Our affiliate, Local Operations, owns the operation(s) listed on Exhibit E-3.

Exhibit F contains the name, city and state and the current business telephone number (or, if unknown the last known home telephone number) of franchisees and area developers who had an outlet terminated, cancelled, not renewed or who otherwise voluntarily or involuntarily ceased to do business under a franchise agreement during our most recently completed fiscal year franchisees transferred, franchisees who left the system for other reasons or who have not communicated with us in the 10 weeks prior to the issuance date of this disclosure document. If you buy this franchise your contact information may be disclosed to other buyers when you leave the franchise system.

During our last three fiscal years some current or former franchisees signed confidentiality clauses. In some instances, current and former franchisees sign provisions restricting their ability to speak openly about their experience with us. You may wish to speak with current and former franchisees, but be aware that not all such franchisees will be able to communicate with you.

Our Franchise Advisory Council" or "FAC", was created and sponsored by us and has our business address, email address and phone number, listed on the cover page of this disclosure document. We will consider the FAC's recommendation, but we have the sole right to accept or reject its recommendations. We have the right to change, modify, or dissolve the FAC. There are no other trademark-specific franchisee organization associated with the franchise that have asked to be included in this disclosure document.

ITEM 21
FINANCIAL STATEMENTS

Included as Exhibit C are the following audited combined financial statements of Neighborly Assetco LLC, our direct parent: (a) the audited balance sheet as of March 25, 2021 (Predecessor Period), (b) audited combined financial statements as of December 31, 2021 (Successor Period) and March 25, 2021 (Predecessor Period), and for the periods from March 26, 2021 through August 31, 2021 (Predecessor Period) and from September 1, 2021 through December 31, 2021 (Successor Period), (c) audited combined financial statements as of and for the year ended December 31, 2022 and (d) audited combined financial statements as of and for the year ended December 31, 2023. Neighborly Assetco LLC was organized on November 13, 2020 and had no significant operations prior to the date of the March 25, 2021 balance sheet.

Neighborly Assetco LLC guarantees our performance under the Franchise Agreement. A copy of the Parent guaranty is included in Exhibit D.

As reflected in Item 1, Manager (i.e., Neighborly Company) will be providing required support and services to franchisees under a management agreement with us. Attached in Exhibit C are the audited consolidated financial statements of Manager (a) as of and for the year ended December 31, 2023, (b) as of and for the year ended December 31, 2022, and (c) as of December 31, 2021 (Successor Period) and for the period from September 1, 2021 through December 31, 2021 (Successor Period), and the period from January 1, 2021 through August 31, 2021 (Predecessor Period). These financial statements are being provided for disclosure purposes only. Manager is not a party to the Franchise Agreement we sign with franchisees nor does it guarantee our obligations under the Franchise Agreement we sign with franchisees.

As used in this Item 21, the term "Predecessor Period(s)" refers to the time period(s) before and including August 31, 2021, i.e., the closing date of the KKR Acquisition of Neighborly (as described in

Item 1) and the "Successor Period" refers to the time period from and after September 1, 2021 until December 31, 2021 (i.e., the period following the closing of the KKR Acquisition).

ITEM 22
CONTRACTS

EXHIBIT A	Franchise Agreement and Schedules:		
	Schedule A.	Data Sheet	
	Schedule B.	ACH Form	
	Schedule C.	Personal Guarantee	
	Schedule D.	Acknowledgement Addendum	
	Schedule E.	Telephone Number and Internet Agreement	
	Schedule F.	Confidentiality Agreement	
	Schedule G.	Promissory Note and Security Agreement	
	Schedule H.	Roll-In Addendum	
	Schedule I.	Excluded Services Addendum	
	Schedule J.	State Addendum	
EXHIBIT F	Area Development Agreement and Schedules:		
	Schedule A.	Development Schedule	
	Schedule B.	Guarantee	
	Schedule C.	Franchise Agreement	
EXHIBIT G	Option to Purchase Agreement		
EXHIBIT H	Renewal Addendum		
EXHIBIT I	General Release [sample]		
EXHIBIT J	ProTradeNet Agreement		
EXHIBIT K	Software System User and Maintenance Agreement		
EXHIBIT M	Assignment and Consent Agreement		
EXHIBIT N	State Addenda and Riders to Franchise Agreement		

ITEM 23
RECEIPTS

Our and your copies of the Franchise Disclosure Document Receipt are located at the last 2 pages of this disclosure document.

EXHIBIT A

MOSQUITO JOE
FRANCHISE AGREEMENT

RECEIPT FOR FRANCHISE AGREEMENT

The undersigned hereby acknowledges and agrees that on the date below, they received a FRANCHISE AGREEMENT for a MOSQUITO JOE® franchised business including all applicable exhibits with all information completed in a form ready to execute.

______________________________	______________________________________
Date	Signature
______________________________	______________________________________
Date	Signature

MOSQUITO JOE® FRANCHISE AGREEMENT

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MOSQUITO JOE® FRANCHISE AGREEMENT

SCHEDULES

FRANCHISE AGREEMENT

This Franchise Agreement (the "Agreement") is made as of the Effective Date by and between Mosquito Joe SPV LLC, a Delaware limited liability company with its principal business located at 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452 ("we", "us" or "Franchisor"), and the person or entity (the "Franchisee" or "you") identified as Franchisee on the Data Sheet attached as Schedule A (together with addenda attached thereto, the "Data Sheet"). If the franchisee is a corporation, partnership, limited liability company or other legal entity, the provisions of this Agreement also apply to its owners.

RECITALS

A. We have developed a system for establishing and operating businesses identified by the Marks (as defined below) and engaged in controlling undesirable outdoor insects, such as mosquitoes, ticks, and fleas, and performance of related services and repairs for residential and commercial customers, pursuant to certain standards and specifications (each, a "MOSQUITO JOE Business").

B. We own the MOSQUITO JOE service mark and other marks, as well as other Intellectual Property (as defined below) used in connection with the operation of a MOSQUITO JOE Business.

C. You desire to develop and operate a MOSQUITO JOE Business, and we have agreed to grant you a franchise to operate a MOSQUITO JOE Business subject to the terms and conditions of this Agreement.

In consideration of the foregoing and the promises and consideration below, you and we agree as follows:

DEFINITIONS

1. For purposes of this Agreement, the terms below have the following definitions (other terms are defined in the body of this Agreement):

A. "Business" means the MOSQUITO JOE Business you develop and operate pursuant to this Agreement.

B. "Confidential Information" means any proprietary and non-public information, data, materials and know how owned by us relating to the development or operation of MOSQUITO JOE Businesses, whether contained in the Operations Manual or otherwise, including, but not limited to: (1) training programs and materials; (2) databases of customers and potential customers, including Customer Information; (3) sales and marketing programs and techniques for MOSQUITO JOE Businesses; (4) knowledge of operating systems of MOSQUITO JOE Businesses; and (5) computer systems, technology and software programs.

C. "Customer" means any person or entity (1) included on any marketing or customer lists you develop or use, including any such lists provided by us to you; (2) who has purchased or purchases products or services from you during the term (even if you have solicited the person and/or established a relationship independent of us and without our assistance) or whom you have solicited to purchase any products or services; (3) for whom you provide products or services on our behalf or at our direction; and (4) if any of the foregoing is an entity, all employees of such entity.

D. “Customer Information” means any contact information (including name, address, phone and fax numbers, and e-mail addresses), sales and payment history, and all other information about any Customer, including any personal information that identifies, relates to, describes, is capable of being associated with, or could reasonably be linked, directly or indirectly, with a particular individual or household.

E. “Effective Date” means the date designated as Effective Date on the Data Sheet. If no Effective Date is designated on the Data Sheet, the Effective Date is the date when we sign this Agreement.

F. “Franchise Location” is the premises that are located within the Territory, that meet our site selection guidelines and criteria and from which you will operate your Business.

G. “Gross Sales” include 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 your 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. Gross Sales also exclude sales from any Excluded Services (as defined in a mutually executed Excluded Services Addendum (attached as Schedule I hereto)).

H. “Intellectual Property” means patents, rights to inventions, copyright and related rights, the Marks, business names, domain names, social media accounts and identifiers (and all related content and programming, and related security codes and passwords), rights in goodwill and the right to sue for passing off, rights in designs, database rights, rights to use, and protect the confidentiality of, confidential information (including know-how), and all other intellectual property rights, in each case whether registered or unregistered and including all applications and rights to apply for and be granted, renewals or extensions of, and rights to claim priority from, such rights and all similar or equivalent rights or forms of protection that subsist or will subsist now or in the future in any part of the world relating to the MOSQUITO JOE Business and the System, owned by us and acquired by us from time to time.

I. “Internet” means all communications between computers and television, telephone, facsimile and any other communication or communication capable devices and another such device or machine, including the World Wide Web, proprietary online services, social media platforms, blogs, E-mail, news groups and electronic bulletin boards and forums.

J. “Key Accounts” means national, regional or other customers of Mosquito Joe Businesses located within and/or outside the Territory with whom we have entered or plan to enter into contracts, programs or other arrangements (i) for servicing of multiple locations of such customers and/or (ii) that we determine are designed to benefit the System as a whole by gaining otherwise unavailable business or addressing the concerns of such customers that may require specific terms or provisions of our arrangement with them, including without limitation special insurance, experience, equipment, pricing, payment terms, turnaround requirements, or approvals.

K. “Marks” means the “MOSQUITO JOE” service mark, logo, the “neighborly” service mark and logo, and such other trade names, trademarks, service marks, trade dress, logos, social media indicators, social media handles, and commercial symbols as we may from time to time expressly authorize or direct you, in writing to use in connection with the operation of the Business.

L. "Operations Manual" means any collection of written, video, audio and/or software media (including materials distributed electronically), regardless of title and consisting of various subparts and separate components, all of which we or our agents produce and which contain specifications, standards, policies, procedures and recommendations for operating MOSQUITO JOE Businesses, all of which we may change from time to time. The term "Operations Manual" includes all means of communicating such information, regardless of format.

M. "Principal Owner" means any person or entity who, now or hereafter, directly or indirectly, owns a 5% or greater interest in the franchisee when the franchisee is a corporation, limited liability company, partnership, or other entity. However, if we are entering into this Agreement totally or partially based on the financial qualifications, experience, skills or managerial qualifications of any person or entity who directly or indirectly owns less than a 5% interest in the franchisee, we have the right to designate that person or entity as a Principal Owner for all purposes under this Agreement. In addition, if the franchisee is a partnership entity, then each person or entity who, now or hereafter is or becomes a general partner is a Principal Owner, regardless of the percentage ownership interest. If the franchisee is one or more individuals, each individual is a Principal Owner of the franchisee. Each franchisee must have at least one Principal Owner. Your Principal Owner(s) are identified in the Data Sheet in Schedule A to this Agreement. As used in this Agreement, any reference to Principal Owner includes all Principal Owners.

N. "System" means our operating systems, marketing systems, business techniques, and methods, processes, policies and procedures for offering products and services to control undesirable outdoor insects, such as mosquitoes, ticks and fleas, including the sales, design, installation and servicing of outdoor misting systems, barrier spray services, and other insect elimination and control systems for both residential and commercial customers, along with items of trade dress, sales, leadership and management training for the development and operation of Mosquito Joe Businesses, including all training materials; all as the same may exist today or as the same may change from time to time, as specified in the Operations Manual or as otherwise reasonably directed by us from time to time.

O. "Territory" means the area designated on the Data Sheet. If the Territory is not designated at the time you and we sign this Agreement, we will notify you of the Territory within 30 days of the Effective Date. To the extent any portion of the Territory includes an area designated as an Indian Reserve, a governmental territory or other territory that may have separate or additional laws, regulations or other requirements for performing work in such territory, Franchisee is granted such territory only to the extent and for so long as Franchisee is qualified under such separate or additional requirements to perform work in such territory; knowledge of and compliance with such requirements being the sole responsibility of Franchisee.

GRANT OF LICENSE

2. The following provisions control with respect to the license granted hereunder:

A. Rights Granted. Subject to the terms and conditions of this Agreement, we hereby grant you the right and license to engage in and conduct, in the Territory, during the term of this Agreement, a MOSQUITO JOE Business identified by the Marks.

You hereby accept said license and undertake the obligation to operate your Business faithfully, honestly and diligently, using the System and in compliance with this Agreement and our standards and requirements. You may not subfranchise, sublicense, assign or transfer your rights under this Agreement, except as specifically provided in this Agreement.

B. Rights to Territory. During the term of this Agreement and provided that you are in compliance with the terms and conditions of this Agreement, we will not (i) modify the Territory without your written permission, or (ii) subject to our reservation of rights set forth in Section 2C, establish either a company- or affiliate-owned or franchised MOSQUITO JOE Business geographically located within the Territory.

You may not advertise or solicit customers, perform services or sell products related to the Business outside the Territory without our prior written consent, which consent we may give, condition or withdraw as we deem appropriate. If you receive a request for services or products from outside the Territory, you must refer that request to the franchisee, if any, that owns the applicable territory, or seek our written permission to process such a request.

If we permit you to advertise, solicit, service or sell in areas outside the Territory that are not serviced by another franchisee, you must comply with all of the conditions and other requirements that we may from time to time specify (in the Operations Manual or otherwise in writing) with respect to such activities. At any time upon our demand or upon your actual notice that such territory has been purchased by another franchisee, you agree to immediately cease all activities in such territory and to comply with our procedures for the transition of Customer accounts for such territory.

C. Our Reservation of Rights. Except as expressly limited by Section 2.B, we and our affiliates may engage in any activity whatsoever on any terms and conditions we deem advisable whenever and wherever we or they desire. We and our affiliates retain all rights whatsoever not expressly granted herein, including, but not limited to:

(i) the right to establish and operate, and to grant to others the right to establish and operate similar businesses or any other businesses offering similar or dissimilar products and services through similar or dissimilar channels of distribution, at any locations inside or outside the Territory (A) under trademarks or service marks other than the Marks and on any terms and conditions we deem appropriate or (B) under the Marks, but if inside the Territory, then only pursuant to programs set forth in the Operations Manual;

(ii) the right to provide, offer and sell and to grant others the right to provide, offer and sell goods and services that are identical or similar to and/or competitive with those provided at the Franchise Location hereunder, whether identified by the Marks or other trademarks or service marks, through dissimilar channels of distribution (including internet or similar electronic media) both inside and outside the Territory and on any terms and conditions we deem appropriate;

(iii) the right to establish and operate, and to grant to others the right to establish and operate businesses offering dissimilar products and services, both inside and outside the Territory under the Marks and on any terms and conditions we deem appropriate;

(iv) the right to establish and operate, and to grant others the right to establish and operate a MOSQUITO JOE Business located anywhere outside the Territory under any terms and conditions we deem appropriate and regardless of their proximity to the

Franchise Location or their actual or threatened impact on sales at the Franchise Location;

(v) (a) the right, directly or through an authorized third party (including, another franchisee), to advertise, solicit, enter into contracts with and service Key Accounts in any area, including in the Territory, upon such terms as we negotiate from time to time; or (b) further, if (i) you refuse or, in our sole judgment, are not qualified, interested or available to perform services or otherwise cannot or do not perform services for any customer located within the Territory, including a Key Account, (ii) you request assistance in the performance of services to a customer, or (iii) a customer, orally or in writing, specifically requests services within the Territory from a different franchisee or another third party, we have the right to authorize another franchisee (or designate or authorize a corporate employee or any other third party) to perform services for or sell products to the applicable customers inside the Territory. You agree that you will not be entitled to any compensation for sales or services performed inside the Territory by someone other than you as contemplated under this paragraph;

(vi) the right to acquire the assets or ownership interests of one or more businesses providing products and services similar to those provided at the Business, and franchising, licensing or creating similar arrangements with respect to these businesses once acquired, wherever these businesses (or the franchisees or licensees of these businesses) are located or operating (including in the Territory); and

(vii) the right to be acquired (in whole or in part and regardless of the form of transaction), by a business providing products and services similar to those provided at the Business, or by another business, even if such business operates, franchises and/or licenses a business(es) that competes with you in the Territory.

TRADEMARK STANDARDS AND REQUIREMENTS

3. We hereby grant you the right to use the Marks in connection with the operation of the Business hereunder, subject to the following terms and conditions:

A. Mark Ownership. The Marks are our and/or our affiliates' valuable property, and we and/or our affiliate(s) are the sole and exclusive owner of all right, title and interest in and to the Marks and all past, present or future goodwill of the Business and of the business conducted that is associated with or attributable to the Marks. Your use of the Marks will inure to our benefit. You may not, during or after the term of this Agreement, engage, directly or indirectly, in any conduct that would infringe upon, harm, contest or otherwise interfere with our or our affiliates' rights in any of the Marks or the goodwill associated with the Marks, including any use of the Marks in a derogatory, negative, or other inappropriate manner in any media, including but not limited to print or electronic media. You agree that you will not grant or attempt to grant a security interest in, or otherwise encumber, the Marks or record any such security interest or encumbrance against any application or registration regarding the Marks in the United States Patent and Trademark Office or elsewhere.

B. Use of Marks. You may not use, or permit the use of, any trademarks, trade names, logos, service marks or any other names or marks in connection with the Business except those we authorize or direct in writing. You may use the Marks only in the form and manner we prescribe in writing and only in connection with the products and services that we specify and that meet our standards and requirements with respect to quality, production, installation and sale.

You must strictly comply with all trademark, trade name and service mark notice marking requirements and other brand usage guidelines that we may provide from time to time.

C. Business Identification. You must use the name MOSQUITO JOE and the city, county or region we designate for you as the trade name of the Business (e.g., Mosquito Joe of Virginia Beach), and you must obtain and maintain corresponding fictitious or assumed name registration as required under applicable laws in the jurisdiction in which your Business is located and provide us with evidence of the same prior to opening for business. You may not use the words "MOSQUITO JOE" or any other Mark as part of the name of your corporation, partnership, limited liability company or other business entity. You may not use any other mark or words to identify the Business without our prior written consent. You may not change your legal entity name, trade name, or fictitious or assumed name without our prior written consent. You may use the Marks on various materials associated with the Business, such as business cards, stationery and checks; provided that you (i) accurately depict the Marks on the materials as we direct, (ii) use the Marks in accordance with all of our trademark usage and branding standards, (iii) include a statement on the materials indicating that the Business is independently owned and operated by you, (iv) do not use the Marks in connection with any other trademarks, trade names, logos, service marks or any other names or marks unless we specifically approve in writing prior to such use, and (v) make available to us, upon our request, a copy of any materials depicting the Marks. You must put Customers on notice (by language in your contracts) identifying you as a MOSQUITO JOE franchisee in a format we deem acceptable, including an acknowledgment that you independently own and operate the Business.

D. Litigation. If any person or entity improperly uses or infringes the Marks or challenges your use or our use or ownership of or the validity of the Marks, we will control all litigation and other proceedings and we have the right to determine whether suit or other proceeding will be instituted, prosecuted or settled, the terms of settlement and whether any other action will be taken. You must promptly notify us of any such use or infringement of which you become aware or any challenge or claim arising out of your use of any Mark. You must take reasonable steps, without compensation, to assist us with any action we undertake. We will be responsible for our fees and expenses incurred in connection with any such action, unless the challenge or claim results from your misuse of the Marks in violation of this Agreement, in which case you must pay us for our costs and expenses including our attorney's fees.

Provided that you are using the Marks in compliance with the terms of this Agreement, we will defend, at our own expense, any action against you brought by a third party alleging that any of the Marks infringes any U.S. trademark of a third party, and we will pay those costs and damages finally awarded against you in any such action that are specifically attributable to such claim or those costs and damages agreed to in a monetary settlement of such action. The foregoing obligations are conditioned on you: (i) notifying us promptly in writing of such action; (ii) giving us sole control of the defense thereof and any related settlement negotiations; and (iii) cooperating and, at our request and expense, assisting in such defense.

E. Changes. Unless we direct you so in writing, you may not make any changes or substitutions to the Marks. We reserve the right to change the Marks at any time and you must comply with any such changes within the time frames we specify.

F. Creative Works. All ideas, business ventures, concepts, inventions, techniques, or materials concerning a MOSQUITO JOE Business, whether or not protectable Intellectual Property and whether created by or for you or one of your owners or employees, must be promptly disclosed to us and will be deemed to be solely and exclusively our property, part of the

System, and "works made-for-hire," as the phrase is defined in the Copyright Act of 1976 (17 U.S.C. 101 et seq.), for us. To the extent any item does not qualify as a "work made-for-hire" for us, by operation of law or otherwise, you agree to assign and hereby irrevocably assign, for no additional consideration, ownership of that item, and all related rights to that item, to us, our successors and assigns, including without limitation, the right to sue, counterclaim, and recover for all past, present, and future infringement, misappropriation, or dilution thereof, and all rights corresponding thereto throughout the world and agree to take whatever action (including signing an assignment agreement or other documents) we request to show our ownership or to help us obtain intellectual property rights in the item. Notwithstanding anything to the contrary, neither the expiration nor the termination of this Agreement shall affect our ownership of the items herein or alter any of our rights or privileges hereunder.

TERM AND RENEWAL

4. The following provisions control with respect to the term and renewal of this Agreement:

A. Term. The initial term of this Agreement commences on the Effective Date and expires on the 10-year anniversary of the Effective Date, unless terminated earlier as provided herein.

B. Renewal Term and Conditions of Renewal. You may renew your license for one renewal term of 10 years; provided that: (i) you have given us written notice of your request to renew at least 180 days but not more than 240 days prior to the end of the expiring term; (ii) you sign our then-current form of franchise agreement (modified to reflect that the agreement relates to the grant of a renewal), the terms of which may differ from this Agreement, including higher fees; (iii) you are not in default of this Agreement or any other agreement pertaining to the franchise granted, have satisfied all monetary and other material obligations on a timely basis during the term, are in good standing and have received no more than 3 written notices of default during the term of this Agreement; (iv) you comply with our then-current training requirements; (v) you and your guarantors execute a general release of claims in a form we prescribe; and (vi) you pay a renewal fee of $3,000.

C. Interim Period. If this Agreement expires without you properly exercising your renewal right and you continue to accept the benefits of this Agreement thereafter, then, at our option, we may treat this Agreement either as (i) expired as of the date of expiration, with you then illegally operating a franchise in violation of our rights; or (ii) continued on a month-to-month basis (the "Interim Period") until both parties agree to enter into our then-current form of franchise agreement for a renewal term or until one party provides the other with written notice of termination, in which case the Interim Period will terminate 30 days after receipt of the notice of termination. In the latter case, all of your obligations shall remain in full force and effect during the Interim Period as if this Agreement had not expired, except that the License Fee during the Interim Period will be increased to 10% of Gross Sales for all types of products/services and without any reductions. All obligations and restrictions imposed on you upon expiration of this Agreement shall take effect upon termination of the Interim Period.

OPERATIONS STANDARDS AND REQUIREMENTS

5. You must implement and abide by our requirements and standards directed to enhancing substantial System uniformity. The following provisions control with respect to operation of your Business:

A. Franchise Location. You are responsible for finding and purchasing or leasing a site that meets our site selection guidelines and standards and is located in the Territory. We will approve your site as long as it meets our site selection guidelines and we will attempt to provide our approval or disapproval within 10 business days after you submit the location information (together with evidence of compliance with our site selection guidelines) to us. We make no guarantees concerning the success of the Franchise Location or Territory. In addition, your Franchise Location must meet the following conditions:

(i) You must begin operating your Business by the scheduled opening date (the "Scheduled Opening Date"), although you may not commence operations of your Business until you have satisfactorily completed our training program and complied with your other pre-opening obligations. The "Scheduled Opening Date" means (i) June 1 of this year, if the Effective Date is March 31 or earlier in this calendar year, or (ii) June 1 of the next calendar year, if the Effective Date is April 1 or later in this calendar year. We are not responsible or liable for any of your pre-opening obligations, losses or expenses, including those you might incur for your failure to comply with these obligations or your failure to open by a particular date. We have no responsibility for any lease; it is your sole responsibility to evaluate, negotiate and enter into a lease or a purchase agreement for the Franchise Location premises. However, you may not enter into a lease or a purchase agreement for the Franchise Location until you have received our prior approval.

(ii) You must construct and equip your Franchise Location in accordance with our current approved specifications and standards as set forth in the Operations Manual, including any specific requirements if you intend to operate your Business from your residence. You must maintain and periodically refresh the building, equipment, vehicles, fixtures, furnishings, signage and trade dress (including the interior and exterior appearance) used in the operation of your Business in accordance with our requirements established periodically and any periodic evaluations of the premises by our representatives.

From time to time as we require, you must effect items of modernization and/or replacement of the premises, trade dress, vehicles, equipment and grounds as may be necessary for your Business to conform to the standards for similarly situated new MOSQUITO JOE Businesses.

Each Transfer of any interest in this Agreement or your Business under Section 10 and each renewal under Section 4 are expressly conditioned upon your compliance with our then-current modernization or replacement requirements.

(iii) If you need to relocate your Franchise Location for reasons other than your breach of your lease, we will grant you authority to relocate to another site within the Territory that meets our site selection guidelines and standards; provided that you are not in default under this Agreement or any other agreement with us and you are current on all of your financial obligations to us, our affiliates and third parties. You still must continue to operate the Business at all times during any such relocation.

B. Vehicle Acquisition and Maintenance. You must acquire and maintain, at your sole expense, one or more vehicles as specified by us for use in the Business. Each vehicle shall be equipped, outfitted, insured and maintained in accordance with our specifications and standards. You must maintain the interior, exterior and mechanical parts of all required vehicles in good repair and condition and regularly service and maintain the vehicles to keep them clean and in good working order.

C. Authorized Services and Products. You can only offer and sell authorized services and products from your Business and you must refrain from selling any other services or products. You must use in the operation of your Business and in the offer and sale of authorized services and products of your Business only those techniques, procedures and supplies we specify in writing. You acknowledge and agree that we may change any of our requirements periodically and you agree to conform to any such changes. All Customer service materials, techniques, and promotional items of all descriptions and types must meet our standards of uniformity and quality.

D. Approved Supplies and Suppliers. We reserve the right to require that you only use approved products, services, inventory, equipment, signs, advertising materials, and other items (collectively "approved products and supplies") in the Business. We may introduce new products and supplies and change previously approved products and supplies from time to time and you agree to promptly comply with our new or changed requirements. Although we do not do so for every item, we have the right to approve the supplier of approved products and supplies. You acknowledge and agree that certain approved products and supplies may only be available from one approved supplier source, and we or our affiliates may be that source. You will pay the then-current price in effect for any approved products and supplies you purchase from us or our affiliates. All products, materials, services and other items and supplies used in the operation of the Business must conform to the specifications and standards we establish from time to time. We may furnish to you from time to time lists of approved products and supplies and/or approved suppliers, which lists we may amend from time to time. We or our affiliate may make available to you the opportunity to participate from time to time in certain discounts, rebates or other benefits in connection with approved suppliers.

WE AND OUR AFFILIATES MAKE NO WARRANTY WITH RESPECT TO ANY PRODUCTS, SERVICES, EQUIPMENT, SUPPLIES OR OTHER ITEMS WE APPROVE AND WE EXPRESSLY DISCLAIM ALL WARRANTIES, EXPRESS AND IMPLIED, INCLUDING IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, WITH RESPECT TO ANY SUCH PRODUCTS, EQUIPMENT (INCLUDING WITHOUT LIMITATION AND ANY REQUIRED COMPUTER SYSTEMS), SUPPLIES, OR OTHER APPROVED ITEMS.

E. Computer System; Call Center Program. You must purchase a computer system (including all future updates, supplements and modifications) that meets our standards and requirements (the "Computer System"). The Computer System will be used to develop a database of Customers and prospective customers and other related Customer Information, schedule appointments, generate proposals, maintain communications over the Internet, and produce your accounting records.

You may be required to license software from us, our affiliate, or a third party and you also may be required to sign software license agreements and pay an additional software licensing or user fee(s) in connection with your use of the software. All right, title and interest in and to the software will remain with the licensor of the software. You will be liable for all damages (under this Agreement, any other software license agreement you execute and under applicable law) and problems caused by your use of any software on the Computer System. You acknowledge and agree that we will have full and complete access to the information and data entered into and produced by the Computer System, including, without limitation, email communications and related data, and we can use the same in any way we deem appropriate. You must have Internet access with a form of high speed connection as we may require and you must maintain a dedicated email account for the Business, separate from any personal or other email account. You must purchase any upgrades, enhancements and/or replacements to the Computer System and/or related hardware and software as we may from time to time require. It is your responsibility to make sure that you are in compliance with all laws that are applicable to the Computer System or other technology used in the operation of your Business, including all data protection, privacy and security laws as well as payment card industry (PCI) compliance.

As to any malfunctioning of the Computer System or any website as further described in Section 5.K, neither we nor any affiliate will be liable to you for any consequential, incidental, indirect, economic, special, exemplary or punitive damages, such as, but not limited to, loss of revenue or anticipated profits or lost business, even if you have advised us that such damages are possible as a result of any breach or malfunction.

In addition, you must use, at your own cost, a third-party call center provider for rollover customer calls and for answering customer calls outside business hours, including on weekends. We reserve the right to require you to use an approved or designated call center provider, which may be us or our affiliate, and/or to require you to pay the call center fees to us or our affiliate.

F. Customer Information. We own all Customer Information and may use the Customer Information as we deem appropriate (subject to applicable law), including disclosing it to vendors or sharing it with our affiliates for cross-marketing or other purposes. You may only use Customer Information for the purpose of operating the Business to the extent permitted under this Agreement, including the Operations Manual, during the term hereof and subject to such restrictions as we may from time to time impose and in compliance with all data privacy, security and other applicable laws. Without limiting the foregoing, you agree to comply with applicable law in connection with your collection, storage, disclosures and your use and our use of such Customer Information, including, if required under applicable law, obtaining consents from Customers to our and our affiliates' use of the Customer Information. You must comply with all laws and regulations relating to data protection, privacy and security, including data breach response requirements ("Privacy Laws"), as well as data privacy and security policies, procedures and other requirements we may periodically establish. You must notify us immediately of any suspected data breach at or in connection with the Business. You must fully cooperate with us and our counsel in determining the most effective way to meet our standards and policies pertaining to Privacy Laws within the bounds of applicable law. You are responsible for any financial losses you incur or remedial actions that you must take as a result of breach of security or unauthorized access to Customer Information in your control or possession.

If any federal or state Privacy Law, including the California Consumer Privacy Act ("CCPA"), as revised by the California Consumer Privacy Rights Act ("CPRA"), Cal. Civ. Code § 1798.100, et seq., and any related regulations, applies to the operation of the Business, whenever and to the extent you operate as a "Service Provider" or "Contractor" under the CCPA, a data processor, or in a similar capacity under any federal or state Privacy Law, you represent and warrant that:

(1) Except for the purpose of operating the Business in accordance with this Agreement, including the Operations Manual, you will not retain, use, combine or disclose any Customer Information;

(2) You will not sell, share, make available or otherwise disclose any Customer Information to any third party for valuable consideration or for the purpose of performing cross-context behavioral advertising, targeted advertising, or profiling, as those terms are defined under applicable Privacy Laws;

(3) You will not retain, use, or disclose Customer Information outside of the direct business relationship between you and us;

(4) You will delete any Customer Information upon our request unless you can prove that such request is subject to an exception under applicable law; and

(5) If you receive a Customer Information data request (e.g., a request to delete Customer Information) directly from a consumer (e.g., a California resident under the CCPA, or a resident of another jurisdiction under other applicable Privacy Law), you shall inform us of that request within one business day and cooperate with us to ensure that the consumer receives an appropriate and timely acknowledgement and response. As an example, currently under the CCPA, an acknowledgement is typically required within 10 business days and a final response is required within 45 calendar days.

(6) You will implement reasonable security procedures and practices appropriate to the Customer Information you collect, retain, use or disclose, in order to protect it from unauthorized or illegal access, including following minimum requirements that may be set forth in the Operations Manual.

(7) You will cooperate with us to the extent necessary to assist us with conducting required data protection assessments or other similar assessments under applicable Privacy Laws, responding to Customer Information data requests, responding to requests or inquiries from governmental authorities, or if we seek to ensure that you have collected, retained, used, or disclosed Customer Information consistent with Privacy Laws and this Agreement, including but not limited to providing us with requested compliance documents, or allowing us or our designee to assess, audit, or test your privacy and security controls at least annually.

(8) You will cooperate with us to stop or remediate any unauthorized use of Customer Information, including verifying that you no longer retain or personal information that a consumer has asked to delete under applicable Privacy Laws.

(9) You will notify us immediately if you determine you cannot meet your obligations under Privacy Laws or this Agreement regarding your collection, retention, use, or disclosure of Customer Information.

You certify that you understand the restrictions in Paragraphs (1) – (9) of this section and will comply with them. You also acknowledge and agree that we may modify these restrictions from time to time by written notice to you, by issuing updates to our standards and policies pertaining to Privacy Laws, including by adding other similar restrictions that may be required under other state or federal Privacy Laws, and you agree to comply with the same. You also agree to execute any addenda that we may determine are required to conform this Agreement to new or changed Privacy Laws.

To the extent that you engage another person to collect, use, sell, share, store, disclose, analyze, delete, modify, or to otherwise perform any processing of Customer Information for the purpose of operating the Business (a "Subprocessor"), you will notify us of such engagement, which shall be governed by a written contract that includes the same restrictions as in Paragraphs (1) – (9) of this section and imposes reasonable confidentiality obligations and privacy and security controls on the Subprocessor.

G. Operating Procedures; Operations Manual. We will loan you a copy of our Operations Manual. We will make it available to you online or in such other manner and format as we approve. You acknowledge that the Operations Manual is at all times our Intellectual Property and owned exclusively by us. You must, at all times, treat the Operations Manual, and the information it contains, as secret and confidential, and must use all reasonable efforts to maintain such information secret and confidential. You must adopt and use as your continuing operational routine the required standards, service style, procedures, techniques and management systems described in the Operations Manual or other written materials relating to the Business provided from time to time by us. We will revise the Operations Manual and these standards, procedures, techniques and management systems periodically to meet changing conditions and in the best interest of the MOSQUITO JOE Businesses and the System. We will notify you of any such updates or revisions and you expressly agree to comply with each new or changed requirement. You must at all times ensure that your copy of the Operations Manual is kept current and up to date, and in the event of any dispute as to the contents of said Operations Manual, the terms of the master copy of the Operations Manual that we maintain are controlling.

The Operations Manual will contain both mandatory standards and recommended standards. Any required standards exist to protect our interests in the System and the Marks and not for the purpose of establishing any control or duty to take control over those matters that are reserved to you. The required standards generally will be set forth in the Operations Manual or other written materials. The Operations Manual also will include guidelines or recommendations in addition to required standards. In some instances, the required standards will include recommendations or guidelines to meet the required standards. You may follow the recommendations or guidelines or some other suitable alternative, provided you meet and comply with the required standards. In other instances, no suitable alternative may exist. In order to protect our interests in the System and the Marks, we reserve the right to determine if you are meeting a required standard and whether an alternative is suitable to any recommendations or guidelines.

H. Confidential Information. You may not, during the term of this Agreement or thereafter, communicate, divulge or use any Confidential Information for the benefit of any other person or entity, except that you may communicate Confidential Information to such employees as must have access to it in order to operate the Business. All Confidential Information, including, without limitation, methods, procedures, suggested pricing, specifications, processes, materials, techniques and other data, may not be used for any purpose other than operating the Business hereunder. In the interest of protecting our System, we may require that you obtain nondisclosure and confidentiality agreements in a form satisfactory to us from your owners (if franchisee is an entity), your spouse, your manager and other key employees. You must provide executed copies of these agreements to us upon our request. A copy of the current Confidentiality Agreement form to be used with your owners (if franchisee is an entity) or your spouse is included as Schedule F.

I. Evaluations. We or our authorized representative have the right to visit and inspect your Business at all reasonable times during the business day for the purpose of making periodic evaluations and to ascertain your compliance with the provisions of this Agreement, and to inspect and evaluate your services, supplies or products and other aspects of your Business. Any failure of an inspection is a default under this Agreement. Further, if we determine that any condition in the Business presents a threat to customers or public health or safety, we may take whatever measures we deem necessary, including requiring you to immediately close the Business until the situation is remedied to our satisfaction. Any evaluation or inspection we conduct is not intended to exercise control over your day-to-day operation of your Business or to assume any responsibility for your obligations under this Agreement.

J. Compliance with Laws; Licenses and Permits. You must, at your expense and at all times, maintain and conduct your Business operations in compliance with all applicable federal, state and local laws, regulations, codes and ordinances. You must secure and maintain in force all required licenses, permits and certificates relating to your Business, including but not limited to obtaining and maintaining required authorizations from federal and state transportation authorities and public utility commissions. Without limiting the foregoing, if you or any of your Principal Owners is not a U.S. national, you represent that you and/or such Principal Owner(s) have an immigration status that allows you and/or such Principal Owner(s) to live and work in the United States, and you hereby promise that you and/or such Principal Owner(s) will maintain such status during the term of this Agreement.

You acknowledge that you are an independent business and responsible for control and management of your Business, including, but not limited to, the hiring and discharging of your employees, tax withholdings, and setting and paying wages and benefits of your employees. You acknowledge that we have no power, responsibility or liability in respect to the hiring or discharging of employees, tax withholdings or setting or paying of wages or related matters.

You must immediately notify us in writing of any claim, litigation or proceeding that arises from or affects the operation or financial condition of your Business or names us as a party.

K. Participation in Internet Websites or Other Online Communications. We may require you, at your expense, to participate in our MOSQUITO JOE website on the Internet, our intranet or extranet system or other online communications as we may from time to time prescribe. We have the right to determine the content and use of our website and intranet or extranet system and establish the rules under which franchisees may or must participate. We will post your Business contact information on our website. You may not separately register any domain name containing any of the Marks or operate a website or social media account for your Business. We reserve the right to pre-approve, establish rules, procedures and policies relating to any website and social media account that you create for the operation of your Business. We may immediately terminate this Agreement if you register any domain name or social media account containing any of the Marks. We retain all rights relating to our website, intranet system and social media accounts and may alter or terminate our website, extranet system or intranet system, or any social media accounts. Your general conduct on our website, social media accounts, intranet or extranet system or other online communications and specifically your use of the Marks or any advertising is subject to the provisions of this Agreement. You acknowledge that certain information related to your participation in our website, social media accounts, extranet system or intranet system may be considered Confidential Information, including access codes and identification codes. Your right to participate in our website, social media accounts, and intranet or extranet system, or otherwise use the Marks or System on the Internet or other online communications, will terminate when this Agreement expires or terminates. You acknowledge and agree that you do not have any right to use the Marks or other Intellectual Property of the System on any website or any social media platform except as expressly approved by us in writing.

Unless we direct otherwise, simultaneously herewith, you agree to execute the Telephone Number and Internet Agreement (attached hereto as Schedule E), pursuant to which you assign to us ownership of all Telephone Listings and Internet Listings (each term as defined in Schedule E).

L. System Modifications. You acknowledge and agree that we have the right to modify, add to or rescind any requirement, standard or specification that we prescribe under this Agreement to adapt the System to changing conditions, competitive circumstances, business strategies, business practices and technological innovations and other changes as we deem appropriate. You must comply with these modifications, additions or rescissions at your expense, subject to any express limitations set forth in this Agreement.

M. Suggested Pricing Policies. Based on examples from MOSQUITO JOE Businesses, we may, from time to time, make suggestions to you with regard to your pricing policies. In addition, we have the right to negotiate Key Account arrangements, including pricing which will bind all MOSQUITO JOE Businesses providing services to such Key Accounts. Although you generally have the right to establish prices for the products and services you sell, we reserve the right to establish and enforce prices, both minimum and maximum, to the extent permitted by applicable law.

N. Key Accounts. We reserve the right to establish and administer a Key Accounts program. If such a program is established, you may participate in it. If you elect to participate, you must comply with all Key Accounts standards and procedures set forth in the Operations Manual and/or as we may otherwise communicate to you, as well as the specific terms of our arrangement with each applicable Key Account, which terms may include, without limitation, the provision of certain insurance and other products and services, special pricing, payment terms, turnaround on services, etc.

O. Customer Service; Service Warranties. You must honor our warranty policies for services you provide to Customers, as described in the Operations Manual. You are solely responsible for the quality and results of the services and products you sell and provide to Customers, maintaining a continuing responsibility with respect to such services and products beyond the termination or expiration of this Agreement. You must render and must cause each of your employees to render prompt, competent and courteous service to Customers and you shall offer and honor such service warranties as we direct. You must also honor the national discount programs we may specify from time to time.

You must respond to any dissatisfied Customers within 24 hours after the complaint is received or as otherwise set forth in the Operations Manual. If you are unable to equitably resolve the Customer's complaint within 3 days after the initial contact, you must contact us for assistance in handling the complaint. In no event shall our assistance be construed to make us liable to you or to a Customer in connection with such complaint. You are solely responsible for satisfactorily and timely resolving all warranty claims, Customer disputes, and online Customer reviews. Should you fail to do so, you must reimburse the cost of any such services to us or any third party that we authorize to perform the services or you must reimburse us for any refund or other payment we may make to a Customer (as applicable). We may at any time contact Customers concerning the quality of services you provide, the level of Customer satisfaction, or other aspects of the Business that we deem relevant, and we may institute and use a "secret shopper" system.

P. Ethical Business Conduct. You agree to adhere to good business practices, observing high standards of honesty, integrity, fair dealing and ethical business conduct and good faith in all business dealings with Customers, vendors, your employees, our corporate employees, and all other MOSQUITO JOE franchisees. You must not engage in deceptive, misleading or unethical practices or conduct that may have a negative impact on the reputation and goodwill associated with the Marks.

Q. Crisis Situations. In the interest of protecting the MOSQUITO JOE brand, Marks and the System, we have the sole and absolute right to determine a response, including what steps will be taken and what communications will be made, in instances of a Crisis, and you agree to comply with and implement our directions in response to a Crisis. "Crisis" means an event or development that negatively impacts the MOSQUITO JOE brand or System in such a way that we determine may cause substantial harm or injury to the Marks, System, the Intellectual Property associated with the System, or the reputation or image of the MOSQUITO JOE brand.

PERSONNEL AND SUPERVISION STANDARDS

6. The following provisions and conditions control with respect to personnel, training and supervision:

A. Supervision of the Business; Guarantors. You, or your Principal Owner(s) (as identified on the Data Sheet) if you are a business entity, must devote full-time attention to your Business, which at all times must be under your, or your Principal Owner(s)'s direct and active supervision and management. If you are a business entity, (i) all your owners must sign a Confidentiality Agreement; (ii) you must designate one or more Principal Owners; and (iii) all persons and entities that, as of the date of this Agreement hold, or during the term of this Agreement become holders of, 5% or more of your ownership interests must personally guarantee your performance hereunder to us by executing the personal guarantee attached hereto as Schedule C. If two (2) or more persons are the Franchisee or guarantors, their obligations and liability to us shall be joint and several.

B. Training. You must comply with all of the training requirements we prescribe for the Business. You, or your Principal Owners if you are a legal entity, must attend our initial training program and complete it to our satisfaction. You must pay all costs and expenses, including hotel and transportation costs, you incur in attending our initial training program. If it becomes necessary to re-train a certain individual, we reserve the right to charge you a training fee. You also must pay all costs and expenses for any additional personnel who attend our initial training program. The training requirements may vary depending on your experience and other factors specific to the Business. If you are given notice of default that relates, in whole or in part, to your failure to meet any operational standards, we may require that, as a condition of curing the default, you and your manager, at your expense, comply with the additional training requirements we prescribe. Under no circumstances may you permit management of the Business' operations on a regular basis by a person who has not successfully completed to our reasonable satisfaction all applicable training we require.

C. Ongoing Training. We may require you and other key employees of the Business to attend ongoing training at our training facility or other locations we designate. If you request training in addition to the initial training program identified above, we reserve the right to charge you a training fee, plus you must pay your costs and expenses in connection with such training. Any training provided by us to any of your workers will be limited to training or guidance regarding the delivery of approved services to clients in a manner that reflects the customer and client service standards of the System. You are, and will remain, the sole employer of your employees at all times, including during all training programs, and you are solely responsible for all employment decisions and actions related to your workers. You are solely responsible for ensuring that your workers receive adequate training.

D. Staffing. You must employ a sufficient number of competent and trained employees to ensure efficient service to Customers. It is your responsibility to make sure that no employee or subcontractor enters a Customer's home if such person has not passed the required background checks. No employee of yours will be deemed to be an employee of ours for any purpose whatsoever, and nothing in any aspect of the System or the Marks in any way shifts any employee or employment related responsibility from you to us.

E. Attendance at Annual Convention and Meetings. You must attend, at your expense, any annual franchise convention we may hold or sponsor and any meetings relating to new services or products, new operational procedures or programs, training, business management, sales or sales promotion, or similar topics, including any system-wide teleconferences or web-conferences, as more particularly set forth in the Operations Manual. We reserve the right to charge you a fee to attend any such franchise conventions, meetings, programs or other trainings, and we may collect such a fee from you whether you attend or not. If you do not attend the annual franchise convention, you will be charged $1,200. If you are not able to attend a meeting or convention, you must give us prior notice and must have a substitute person acceptable to us attend such meeting or convention. Nothing in this Agreement is intended to require us to hold any annual conventions or other meetings.

MARKETING

7. You agree to actively promote your Business, to abide by all of our marketing and advertising requirements and to comply with the following provisions:

A. MAP Fund. We have established and manage a Marketing, Advertising and Promotion Fund for MOSQUITO JOE Businesses (the "MAP Fund"). All MAP Fees (as defined in Section 8.F) you pay to us hereunder will be placed in the MAP Fund. On behalf of our company and affiliate-owned MOSQUITO JOE Businesses, we will pay the same MAP Fund fee as similarly situated franchised MOSQUITO JOE Businesses. The MAP Fund is not a trust or escrow account, and we have no fiduciary obligation to franchisees with respect to it. We have the right to make disbursements from the MAP Fund for expenses incurred in connection with the cost of formulating, developing, implementing and administering marketing, advertising, public relations, and promotional campaigns. The disbursements may include payments to us for the expense of administering the MAP Fund, including accounting expenses and salaries and benefits paid to our employees engaged in the administration and operation of the MAP Fund or otherwise providing services with respect to the MAP Fund. We have the right to determine the methods of marketing, advertising, media employed and contents, terms and conditions of marketing campaigns and promotional programs. Because of the methods used, we are not required to spend a prorated amount on each MOSQUITO JOE Business or in each advertising market. We, as the administrator of the MAP Fund, may collaborate with the administrators of advertising funds of certain other franchise systems affiliated with us. You acknowledge that there can be no assurance that the MAP Fund's participation in these collaborations and joint efforts will benefit MOSQUITO JOE Businesses proportionately or equivalently to the benefits received by any other franchised businesses of the other participating affiliated franchise systems.

The MAP Fund will be accounted for separately and will not be used to defray any of our general operating expenses, except for such expenses, administrative costs, and overhead relating to MAP Fund business, including compensation of employees and others providing services to the MAP Fund and other expenses that we incur in activities related to maintaining, administering, directing and conducting the MAP Fund programs, including, without limitation, conducting market research and public relations activities; preparing advertising promotion and marketing materials; and collecting and accounting for MAP Fund contributions and expenses. If requested, we will provide you an annual unaudited statement of the financial condition of the MAP Fund.

We assume no direct or indirect liability or obligation to you with respect to collecting amounts due to the MAP Fund or related to our maintenance, direction or administration of the MAP Fund, including with respect to the efficiency or effectiveness, if any, of the MAP Fund in enhancing the Marks, brand or System or advancing the business interests of a franchisee or franchisees in general.

We have the right, but not the obligation, to cause the MAP Fund to be incorporated or operated through an entity separate from us at such time as we deem appropriate, and any such successor entity shall have all our rights and duties under this Section 7.A. We may use collection agents and institute legal proceedings at the MAP Fund's expense to collect MAP Fund contributions. We also may forgive, waive, settle, and compromise all claims by or against the MAP Fund. If we terminate the MAP Fund, we will refund to you your pro-rata portion of any amounts remaining in the MAP Fund, based on your contributions to the MAP Fund.

B. Required Local Expenditures. You must use your best efforts to promote and advertise the Business and participate in any local marketing and promotional programs we establish from time to time. In addition to the payment of the MAP Fee, you must spend the minimum amounts set forth in the Data Sheet on approved local marketing and promotion in the Territory each year ("Minimum Local Marketing Amounts"). Upon our request, you must provide us with itemized documentation and proof of such expenditures. If you fail to make the required expenditures, we have the right to collect the deficiency and spend it as provided below in this paragraph. We reserve the right to require you to use one or more designated vendors in connection with your local marketing and promotional activities. In addition, we reserve the right to collect (on a monthly or quarterly basis, as we may from time to time designate) the Minimum Local Marketing Amounts and in return provide to you local promotional, marketing and advertising materials and related services to promote the Business in the Territory. Should this Agreement terminate prior to our providing such local promotional, marketing and advertising materials and related services in the Territory, we reserve the right to contribute the Minimum Local Marketing Amounts collected to the MAP Fund.

Direct Marketing Program. You must participate in our direct marketing program providing direct mail, digital display, social media and digital and other marketing, promotional and advertising programs and related services (the "Direct Marketing Program") and pay us or our affiliate the Direct Marketing Program Fees as provided in Section 8.B. The Direct Marketing Program Fees count towards the Minimum Local Marketing Amounts. Any mailing lists we provide to you under the Direct Marketing Program are purchased on an annual basis by us or our affiliates and are our or our affiliates' property. Neither we nor our affiliates are required to provide you with names and addresses or other information contained on the mailing lists. If you fail to pay any Direct Marketing Program Fees, we may suspend your Direct Marketing Program and exercise any other remedy we may have, with no liability to us resulting from the actions we are permitted to take.

SEO Program and Approved Suppliers of Digital Advertising Services. We or our affiliate are the only approved supplier of the Search Engine Optimization Program ("SEO Program") in which you must participate. Through the SEO Program, you are required to pay to us or our affiliate the SEO Program Fee (as specified in Section 8.C) for search engine optimization services ("SEO"). In addition to the required purchase of SEO, our approved suppliers provide optional fee-based services for pay-per-click advertising, social media advertising administration, remarketing, and other digital advertising services. The SEO Program Fees and any other fees spent with approved suppliers of digital advertising services count towards the Minimum Local Marketing Amounts.

C. Approved Materials. You must use only such marketing materials (including any print, radio, television, electronic, on-line or other media forms that may become available in the future) as we furnish, approve in writing or make available, and the materials must be used only in the manner we prescribe and in compliance with all trademark usage and branding standards. Furthermore, any promotional activities you conduct for the Business are subject to our approval. You must submit all advertising and promotional materials to us for approval prior to your use. If we do not respond within 14 days of your submission, the materials will be deemed not approved. We will not unreasonably withhold approval of any materials or media and activities; provided that they are current, in good condition, in good taste and accurately depict the Marks. Notwithstanding our approval, it is solely your responsibility to conduct your promotional activities in accordance with all applicable laws.

D. Local Marketing Groups. We have the right to designate local advertising markets and advertising cooperatives and/or local marketing groups for such markets (collectively, each such cooperative or group, a "LMG"), and if designated, you must participate in the LMG and its programs in your designated local advertising market. If established, you must contribute to the LMG the amount we designate, but such contribution amount shall not exceed 2% of your Gross Sales. We may require that some or all of your LMG contribution be paid to us or our affiliate, and we reserve the right to use your LMG contribution on any promotional, marketing and advertising initiatives, including digital and other marketing and brand awareness programs. As of the date of this Agreement, we may require that a portion of your LMG contribution (currently, 2% of your Gross Sales) be paid for use towards the Neighborly marketing and brand awareness initiatives, which may include service professional recruitment marketing. If established, each MOSQUITO JOE Business, including those operated by us or our affiliates within a designated local advertising area, will be a member of the LMG. You must obtain our written approval of all promotional and advertising materials, creative execution and media schedules prior to their implementation. Your contribution to the LMG will count towards the Minimum Local Marketing Amounts, but the Minimum Local Marketing Amounts do not represent a limit on your LMG contribution. We have the right to establish how the LMGs operate and we have the right to require LMGs to be formed, changed, dissolved or merged.

FEES, REPORTING AND AUDIT RIGHTS

8. You must pay the fees described below and comply with the following provisions:

A. Initial Franchise Fee. Upon signing of this Agreement, you must pay to us an initial franchise fee as set forth in the Data Sheet (the "Initial Franchise Fee"), which is earned upon receipt and is non-refundable. Any financing of the Initial Franchise Fee is only available if we offer you financing under the terms of the Promissory Note and Security Agreement included as Schedule G.

B. Direct Marketing Program Fees. You must purchase all services for the Direct Marketing Program from us or our affiliates and pay us or our affiliate the associated fees as we may from time to time specify in writing (collectively, the "Direct Marketing Program Fees"). The current Direct Marketing Program Fees are set forth on the Data Sheet and are subject to change, with notice, to reflect changes in cost. For the first "operating season," (i.e., the first calendar year during which the Franchised Business opened), the Direct Marketing Program Fees must be paid in a lump sum thirty (30) days prior to the Scheduled Opening Date. For each calendar year thereafter, the Direct Marketing Program Fees will be paid according to one of the payment schedules set forth in the Operations Manual and approved by us by January 31 of such year. The Direct Marketing Program Fees are non-refundable.

C. SEO Program Fees. Through the SEO Program, you are required to pay to us or our affiliate a monthly fee the current amount of which is set forth in the Data Sheet (the "SEO Program Fee"), with the payments beginning at the time the website goes live and then continuing monthly thereafter. The SEO Program Fee is subject to change, with notice, to reflect changes in cost. SEO is a per website requirement and you may only have one website, regardless of the number of territories in which you are operating. If you are a multi-territory franchisee, the total monthly SEO Program Fee will be as set forth in the Data Sheet regardless of the number of territories in which you are operating. In addition to the required purchase of SEO, you may also purchase certain optional, fee-based digital advertising services from approved suppliers as set forth in Section 7.B.

D. License Fees; License Fee Adjustment. From and after the Effective Date, you must pay to us, weekly in the manner specified in Section 8.F, a fee (the "License Fee") in the amount equal to the greater of (i) the applicable percentage of Gross Sales set forth on the Data Sheet or (ii) the applicable Minimum License Fee (if any) set forth on the Data Sheet. The License Fee calculation may differ based on the type of service or product from which the Gross Sales are generated, as specified on the Data Sheet. The Minimum License Fee shall be calculated in the manner set forth on the Data Sheet.

If the Gross Sales of the Business with respect to the Territory in any calendar year reach $500,000 (the "Revenue Threshold"), then the effective License Fee for any Gross Sales in excess of the Revenue Threshold will be reduced to 7% for the remainder of the calendar year (the "Reduced License Fee"). To qualify for the Reduced License Fee, you must (i) exceed the Revenue Threshold for the applicable calendar year and (ii) not be in default under this Agreement or any other franchise agreement between you and us. We reserve the right to audit the Gross Sales of the Business and the License Fees paid by the Business to verify your eligibility for the Reduced License Fee. If you qualify for the Reduced License Fee hereunder with respect to any calendar year, we reserve the right to (x) charge you the Reduced License Fee once you achieve the Revenue Threshold, or (y) charge you the full, unreduced License Fee during the entire calendar year and then pay you the excess between (1) the actual License Fees we collected from you for the calendar year and (2) the License Fees you owed to us for the calendar year based on having achieved the Revenue Threshold for the Territory during the calendar year.

E. MAP Fees. You must pay to us each week, in the manner specified in Section 8.F, a MAP Fund fee (the "MAP Fees") in an amount equal to the applicable percentage of Gross Sales set forth in the Data Sheet. The MAP Fee calculation may differ based on the type of service or product from which the Gross Sales were generated.

F. Manner of Payment; Electronic Transfer of Funds. All payments of the License Fees and MAP Fees are due to us by the day of the week we specify for the prior week's Gross Sales, together with a weekly report of Gross Sales; provided, however that revenue from any pre-paid services will not be included in Gross Sales, for purposes of calculating License Fees and MAP Fees, until the week during which the associated services are completed. We currently require that all reports be submitted to us on Monday of each week and all payments of the License Fees and MAP Fees be submitted to us by Wednesday of each week. We may modify the day of the week on which you are required to provide reports or make payments of License Fees and MAP Fees by prior written notice to you. You must sign an electronic ACH Form, attached as Schedule B, to authorize and direct your bank or financial institution to allow us or our affiliate to initiate a transfer of funds electronically directly to our or our affiliate's account and to charge to your account all amounts due to us or any affiliate. You must maintain a balance in your account sufficient to allow us and our affiliates to collect the amounts owed when due. You are responsible for any penalties, fines or other similar expenses associated with the transfer of funds described in this Section.

G. Late Payments. A late payment fee of $10.00 per day (the "Late Payment Fee") plus interest at the highest applicable legal rate for open account business credit in the state of your domicile, not to exceed 12.0% per annum, will accrue on all late payments from the due date until all sums are paid. In addition, if you fail to timely provide any Gross Sales report to us, in addition to any other rights available to us, we may withdraw the applicable Minimum License Fee (as applicable) from your account, and once the applicable Gross Sales report becomes available to us, you will be required to immediately pay us any additional amounts owed as shown in the calculation of the License Fees and MAP Fees in such Gross Sales report. You acknowledge and agree that this Section 8.G does not constitute our agreement to accept payments or reports after they are due or a commitment by us to extend credit to you or to otherwise finance your operation of the Business. Further, you acknowledge and agree that your failure to pay all amounts and provide all reports when due will constitute grounds for termination of this Agreement, notwithstanding the provisions of this Section 8.G. You will not, on grounds of the alleged nonperformance by us of any of our obligations under this Agreement, withhold payment of any License Fees, MAP Fees or any other amounts due to us and you will not, on such grounds, discontinue providing services to Customers of the Business in accordance with this Agreement.

H. Application of Fees. Notwithstanding any designation by you, we have the right to apply any payments received from you to any past due indebtedness to us or any affiliate in such amounts and in such order as we determine.

I. Financial Planning and Management. You must compile and keep books and records that accurately reflect the operations and condition of your Business, including detailed daily sales, cost of sales, and other relevant records and information, maintained in an electronic media format and using the methods of bookkeeping and accounting as we periodically may prescribe. You must also retain check registers, purchase records, invoices, sales summaries and inventories, sales tax records and returns, state, federal, personal and other income tax records and returns covering or related to the Business, payroll records, cash disbursement journals and general ledgers. You must submit to us such reports, statement of profit and loss, balance sheet, tax returns, books and records as we may require, including those identified in Section 8.J below, all on the forms and according to reporting formats, methodologies and time schedules that we establish from time to time. You must preserve the books, records and reports for the longer of (i) five years from creation or (ii) such period as required under applicable laws. You must allow us electronic and manual access to any and all records relating to your Business.

J. Reports. Simultaneously with each payment of License Fees and MAP Fees hereunder, you must submit to us a report of the corresponding Gross Sales and gross receipts of the Business, and a computation of the corresponding License Fees and MAP Fees with respect to the preceding week. Gross Sales must be entered into the software and reported for the week in which they are earned; you may not postpone the reporting of any Gross Sales for any reason. In addition, within 15 days after the end of each month, you must submit to us the following information for the preceding month: (i) copies of your most recent balance sheet and statement of profit and loss, including a summary of your costs for labor, rent and other material cost items; and (ii) if requested by us to verify your Gross Sales, all such books and records as we may require under our audit policies published from time to time. You also must, at your expense, submit to us within 90 days after the end of each fiscal year a detailed balance sheet, profit and loss statement and statement of cash flows for such fiscal year. All reports shall be provided in the form and content as we periodically prescribe. You must certify in writing all reports to be true and correct. You acknowledge and agree that we have the right to impose these requirements on you regardless of whether we impose the same requirement on our other franchisees.

K. Audits. We or our authorized representative have the right, at all times (i) during the business day to enter the premises where your books and records relative to the Business are kept and to evaluate, copy and audit such books and records, including, but not limited to any and all financial statements, reports, state, federal, personal income tax records or other income tax records covering or related to the Business, sales tax records, payroll records, databases, and other related records (ii) to remotely access and evaluate, copy and audit your electronic records located on the Computer System, and (iii) to evaluate remotely or on the Business premises your compliance with your obligations regarding Customer Information. In addition, if, in our reasonable business judgment, we believe that you have failed to comply with your reporting and/or record keeping obligations hereunder, we have the right to also access and evaluate, copy and audit books and records related to any other business in which you have an ownership or management interest. We also have the right to request information from you and your suppliers, vendors, and Customers. You must fully cooperate with us in connection with our exercise of our audit rights. If any such evaluation or audit reveals an understatement of 3% or more of your Gross Sales or you do not provide any requested information within 30 days from the date of our initial request, you must pay for the cost of the audit (including, without limitation, professional fees, travel, and room and board expenses directly related thereto), in addition to the amount owed (if any) plus interest and late fees as provided in Section 8.G. In addition to any other rights we may have in such an event, we have the right to conduct further periodic audits and evaluations of your books and records as we reasonably deem necessary and any further audits and evaluations conducted within two years thereafter will be at your sole expense, including, without limitation, professional fees, travel, and room and board expenses directly related thereto. Furthermore, if you intentionally understate or underreport Gross Sales at any time, or if a subsequent audit or evaluation conducted within the two-year period reveals any understatement of your Gross Sales of 3% or more, in addition to any other remedies provided for in this Agreement, at law or in equity, we have the right to terminate this Agreement immediately. To verify the information that you supply, we have the right to reconstruct your sales through any reasonable method of analyzing and reconstructing sales, and you agree to accept any such reconstruction of sales unless you provide evidence in a form satisfactory to us of your sales within a period of 14 days from the date of notice of understatement or variance. If you dispute any audit findings, you must do so in writing and in accordance with the Operations Manual within 30 days of the notice of understatement or variance, or you will waive the right to challenge the audit findings. For avoidance of doubt, no provision of this Section 8.K shall be deemed to supersede or waive the 10-day cure period for failure-to-pay defaults set forth in Section 12.B.1.

YOUR OTHER OBLIGATIONS; NONCOMPETITION COVENANTS

9. You agree to comply with the following terms and conditions:

A. Payment of Debts. You agree to (i) pay promptly when due all payments, obligations, assessments and taxes due and payable to us and our affiliates, vendors, suppliers, lessors, federal, state or local governments, or creditors in connection with your Business; (ii) promptly discharge and remove all liens and encumbrances of every kind and character created or placed upon or against any of the property used in connection with the Business; and (iii) timely pay all accounts and discharge other indebtedness of every kind incurred by you in the conduct of the Business. If you default in making any such payment, we are authorized, but not required, to pay and discharge the same on your behalf and you agree promptly to reimburse us on demand for any such payment.

You also will pay all federal, state and local taxes, other than taxes assessed on our income, that may be imposed on us as the result of our receipt or accrual of the Initial Franchise Fee, the License Fees, the MAP Fees, or other fees referenced in this Agreement, whether assessed against you through withholding or other means or whether paid by us directly. In either case, you shall pay us (and to the appropriate governmental authority) such additional amounts as are necessary to provide us, after taking such taxes into account (including any additional taxes imposed on such additional amounts), with the same amounts that we would have received or accrued had such withholding or other payment, whether by you or by us, not been required.

B. Indemnification. You waive any and all Claims (as defined below) against us for damages to property or injuries to persons arising in any way out of this Agreement, your servicing of Customers under this Agreement or any other contracts, your actions or omissions, or the operation of your Business. Except to the extent otherwise provided in Section 3.D., you agree, at your sole expense, to defend, fully protect, indemnify and hold harmless, us, our affiliates, our parent companies, our sister companies and our owners, directors, officers, members, managers, employees, attorneys, successors and assigns (collectively, "Franchisor Parties"), as well as our customers and the owners of each and every property you service, from any and all Claims. "Claims" as used herein means any and all claims, demands, damages, assessments, violations, interest, causes of action, lawsuits, liens, and liabilities of any nature whatsoever arising in any manner, directly or indirectly, out of or in connection with or incidental to the operation of your Business (regardless of cause or any concurrent, superseding or contributing fault, liability or negligence of us, our affiliates, our parent companies, and our customers and the owners of any property you service), your actions or omissions, or any breach by you or your failure to comply with any of the terms and conditions of this Agreement. We also reserve the right to select our own legal counsel to represent our interests, and you agree to reimburse us for our costs and attorneys' fees immediately upon our request.

It is the intention of the parties to this Agreement that we shall not be deemed a joint employer with you for any reason; however, you will at your sole expense, defend, fully protect, indemnify and hold harmless, Franchisor Parties, from any and all Claims arising in any manner, directly or indirectly, out of or in connection with or incidental to the actions or omissions of your employees or independent contractors or allegations that we are joint employer of your employees.

C. Insurance. Before you begin operating your Business you must purchase, and maintain at all times during the term of this Agreement, at your sole cost, insurance coverage, from a responsible carrier, with an A.M. Best rating of A-VIII or better, with the coverage amounts, types and other features as we from time to time specify, using the insurance industry form(s) acceptable to us, and such other insurance coverage as required by law and any other agreement related to the Business. We reserve the right to designate a primary or single source for all or any of the insurance coverage for the Business, and we or our affiliates may be that primary or single source. Any person or entity with an insurable interest that we designate (each, an "Additional Insured") must be named an additional insured on all required liability policies. Each insurance policy must contain a waiver of subrogation in favor of the Additional Insureds. Your insurance must apply as primary and non-contributory. Currently, our minimum insurance requirements include (i) commercial general liability insurance, with minimum liability coverage of $1,000,000 per occurrence (Including Products/Completed Operations and Personal Injury and Advertising Injury) and $2,000,000 in the aggregate; (ii) auto liability coverage, combined single limit in the amount we specify, up to $2,000,000 but no less than $1,000,000, on each owned, non-owned or hired vehicle used in connection with the Business; (iii) workers' compensation coverage regardless of whether required by state law, but with minimum coverage as required by law (if applicable); (iv) pollution coverage, combined single limit in the amount we specify, but no less than $1,000,000; (v) cyber-liability insurance for financial losses arising from unauthorized access, loss or corruption of data, including but not limited to privacy and data security breaches, misdirected funds, virus transmission, denial of service and loss of income from network security failures, with a minimum limit of $500,000 per claim and in the aggregate; and (vi) such other insurance as from time to time required by us, under applicable law and under other agreements applicable to your Business. With respect to Key Accounts, if the insurance amount required for any Key Account or for Key Account work in general exceeds the amount specified as the maximum amount required by us for any type of insurance, that higher amount required for the Key Account work will apply. Additional insurance requirements are set forth in the Operations Manual.

The commercial general liability policy must name Franchisor and any and all parents, subsidiaries, directors, officers, employees, and agents as their interest may appear as Additional Insureds. The policy must also include a waiver of subrogation against all parties named as Additional Insureds. The auto liability policy must name Franchisor and any and all parents, subsidiaries, directors, officers, employees, and agents as their interest may appear as Additional Insureds. The policy must also include a waiver of subrogation against all parties named as Additional Insureds. The workers' compensation policy must include a waiver of subrogation against Franchisor and any and all parents, affiliates, subsidiaries, directors, officers, employees, and agents.

Additional Insured status for Franchisor and any and all parents, subsidiaries, directors, officers, agents, employees or any other party required to be named as additional insureds under this Agreement will extend to the full limits of liability maintained by you even if those limits of liability are in excess of those required in this Agreement. Your insurance will be primary and any insurance carried by Franchisor is strictly excess and secondary and will not contribute with your insurance. The requirements of this Agreement as to insurance limits and acceptability of insurers and insurance to be maintained by you are not intended to and will not in any manner limit or qualify the liabilities and obligations assumed by you under this Agreement.

You may satisfy the insurance coverage limits through an umbrella policy that meets all the requirements of this Section. If you fail to purchase or maintain required insurance, we may, but are not obliged to, obtain such insurance for you and keep the same in force and effect, and you must pay us, on demand, all premiums charged for such insurance policies together with a reasonable fee for the expenses we incur in doing so. We also have the right to terminate this Agreement for cause if you fail to comply with this Section.

You must deliver to us at least 5 days prior to commencement and thereafter annually or at our request a proper certificate of insurance, insurance policy endorsements and other evidence of compliance - showing the existence of the insurance coverage and your compliance with this Section. Your certificate of insurance will provide proof of the following: (i) Franchisor and all other affiliated parties are included as an Additional Insured where required; (ii) waiver of subrogation included in favor of Franchisor and all other affiliated parties; (iii) your insurance is primary, and all insurance maintained by Franchisor is excess and secondary and shall not contribute with your insurance; and (iv) all insurance will not be cancelled or substantially changed without thirty (30) days' prior written notice by certified mail to Franchisor. If you change your insurance provider, you must immediately deliver the proper certificate of insurance to us. We also may request copies of all insurance policies. Any review we conduct of your insurance coverage does not limit your obligation to comply with this Section. We may modify the required minimum limits and types of coverage, by written notice to you. Upon such notification, you must immediately implement the modification of the policy, and provide evidence thereof, in accordance with our request.

You acknowledge that these minimum insurance requirements do not constitute advice or a representation by us that such coverages are necessary or adequate to protect you from losses in connection with the Business. Nothing in this Agreement restricts you from obtaining insurance with higher policy limits and/or additional coverage.

D. Noncompetition Covenants. You agree that you will receive valuable training and Confidential Information that you otherwise would not have received or had access to but for the rights licensed to you under this Agreement. You therefore agree to the following noncompetition covenants and agree that the following noncompetition covenants are reasonable and necessary to protect the System's legitimate business interests, including its Confidential Information, Intellectual Property, and customer goodwill:

1. Unless otherwise specified, the term "you" as used in this Section 9.D means and includes, collectively and individually, (a) if you are an entity, the entity, all guarantors and all shareholders, members, partners, as the case may be, and other holders of any ownership interest in the entity (collectively, "Owners"), as well as any spouse, children, parents and siblings of any guarantor and Owner, or (b), if you are an individual, the individual and the individual's spouse, children, parents and siblings. We may require you to obtain from your guarantors and Owners, and/or from your spouse, children, parents and siblings or any spouse, children, parents, and siblings of any Owner or guarantor, as applicable, a signed non-compete agreement in a form satisfactory to us that contains the non-compete provisions of this Section 9.D.

2. You promise that during the term of this Agreement, and during any Interim Period (if applicable), you will not, either directly or indirectly, for yourself, or through, on behalf of, or in conjunction with, any person or entity, own, manage, operate, maintain, engage in, consult with or have any interest in any Competitive Business (as defined below).

3. You promise that you will not, for a period of two years after the expiration or termination of this Agreement, or after the expiration or termination of any Interim Period (as applicable), regardless of the cause of termination, or within two years of the sale or Transfer of the Business or any interest in you, either directly or indirectly, for yourself, or through, on behalf of, or in conjunction with any person or entity, own, manage, operate, maintain, engage in, advertise, promote in any media including social

media platforms, or consult with or have any interest in a Competitive Business (as defined below) that is located:

a. In the Territory;

b. Within a 25-mile radius of the outer boundary of the Territory; or

c. Inside the territory of another MOSQUITO JOE Business, whether franchised or owned by us or our affiliates.

For purposes of this Agreement, 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.

4. You agree that the length of time in paragraph 3 above will be tolled for any period during which you are in breach of the non-compete covenants or any other period during which we seek to enforce this Agreement.

5. In addition, you agree that during the term of this Agreement and for one year thereafter, you will not, without our prior written consent, directly or indirectly, for yourself or on behalf of any other person, divert, or attempt to divert, any business or customer of the Business or any other Mosquito Joe Business away from the System.

6. The parties agree that each of the foregoing covenants in this Section 9.D will be construed as independent of any other covenant or provision of this Agreement. To the extent anyone successfully contests the validity or enforceability of any part of this Section 9.D in its present form predicated upon the area of coverage, this provision will not be deemed invalid or unenforceable, but will instead be deemed modified, so as to be valid and enforceable, to provide coverage for the maximum scope that any court of competent jurisdiction or arbitrator will deem reasonable and necessary to protect our legitimate interests.

TRANSFER OF FRANCHISE

10. You agree that the following provisions govern any Transfer or proposed Transfer:

A. Transfers. We have entered into this Agreement with specific reliance upon your financial qualifications, experience, skills and managerial qualifications as being essential to the satisfactory operation of the Business. Consequently, neither your interest in this Agreement nor in the Business may be directly or indirectly Transferred to or assumed by any other person or entity (at times referred to as the "Assignee"), in whole or in part, unless (i) you have first tendered to us the right of first refusal to acquire this Agreement in accordance with Section 10.F, and we do not exercise such right; (ii) our prior written consent is obtained; (iii) the Transfer fee provided for in Section 10.C is paid; and (iv) the Transfer conditions described in Section 10.D are satisfied. Any direct or indirect sale (including installment sale), lease, pledge, management agreement, contract for deed, option agreement, assignment, bequest, gift or otherwise, or any arrangement pursuant to which you turn over all or part of the daily operation of the Business to a person or entity who shares in the losses or profits of the Business (including merger, combination, or reorganization or as a result of death, disability, divorce, insolvency, or bankruptcy) in a manner other than as an employee will be considered a "Transfer" for purposes of this Agreement. A Transfer also includes the following which triggers the Transfer conditions set forth in this Section 10:

1. For purposes of this subsection 10.A, a transfer, pledge or seizure, or change in control of any 20% direct or indirect ownership interest in you or in any Principal Owner, whether accomplished in a single transaction or a series of related or unrelated transactions; or

2. Any change in the general partner of a franchisee that is a general, limited or other partnership entity.

You may not place in any communication media or any form of advertising, any information relating to the sale of the Business or the rights under this Agreement, without our prior written consent.

B. Consent to Transfer. We will not unreasonably withhold our consent to a Transfer; provided we determine that all of the conditions described in this Section 10 have been satisfied. Application for our consent to a Transfer and tender of the right of first refusal provided for in Section 10.F must be made by submission on our form of application for consent to Transfer, which must be accompanied by the documents (including a copy of the proposed purchase or other Transfer agreement) and other required information. The application must indicate whether you or an owner will retain an interest in the property to be Transferred. No interest may be retained or created without our prior written consent and only upon conditions acceptable to us. Any agreement used in connection with a Transfer shall be subject to our prior written approval, which approval will not be withheld unreasonably. You immediately must notify us of any proposed Transfer and must submit promptly to us the application for consent to Transfer. Any attempted Transfer by you without our prior written consent or otherwise not in compliance with the terms of this Agreement will be void and will provide us with the right to elect either to default and terminate this Agreement or to collect from you and the guarantors a Transfer fee equal to two times the Transfer fee provided for in Section 10.C as damages.

C. Transfer Fee. You must pay to us a Transfer fee in the amount equal to the greater of (i) $7,500, if the gross sales price of the Business (or portion thereof) or other interest that is being Transferred is less than $400,000 or (ii) $20,000, if the gross sales price of the Business (or portion thereof) or other interest that is being Transferred is $400,000 or more. We will reduce the Transfer fee to $500 for a Transfer to an immediate family member (i.e., a spouse or a child; for avoidance of doubt, a sibling is not considered an immediate family member for this purpose). The Transfer fee is nonrefundable. You will not be required to pay a Transfer fee if you are an individual and wish to Transfer this Agreement to a newly formed legal entity wholly owned by you and established solely for purposes of the convenience of ownership and the operation of the Business; provided that you must become a guarantor of the Business as required under Section 6.A.

D. Conditions of Transfer. We condition our consent to any proposed Transfer, whether to an individual, a corporation, a partnership or any other entity, upon the following:

1. Assignee Requirements. The Assignee must meet all of our then-current requirements for our MOSQUITO JOE franchise program we are offering at the time of the proposed Transfer, sign our then-current form of franchise agreement, and its owners must become guarantors of the Business as required under Section 6.A.

2. Payment of Amounts Owed. All amounts owed by you to us, or any of our affiliates or your suppliers, or upon which we or our affiliates have any contingent liability, must be paid in full.

3. Reports. You must have provided all required reports to us.

4. Guarantee. In the case of an installment sale for which we have consented to you or any owner retaining an interest or other financial interest in this Agreement or the Business, you or such owner, and the guarantors, are obligated to guarantee the performance under this Agreement until the final close of the installment sale or the termination of such interest, as the case may be.

5. Assumption of Obligations. The Assignee must assume and agree to be bound by all of your Customer obligations, including all warranty work and service plans obligations.

6. General Release. You and each guarantor must sign a general release of all claims arising out of or relating to this Agreement, your Business or the parties' business relationship, in the form we designate, releasing us and our affiliates.

7. Training. The assignee must, at your or assignee's expense, comply with our training requirements.

8. Financial Reports and Data. We have the right to require you to prepare and furnish to assignee and/or us such financial reports and other data relating to the Business and its operations as we deem reasonably necessary or appropriate for assignee and/or us to evaluate the Business and the proposed Transfer. You agree that we have the right to confer with proposed assignees and furnish them with information concerning the Business and proposed Transfer without being held liable to you, except for intentional misstatements made to an assignee. Any information furnished by us to proposed assignees is for the sole purpose of permitting the assignees to evaluate the Business and proposed Transfer and must not be construed in any manner or form whatsoever as earnings claims or claims of success or failure.

9. Other Conditions. You must have complied with any other conditions that we reasonably require from time to time as part of our Transfer policies. You acknowledge and agree that following any Transfer hereunder, you and your owners will continue to be subject to the noncompetition covenant under Section 9.D.3.

E. Involuntary Transfers.

1. Death, Disability or Incapacity. You will promptly notify us in the event of a death, disability or incapacity of Franchisee (or, if Franchisee is a legal entity, of Franchisee's Principal Owner). In such event, if the decedent's or disabled or incapacitated person's heir or successor-in-interest wishes to continue as the Franchisee or the Principal Owner of the Franchisee entity, such person or entity must tender the right of first refusal provided for in Section 10.F, apply for our consent under Section 10.B, pay the applicable Transfer fee under Section 10.C, and satisfy the Transfer conditions under Section 10.D, as in any other case of a proposed Transfer, all within 120 days of the death or event of disability or incapacity. During any transition period to an heir or successor-in-interest, the Business still must be operated in accordance with the

terms and conditions of this Agreement. If the assignee of the decedent, disabled, or incapacitated person is the spouse or child of such person, no Transfer fee will be payable to us and we will not have a right of first refusal as set forth in Section 10.F.

2. Insolvency or Bankruptcy. In the event of your insolvency or the filing of any petition by or against you under any provisions of any bankruptcy or insolvency law, if your legal representative, successor, receiver or trustee desires to succeed to your interest in this Agreement or the business conducted hereunder, such person first must notify us, tender the right of first refusal provided for in subsection 10.F, and if we do not exercise such right, must apply for and obtain our consent to the Transfer, pay the Transfer fee provided for in subsection 10.C, and satisfy the Transfer conditions described in subsection 10.D. In addition, you or the Assignee must pay the attorneys' fees and costs that we incur in any bankruptcy or insolvency proceeding pertaining to you.

3. Divorce. You will promptly notify us of any divorce proceedings that may result in a Transfer and tender the right of first refusal provided for in subsection 10.F. If we do not exercise such right, you must apply for and obtain our consent to the Transfer, pay the Transfer fee provided for in subsection 10.C, and satisfy the Transfer conditions described in subsection 10.D.

F. Right of First Refusal. If you propose to Transfer this Agreement or your interest herein or in the Business, in whole or in part, to any third party, as contemplated by Section 10.A, you first must deliver a statement to us offering to sell to us your interest in this Agreement and the land, building, equipment, furniture and fixtures and any other assets or leasehold interests used in the operation of the business (subject to this Section 10). If the proposed Transfer involves an offer from a third party, then you must obtain from the third-party offeror and deliver to us a statement, in writing, signed by the offeror and by you, of the binding terms of the offer.

If the Transfer does not involve an offer from a third party, then the purchase price for our purchase of assets described above will be established by a qualified appraiser selected by the parties. The price determined by the appraiser(s) will be the reasonable fair market value of the assets based on their continuing use in, as, and for the operation of a Business and the appraiser will designate a price for each category of asset (e.g., land, building, equipment, fixtures, etc.), but shall not include the value of any goodwill of the business, as the goodwill of the business is attributable to the Marks and the System. If the parties cannot agree upon the selection of such an appraiser, a Judge of the United States District Court for the District in which the Franchise Location is located will appoint one upon petition of either party. You or your legal representative must deliver to us a statement in writing incorporating the appraiser's report and all other information we have requested. We and you will each pay one-half of the appraiser's fees and expenses.

We then have 10 days from our receipt of the statement setting forth the third-party offer or the appraiser's report, as applicable (and all other information requested by us) to accept the offer by delivering written notice of acceptance to you. We will have an additional 45 days to complete the purchase if we elect to exercise our right of first refusal. Our acceptance of any right of first refusal will be on the same price and terms set forth in the statement delivered to us; provided, however (and regardless of whether the following are inconsistent with the price and terms set forth in the statement) (1) we have the right to substitute equivalent cash for any noncash consideration included in the offer, (2) we will prepare the transaction documents for the Transfer, which will be on terms customary for this type of transaction (including representations and warranties, covenants, conditions, and indemnification), and (3) our purchase may be limited to any assets related to the Business.

If we fail to accept the offer within the 10-day period, you will be free for 60 days after such period to effect the disposition described in the statement delivered to us provided such Transfer is in accordance with this Section 10, including obtaining our consent under Section 10.B. You may effect no other sale or assignment of you, this Agreement or the Business without first offering the same to us in accordance with this Section 10.F.

G. Transfer by Us. We have the right to sell or assign, in whole or in part, our interest in this Agreement without prior notice to you and without your consent.

DISPUTE RESOLUTION

11. The following provisions apply with respect to dispute resolution:

A. Mediation. Before any party may bring an action in court or against the other, or commence an arbitration proceeding (except as noted in Section 11.B below), the parties must first meet to mediate the dispute. The mediation will be held in McLennan County, Texas. Any such mediation shall be non-binding and shall be conducted by the American Arbitration Association (the "AAA") in accordance with its then-current rules for mediation of commercial disputes unless the parties agree otherwise in writing. The mediator will be appointed in accordance with the rules and regulations of the AAA unless the parties agree on a mediator in writing within 10 days after either party gives written notice of mediation. The mediation hearing will be held within 20 days after the mediator has been appointed. Each party will bear its own costs and expenses for the mediation and will be responsible to pay 50% of the mediator's costs and expenses.

B. Exceptions to Mediation. Notwithstanding Section 11.A or any other provision of this Agreement, the parties agree that the following claims will not be subject to mediation and may be brought in any court of competent jurisdiction, subject to Sections 14.G.1 and 14.H:

1. any action for temporary, preliminary or permanent injunctive relief, ex parte seizure, specific performance, writ of attachment, or other equitable relief necessary to enjoin any harm or threat of harm to such party's tangible or intangible property, including trademarks, service marks and other Intellectual Property, confidential and/or trade secret information, or noncompetition covenants. You specifically acknowledge that your breach or threatened breach of any of your obligations under this Agreement, including but not limited to Sections 3 (Trademark Standards and Requirements), 5.C (Authorized Services and Products), 5.E (Computer System; Call Center Program), 5.F (Customer Information), 5.H (Confidential Information), 5.K (Participation in Internet Websites), 9.D (Noncompetition Covenants), 10.A (Transfers), or 13.A (Reversion of Rights; Discontinuation of Trademark Use), will cause irreparable harm to our tangible and/or intangible property and goodwill. You understand that irreparable harm is an injury for which monetary damages are not an adequate remedy. Therefore, upon any such breach or threatened breach by you, in addition to any other rights or remedies that may be available to us at law, equity or otherwise, you acknowledge that we will be entitled to equitable relief, including an injunction, restraining order or specific performance, without any requirement to prove irreparable harm. In addition, you hereby waive any right to request that a bond be issued as security (except for a nominal bond not to exceed $100);

2. any action in ejectment or for possession of any interest in real or personal property; and

3. any action related solely to the collection of moneys owed to us or our affiliates under this Agreement (including, without limitation, License Fees, Minimum License Fees and MAP Fees), or any other agreement related to the franchise granted under this Agreement, including, without limitation, any promissory note or a guarantee executed hereunder. "Moneys owed" also includes attorneys' fees incurred in the collection of moneys owed, including through the judicial process.

C. Litigation. Except as provided in Section 11.D., any dispute between you and us or any of our or your affiliates, including without limitation, your owners and guarantors, arising under, out of, in connection with or in relation to this Agreement, the parties' relationship, or your Business (collectively, "Dispute") not resolved through mediation under Section 11.A must be submitted to litigation pursuant to Section 14.H.

D. Arbitration. If a court of competent jurisdiction determines that Section 14.I (Jury Waiver) and/or Section 14.J (No Class or Consolidated Actions) is invalid or unenforceable with respect to the Dispute, then and only then, notwithstanding any other provision of this Agreement to the contrary, the Dispute must be submitted to binding arbitration under the authority of the Federal Arbitration Act and must be determined by arbitration administered by the AAA pursuant to its then-current commercial arbitration rules and procedures. The arbitration must take place in McLennan County, Texas. The arbitration must be conducted by a single arbitrator. The arbitrator must follow the law and not disregard the terms of this Agreement. The arbitrator must have at least five years of significant experience in franchise law. The court shall decide the gateway issue of arbitrability. Any arbitration must be on an individual basis and the parties and the arbitrator will have no authority or power to proceed with any claim as a class action or otherwise to join or consolidate any claim with any other claim or any other proceeding involving third parties. If this limitation on joinder of or class action certification of claims within arbitration is held to be unenforceable, then this entire commitment to arbitrate shall become null and void and the parties shall submit all claims to the jurisdiction of the courts. A judgment may be entered upon the arbitration award in any court of competent jurisdiction. The decision of the arbitrator will be final and binding on all parties to the dispute; however, the arbitrator may not under any circumstances: (1) stay the effectiveness of any pending termination of this Agreement; (2) except as provided in Section 14.K, assess punitive or exemplary damages; or (3) make any award which extends, modifies or suspends any lawful term of this Agreement or any reasonable standard of business performance that we set. Each party will bear its own costs and expenses for the arbitration and will be responsible to pay 50% of the arbitrator's fees and costs (including arbitrator's and AAA's fees and costs); provided that the prevailing party will be entitled to reimbursement of its fees and costs under Section 11.E.

E. Attorneys' Fees. The prevailing party in any action or proceeding arising under, out of, in connection with, or in relation to this Agreement, the parties' relationship or the Business will be entitled to recover its reasonable attorneys' fees and costs (including arbitrator's and AAA's fees and costs).

DEFAULT AND TERMINATION

12. The following provisions apply with respect to default and termination:

A. Defaults. You are in default if we determine that you or any guarantor has breached any of the terms of this Agreement or any other agreement between you and us or our affiliates, which without limiting the generality of the foregoing includes (i) making any false report to us; (ii) intentionally understating or underreporting or failing to pay when due any amounts required to be paid to us or any of our affiliates; (iii) conviction of you or a guarantor of (or pleading no contest to) any misdemeanor that brings or tends to bring any of the Marks into disrepute or impairs or tends to impair your reputation or the goodwill of any of the Marks or the Business or any felony; (iv) filing of tax or other liens that may affect this Agreement; or (v) the filing of voluntary or involuntary bankruptcy by or against you or any guarantor, insolvency, making an assignment for the benefit of creditors or any similar voluntary or involuntary arrangement for the disposition of assets for the benefit of creditors.

B. Termination by Us. We have the right to terminate this Agreement in accordance with the following provisions:

1. Termination After Opportunity to Cure. Except as otherwise provided in this Section 12.B: (i) you will have 30 days from the date of our issuance of a written notice of default to cure any default under this Agreement, other than a failure to pay amounts due or submit required reports, in which case you will have 10 days to cure those defaults; (ii) your failure to cure a default within the 30-day or 10-day period will provide us with good cause to terminate this Agreement; (iii) the termination will be accomplished by mailing or delivering to you written notice of termination that will identify the grounds for the termination; and (iv) the termination will be effective immediately upon our issuance of the written notice of termination.

2. Immediate Termination With No Opportunity to Cure. If any of the following defaults occur, you will have no right to cure the default and this Agreement will terminate effective immediately on our issuance of written notice of termination: (i) any material misrepresentation or omission in your franchise application or other reports or information provided to us; (ii) your voluntary abandonment of this Agreement (which includes your failure to operate the Business for seven or more consecutive days); (iii) the closing of the Business by any state or local authorities for public safety reasons; (iv) your registration of any domain name containing our Marks; (v) any unauthorized use of the Confidential Information; (vi) insolvency of you or guarantor, you or a guarantor making an assignment or entering into any similar arrangement for the benefit of creditors; (vii) conviction of you or any guarantor of (or pleading no contest to) any misdemeanor that brings or tends to bring any of the Marks into disrepute or impairs or tends to impair your reputation or the goodwill of the Marks or the Business or any felony; (viii) intentionally understating or underreporting Gross Sales, License Fees or MAP Fees or any understatement or 3% variance on a subsequent audit within a 2-year period; (ix) a violation of the non-competition covenant under Section 9.D and/or Schedule F; (x) any actual or attempted unauthorized Transfer in violation of Section 10; (xi) a final judgment against you in our or our affiliates' favor is issued by a court or an arbitrator of competent jurisdiction; or (xii) any default by you that is the second default of any type within any 12-month consecutive period even if the default(s) were cured.

3. Immediate Termination After No More than 24 Hours to Cure. If a default under this Agreement occurs that materially impairs the goodwill associated with any of the Marks, violates any health or safety law or regulation, violates any System standard as to cleanliness, health and safety, or if the operation of your Business presents a health or safety hazard to the public or to customers or employees: (i) you will have no

more than 24 hours after we provide written notice of the default to cure the default; and (ii) if the default is not timely cured, this Agreement will terminate effective immediately on our issuance of written notice of termination.

4. Effect of Other Laws. The provisions of any valid, applicable law or regulation prescribing permissible grounds, cure rights or minimum periods of notice for termination of this franchise supersede any provision of this Agreement that is less favorable to you.

C. Termination by You. You may terminate this Agreement as a result of a breach by us of a material provision of this Agreement; provided that: (i) you provide us with written notice of the breach that identifies the grounds for the breach; and (ii) we fail to cure the breach within 30 days after our receipt of the written notice. If we fail to cure the breach, the termination will be effective 60 days after our receipt of your written notice of breach. Your termination of this Agreement under this Section will not release or modify your post-term obligations under Section 13 of this Agreement.

POST-TERM OBLIGATIONS

13. Upon the expiration or termination of this Agreement, or the expiration or termination of any Interim Period:

A. Reversion of Rights; Discontinuation of Trademark Use and Use of Intellectual Property. All of your rights to the use of the Marks and Intellectual Property and all other rights and licenses granted herein and the right and license to conduct business under the Marks will revert to us immediately upon expiration or termination of this Agreement without further act or deed of any party. All of your right, title and interest in, to and under this Agreement will become our property. Upon our demand, you must assign to us or our assignee your remaining interest in any lease then in effect for the Business (although we will not assume any past due obligations).

You must immediately comply with the post-term noncompetition obligations under Section 9.D, cease all use and display of the Marks, all other Intellectual Property associated with the System and of any proprietary material (including the Operations Manual) and of all or any portion of promotional materials furnished or approved by us, assign and transfer all right, title and interest in the telephone numbers, domain names, and social media or digital marketing accounts used at any time for the Business and cancel or assign, at our option, any assumed name rights or equivalent registrations filed with authorities. You are solely responsible for removing and ceasing use of the Marks on any social media or digital marketing accounts that you setup for the Business and providing us with written confirmation of the same. You must immediately pay all sums due to us, our affiliates or designees and to third parties, such debts being accelerated automatically without further notice to you. You must immediately deliver to us, at your expense, all copies of the Operations Manual, Customer lists and ongoing Customer contracts then in your possession or control or previously disseminated to your employees and continue to comply with the confidentiality provisions of Section 5.H. You must promptly, at your expense, remove or obliterate all MOSQUITO JOE Business signage, displays or other materials in your possession that bear any of the Marks or names or material confusingly similar to the Marks, including all such signage and displays on any vehicles, and so alter the appearance of the Business premises or vehicles as to differentiate the Business unmistakably from duly licensed MOSQUITO JOE Businesses identified by the Marks and you must provide us with written confirmation of the same. You must cease any and all advertising and use of any identifying materials generated during the term of the franchise, including, but not limited to, terminating all business listings in electronic and print format, cancelation of all websites, domain names, social media accounts, and telephone numbers (if not assigned to us) used at any time in connection with the Business. If you fail to immediately de-identify your Business, you must pay all expenses we incur to de-identify your Business.

Upon expiration or termination of this Agreement (or the expiration or termination of any Interim Period), any continued use of the Marks by you or the Business or use of any other Intellectual Property associated with the System: (i) will constitute willful and knowing infringement, dilution of our trademark rights and unfair competition; (ii) will constitute the false designation of origin, source, or sponsorship and false or misleading descriptions and representations in violation of Section 43 of the Lanham Act, 15 U.S.C. § 1125(a), and (iii) may constitute trafficking in a counterfeit mark, among other causes of action.

In the event of expiration or termination of this Agreement (or the expiration or termination of any Interim Period), you will remain liable for your obligations pursuant to this Agreement or any other agreement between you and us or our affiliates that expressly or by their nature survive the expiration or termination of this Agreement, including your indemnification obligations under Section 9.B.

B. Claims. You and your owners and guarantors may not assert any claim or cause of action against us or our affiliates arising out of or relating to this Agreement or your Business after the shortest period of (i) the applicable statute of limitations, (ii) two years and one day following the effective date of expiration or earlier termination of this Agreement or (iii) two years and one day from the accrual of any such claim or cause of action; provided that where the two-year-and-one-day limitation of time in clause (ii) or clause (iii) is prohibited or invalid by or under any applicable law, then and in that event only, no suit or action may be commenced or maintained unless commenced within the applicable statute of limitations.

GENERAL PROVISIONS

14. The parties agree to the following provisions:

A. Severability. Should one or more clauses of this Agreement be held void or unenforceable for any reason by any court of competent jurisdiction, such clause or clauses will be deemed to be separable in such jurisdiction and the remainder of this Agreement is valid and in full force and effect and the terms of this Agreement must be equitably adjusted so as to compensate the appropriate party for any consideration lost because of the elimination of such clause or clauses. It is the intent and expectation of each party that each provision of this Agreement will be honored, carried out and enforced as written. Consequently, each party agrees that any provision of this Agreement sought to be enforced in any proceeding must, at the election of the party seeking enforcement and notwithstanding the availability of an adequate remedy at law, be enforced by specific performance or any other equitable remedy.

B. Waiver/Integration/Amendments. No waiver by us of any breach by you, nor any delay or failure by us to enforce any provision of this Agreement, may be deemed to be a waiver of any other or subsequent breach or be deemed a bar or an estoppel to enforce our rights with respect to that or any other or subsequent breach. Subject to our rights to modify the Operations Manual and/or standards and as otherwise provided herein, this Agreement may not be waived, altered or rescinded, in whole or in part, except by a writing signed by you and us. This Agreement together with the addenda and appendices hereto constitutes the entire agreement between the parties concerning the franchise for the Business and supersedes any and all prior negotiations, understandings, representations, and agreements. Nothing in this or in any related agreement, however, is intended to disclaim the representations we made in the Disclosure Document we furnished to you. You must pay us our then-current processing fee (currently $300) if we make any modifications to this Agreement upon your request.

C. Notices. Except as otherwise provided in this Agreement, any notice, demand or communication provided for herein must be in writing and signed by the party serving the same and either delivered personally, in electronic form via email to an authorized email address or deposited in the United States mail, service or postage prepaid, and if such notice is a notice of default or of termination, by a reputable overnight service, and addressed as follows:

1. If intended for us, addressed to Mosquito Joe SPV LLC, 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452, Attn: President, with a copy to 1010 North University Parks Drive, Waco, Texas 76707, Attn: General Counsel;

2. If intended for you, addressed to you at the address set forth on the Data Sheet; or,

in either case, to such other address as may have been designated by notice to the other party. Notices for purposes of this Agreement will be deemed to have been received if mailed or delivered as provided in this Section.

D. Authority. Any modification, consent, approval, authorization or waiver granted hereunder required to be effective by signature will be valid only if in writing executed by you or, if on behalf of us, in writing executed by our President or one of our authorized Vice Presidents or other authorized officer.

E. References. If the franchisee is two or more individuals, the individuals are jointly and severally liable hereunder, and references to you in this Agreement include all of the individuals. Headings and captions contained herein are for convenience of reference and may not be taken into account in construing or interpreting this Agreement.

F. Successors/Assigns. Subject to the terms of Section 10 hereof, this Agreement is binding upon and inures to the benefit of the administrators, executors, heirs, successors and permitted assigns of the parties.

G. Interpretation of Rights and Obligations. The following provisions apply to and govern the interpretation of this Agreement, the parties' rights under this Agreement, and the relationship between the parties:

1. Applicable Law and Waiver. The parties agree that the execution of this Agreement and the acceptance of its terms occurred in the state of Texas. The parties further agree that the performance of material obligations arising under the Agreement, including but not limited to, your payment of monies due hereunder and the satisfaction of certain of our training requirements, shall occur in the state of Texas. Accordingly, subject to our rights under federal trademark laws and the parties' rights under the Federal Arbitration Act in accordance with Section 11, this Agreement, the parties' rights under this Agreement, and the relationship between the parties under this Agreement are governed by, and will be interpreted in accordance with, the laws (statutory and otherwise) of the state of Texas (excluding any conflicts of laws principles).

2. Our Rights. Whenever this Agreement provides that we have a certain right, that right is absolute and the parties intend that our exercise of that right will not be subject to any limitation or review. We have the right to operate, administrate, develop, and change the System in any manner that is not specifically precluded by the provisions of this Agreement, although this right does not modify the requirements of Section 5.A(ii) and other express limitations set forth in this Agreement.

3. Our Reasonable Business Judgment. Whenever we reserve discretion in a particular area or where we agree to exercise our rights reasonably or in good faith, we will satisfy our obligations whenever we exercise "Reasonable Business Judgment" (as defined below) in making our decision or exercising our rights. Our decisions or actions will be deemed to be the result of "Reasonable Business Judgment," even if other reasonable or even arguably preferable alternatives are available, if our decision or action is intended, in whole or significant part, to promote or benefit the System generally even if the decision or action also promotes our financial or other individual interest. Examples of items that will promote or benefit the System include, without limitation, enhancing the value of the Marks, improving Customer service and satisfaction, improving product quality, improving uniformity, enhancing or encouraging modernization and improving the competitive position of the System.

H. Venue. Any dispute between you and us or any of our or your affiliates, including without limitation, your owners and guarantors, arising under, out of, in connection with or in relation to this Agreement, the parties' relationship, or your Business, including disputes not resolved through mediation, must be brought in the state or federal district court located in McLennan County, Texas. Both parties hereto irrevocably submit themselves to, and consent to, the jurisdiction of said courts and specifically waive any objection to the jurisdiction and venue of such courts. The parties specifically waive the right to remove any action brought in the state court of McLennan County, Texas to a federal district court. The provisions of this Section will survive the termination of this Agreement. The parties are aware of and acknowledge the business purposes and needs underlying the language of this Section, and with a complete understanding thereof, agree to be bound in the manner set forth.

I. **Jury Waiver. ALL PARTIES HEREBY WAIVE ANY AND ALL RIGHTS TO A TRIAL BY JURY IN CONNECTION WITH THE ENFORCEMENT OR INTERPRETATION BY JUDICIAL PROCESS OF ANY PROVISION OF THIS AGREEMENT, AND IN CONNECTION WITH ALLEGATIONS OF STATE OR FEDERAL STATUTORY VIOLATIONS, FRAUD, MISREPRESENTATION OR SIMILAR CAUSES OF ACTION OR ANY LEGAL ACTION INITIATED FOR THE RECOVERY OF DAMAGES FOR BREACH OF THIS AGREEMENT AND CLAIMS ARISING OUT OF THE PARTIES' RELATIONSHIP.**

J. **No Class or Consolidated Actions. ALL CLAIMS, CONTROVERSIES AND DISPUTES MAY ONLY BE BROUGHT BY THE FRANCHISEE ON AN INDIVIDUAL BASIS AND MAY NOT BE COMBINED OR CONSOLIDATED WITH ANY CLAIM, CONTROVERSY OR DISPUTE FOR OR ON BEHALF OF ANY OTHER FRANCHISEE OR BE PURSUED AS PART OF A CLASS ACTION**.

K. Waiver of Punitive and Consequential Damages. Except with respect to indemnification obligations hereunder with respect to third party claims and except for damages under the Lanham Act, you and us and our affiliates agree to waive, to the fullest extent permitted by law, the right to or claim for any consequential, indirect, special, punitive or exemplary damages against the other and agree that in the event of any dispute between them, each will be limited to the recovery of actual damages sustained. Notwithstanding anything herein to the contrary, each party waives, to the fullest extent permitted by law, the right to or claim for any punitive or exemplary damages against the other.

L. WAIVER OF CONSUMER RIGHTS. YOU WAIVE ANY RIGHTS YOU MAY HAVE UNDER THE TEXAS DECEPTIVE TRADE PRACTICES CONSUMER PROTECTION ACT, SECTION 17.41, ET SEQ., BUSINESS AND COMMERCE CODE, AND UNDER ANY OTHER SIMILAR LAW OF TEXAS OR ANY OTHER JURISDICTION THAT GIVES CONSUMERS SPECIAL RIGHTS AND PROTECTIONS. AFTER AN ADEQUATE OPPORTUNITY TO REVIEW THIS PROVISION INCLUDING THE OPPORTUNITY TO CONSULT WITH AN ATTORNEY OF YOUR OWN SELECTION, YOU VOLUNTARILY CONSENT TO THIS WAIVER.

M. Relationship of the Parties. You and we are independent contractors. Neither party is the agent, legal representative, partner, subsidiary, joint venturer or employee of the other. Neither party may obligate the other or represent any right to do so. This Agreement does not reflect or create a fiduciary relationship or a relationship of special trust or confidence.

N. Construction. The parties mutually agree that any ambiguities in this Agreement shall not be construed or interpreted more strictly against the drafting party.

O. Force Majeure. A party's failure of performance of this Agreement according to its terms will not be deemed a breach of this Agreement to the extent such failure was caused by events beyond a party's control and which could not be avoided by the exercise of due care including, but not limited to terrorism, strikes (except those caused by employees or agents), war, riots, civil disorder, and acts of government except as may be specifically provided for elsewhere in this Agreement. Nothing in this provision shall excuse a party from any obligations, or deprive any party of rights, that survive termination of this Agreement, including but not limited to those obligations and rights set forth in Sections 9.B and 9.D.

P. Adaptations and Variances. You acknowledge that complete and detailed uniformity under many varying conditions may not always be possible, practical, or in the best interest of the System. Accordingly, we have the right to vary the standards, specifications, and requirements for any franchised business based on conditions we deem important to the operation of such business and/or the System, as more particularly set forth in the Operations Manual. We are not required to grant you a like or other variation. You acknowledge that the obligations and rights of the parties to other agreements may differ materially from your rights and obligations under this Agreement.

Q. Notice of Potential Profit. You acknowledge that we and/or our affiliates may from time to time make a profit on our sales of goods or services to you for use in your Business. Further, we and/or our affiliates may from time to time receive rebates and/or other consideration from suppliers and/or manufacturers in respect of sales of goods or services to you or in consideration of services rendered or rights licensed to such persons. You agree that we and/or our affiliates are entitled to said rebates, profits and/or consideration and we may use same as we deem appropriate.

R. Anti-Terrorism Provision. You and each of your owners represent and warrant to us that: (i) neither you nor any owner is named, either directly or by an alias, pseudonym or nickname, on the lists of "Specially Designated Nationals" or "Blocked Persons" maintained by the U.S. Treasury Department's Office of Foreign Assets Control currently located at www.treas.gov/offices/ enforcement/ofac/; (ii) you and each owner will take no action that would constitute a violation of any applicable laws against corrupt business practices, against money laundering and against facilitating or supporting persons or entities who conspire to commit acts of terror against any person or entity, including as prohibited by the U.S. Patriot Act (currently located at www.epic.org/privacy/ terrorism/hr3162.html), U.S. Executive Order 13244 (currently located at www.treas.gov/offices/enforcement/ofac/sanctions/terrorism.html) or any similar laws; and (iii) you and each Owner shall immediately notify us in writing of the occurrence of any event or the development of any circumstance that might render any of the foregoing representations and warranties false, inaccurate or misleading.

S. Franchisor's Affiliates. You agree that except for any affiliate that guarantees our performance hereunder pursuant to a guarantee included in our Franchise Disclosure Document no other past, present or future director, officer, employee, incorporator, member, partner, stockholder, subsidiary, affiliate, controlling party, entity under common control, ownership or management, vendor, service provider, agent, attorney or representative of Mosquito Joe SPV LLC will have any liability for: (i) any obligations or liabilities of Mosquito Joe SPV LLC relating to or arising from this Agreement; (ii) any claim against Mosquito Joe SPV LLC based on, in respect of, or by reason of the relationship between you and Mosquito Joe SPV LLC; or (iii) any claim against Mosquito Joe SPV LLC based on any alleged unlawful act or omission of Mosquito Joe SPV LLC.

EACH PERSON SIGNING THIS AGREEMENT REPRESENTS AND WARRANTS THAT HE OR SHE IS AUTHORIZED TO BIND THE RESPECTIVE PARTY TO THIS AGREEMENT. THIS AGREEMENT IS NOT BINDING OR ENFORCEABLE UNTIL WE SIGN IT.

[*Signature Page Follows*]

IN WITNESS WHEREOF, the parties have executed this Franchise Agreement as of the dates written below.

FRANCHISEE:

____
________, individually

____
Date

FRANCHISOR:

MOSQUITO JOE SPV LLC, a Delaware limited liability company

BY: ____

____
Date

Schedule A to the Franchise Agreement

Data Sheet

1. **Franchisee:** ______________________________

____

____

____

Email: ________________________

Telephone: ____________________

Cell Phone: ____________________

2. **Owners.** You represent and warrant to us that the following persons are the only owners of Franchisee:

Name	Home Address	Percentage of Ownership	Principal Owner (Y/N)

The foregoing Principal Owners will be devoting their full time to the Business with _________________ being identified as the Managing Principal Owner. The Managing Principal Owner is a Principal Owner for all purposes under this Agreement, except that the Managing Principal Owner shall have primary responsibility for the management of the Business and shall have the authority to make all decisions on behalf of the Franchisee and the Managing Principal Owner's decisions will bind the Franchisee.

Within 10 days from the date of any and every change in the identity and/or ownership holdings of any owner of Franchisee (any such change being subject to the limitations and requirements of this Agreement, including Section 10) or a change in the identity of the Managing Principal Owner you must update this Data Sheet accordingly and provide us a copy of the updated Data Sheet.

3. **Territory.** ____

____

____

4. **Initial Franchise Fee:** $______________[1]

a. ______ Small Roll-In: No Discount

[1] Initial Franchise Fee equal to $42,500 for Territory with at least 25,000 to 35,000 Targeted Households, plus $1.00 per Targeted Household for every Targeted Household above 35,000, minus applicable discounts.

b. ______ Medium Roll-in and Large Roll-in: The above listed Initial Franchise Fee reflects a discount of 5% for each $125,000 of annual gross sales which Franchisee has attained in the Existing Business and has hereby rolled into the Business (pursuant to the Roll-In Addendum attached hereto as Schedule H), up to a maximum discount of fifty percent (50%).

5. **License Fees:** From and after you execute the Franchise Agreement, you begin to report Gross Sales and pay us a weekly license fee (the "License Fee") based on the previous week's Gross Sales, equal to the greater of (a) (i) 10% of Gross Sales for Gross Sales of up to $500,000 (in a calendar year, per Territory) and (ii) 7% of Gross Sales for Gross Sales above $500,000 (in the same calendar year, in the one Territory), or (b) the applicable Minimum License Fee described below:

	Weekly Minimum License Fees*		
	January– May	June -September	October– December
Year 3*	N/A	$325	N/A
Year 4	N/A	$400	N/A
Year 5 - End of Term	N/A	$500	N/A

*No Minimum License Fees apply during the year in which the Business begins operations or during the immediately following year, i.e., weeks 0 – 104 from the Franchise Agreement's effective date (the "Effective Date"). Year 3 is calculated as weeks 105 – 157 from the Effective Date; Year 4 is calculated as weeks 158 – 210 from the Effective Date; and Year 5 through the end of the Franchise Agreement's term is calculated as weeks 211 – 520 from the Effective Date. The weekly Minimum License Fees only apply in the months of June through September.

If you currently perform services that are related to, but distinguishable from the services to be performed by the Business, you may elect, if we consent, in our sole discretion, to exclude that work from your franchise by executing the Excluded Services Addendum attached hereto. If so, the services to be excluded must be specifically listed as Excluded Services performed by your Existing Business under the Excluded Services Addendum. If you do not currently perform these services or sales in an existing business but elect to start offering those services in the future, you will not have the option of excluding those services from the franchise.

6. **MAP Fee:** 2% of Gross Sales

7. **Direct Marketing Program Fees:** Current fees are as follows, which fees are subject to change by us upon notice:

a. **Set-Up Fee**: a one-time fee of $1,000.

b. **Annual Program Fee**: annual fee of $37,000, unless the Business achieves annual Gross Sales of at least $450,000 in a calendar year, in which case the Annual Program Fee for the immediately following calendar year will be reduced to $26,000. If you meet this Gross Sales threshold and pay the reduced Annual Program Fee, you must (i) still pay the Mailing List Fee and (ii) you must spend $6,000 in annual digital advertising fee-based services provided by us or our affiliates (through the SEO Program) or an approved supplier, which spend requirement includes the SEO Program Fees set forth below.

c. **Mailing List Fee**: annual fee of $0.05 per Targeted Household on the mailing list that we provide to you.

8. **SEO Program Fee**: currently $300 per month, but the fee is subject to change by us upon notice.

9. **Minimum Local Marketing Amounts:**

a. Annual minimum local marketing requirement: the greater of (i) $40,600 or (ii) 8% of prior year's Gross Sales. This requirement includes the Direct Marketing Program Fees and SEO Program Fee.

10. **Targeted Households located within the Territory: _____________________**

11. **Effective Date: ________________**

[SIGNATURES ON FOLLOWING PAGE]

FRANCHISEE:

____
________, individually

____
Date

FRANCHISOR:

MOSQUITO JOE SPV LLC
A Delaware limited liability company

BY: ____

____
Date

<u>Schedule B to the Franchise Agreement</u>

ACH FORM

ACH Origination services will not be considered until this application is
FILLED OUT COMPLETELY

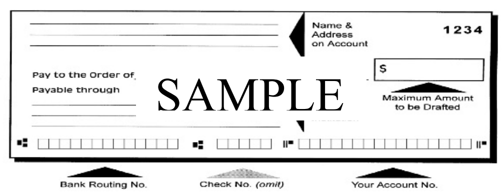
Date of Application:	Business Phone:
Franchise ID #:	Cell Phone:
Franchise Business Owner Name:	
Name of DBA:	
Contact Person:	Title:
Business Address:	
SPECIAL DRAFTING INSTRUCTIONS:	

Please complete blanks below with your banking information using the sample as a reference only, or attach a sample voided check that displays the required information.

We recommend attaching an image of a cancelled check, banking statement that clearly shows the routing and accounting number to ensure accuracy:

Name of Financial Institution:

Name and Address on Account:



Bank Routing No.:

Account No:

I hereby authorize MOSQUITO JOE SPV LLC ("Franchisor"), its affiliates, including Neighborly Assetco LLC, and the financial institution named above to initiate entries, including debit and credit entries, to my checking/savings account identified above periodically, including weekly, monthly, annually or as necessary, on a day specified from time to time by Franchisor to pay all fees, charges and any other amounts owed (including, License Fees, MAP fees, call center fees, late fees, interest charges, note payments, software fees and any other amounts owed) pursuant to the terms of the Franchise Agreement and all related agreements entered into with Franchisor and/or its affiliates, with License Fees and MAP fees to be in accordance with the weekly sales analysis submitted by me; and, if necessary, to initiate adjustments for any transactions credited in error. These debits are related to the operation of the franchised business and the amount of each debit will vary, including from week to week, to a maximum amount (if any) as set forth in the Franchise Agreement. The credits are the amounts due to the franchised business that Franchisor receives from third parties for services performed by the franchised business net of Franchisor's deductions for audit and any related administrative fees and/or credit entries to correct any debit entries that may have been made in error. This authority will remain in effect until I notify you in writing to cancel it in such time as to afford the financial institution a reasonable opportunity to act on such instructions. I can stop payment of any entry by notifying the financial institution at least 3 days before my account is scheduled to be charged. I can have the amount of an erroneous charge immediately credited to my account for up to 15 days following issuance of my statement by the financial institution or up to 60 days after deposit, whichever occurs first.

________________________ ____

Date Signature of Franchisee

Schedule C to the Franchise Agreement

PERSONAL GUARANTEE AND AGREEMENT TO BE BOUND PERSONALLY BY THE TERMS AND CONDITIONS OF THE FRANCHISE AGREEMENT

In consideration of the execution of the Franchise Agreement by us, and for other good and valuable consideration, the undersigned, for themselves, their heirs, successors, and assigns, do jointly, individually and severally hereby become surety and guarantor for the payment of all amounts and the performance of the covenants, terms and conditions in the Franchise Agreement, to be paid, kept and performed by the franchisee, including without limitation the arbitration and other dispute resolution provisions of the Franchise Agreement.

Further, the undersigned, individually and jointly, hereby agree to be personally bound by each and every condition and term contained in the Franchise Agreement, including but not limited to the provisions in Section 9, and agree that this Personal Guarantee will be construed as though the undersigned and each of them executed a Franchise Agreement containing the identical terms and conditions of the Franchise Agreement.

Each of the undersigned waives: (1) notice of demand for payment of any indebtedness or nonperformance of any obligations hereby guaranteed; (2) protest and notice of default to any party respecting the indebtedness or nonperformance of any obligations hereby guaranteed; and (3) any right he/she may have to require that an action be brought against the franchisee or any other person as a condition of liability.

In addition, each of the undersigned consents and agrees that: (1) the undersigned's liability will not be contingent or conditioned upon our pursuit of any remedies against the franchisee or any other person; and (2) such liability will not be diminished, relieved or otherwise affected by franchisee's insolvency, bankruptcy or reorganization, the invalidity, illegality or unenforceability of all or any part of the Franchise Agreement, or any amendment or extension of the Franchise Agreement, with or without notice to the undersigned. It is further understood and agreed by the undersigned that the provisions, covenants and conditions of this Guarantee will inure to the benefit of our successors and assigns.

FRANCHISEE: ________________________

PERSONAL GUARANTORS:

____
_______, individually
Address
City, State, Zip Code
Telephone

Schedule D to the Franchise Agreement

THIS SCHEDULE D DOES NOT APPLY TO CANDIDATES LOCATED IN, OR FRANCHISED BUSINESSES TO BE LOCATED IN, ANY OF THE FOLLOWING FRANCHISE REGISTRATION STATES: CA, HI, IL, IN, MD, MI, MN, NY, ND, RI, SD, VA, WA, WI.

ACKNOWLEDGMENT ADDENDUM TO MOSQUITO JOE FRANCHISE AGREEMENT

As you know, you and we are entering into a Franchise Agreement for the operation of a MOSQUITO JOE franchise. The purpose of this Acknowledgment Addendum is to determine whether any statements or promises were made to you that we have not authorized or that may be untrue, inaccurate or misleading, and to be certain that you understand the limitations on claims that may be made by you by reason of the offer and sale of the franchise and operation of your business. Please review each of the following statements carefully and confirm their accuracy or advise us of their inaccuracy.

Acknowledgments and Representations. I, the undersigned, hereby acknowledge and represent to Mosquito Joe SPV LLC, as follows:

1. I have received a copy of Mosquito Joe SPV LLC Franchise Disclosure Document (and all exhibits and attachments) (the “Disclosure Document”) at least fourteen calendar days prior to signing the Mosquito Joe® Franchise Agreement (the “Franchise Agreement”).
Please select one: ☐ **I Agree** ☐ **I Disagree**
If you disagree, please comment:____

2. I have reviewed carefully the Disclosure Document and Franchise Agreement.
Please select one: ☐ **I Agree** ☐ **I Disagree**
If you disagree, please comment:____

3. I understand all the information contained in both the Disclosure Document and Franchise Agreement.
Please select one: ☐ **I Agree** ☐ **I Disagree**
If you disagree, please comment:____

4. No oral, written or visual claim or representation was made to me that contradicted the disclosures in the Disclosure Document.
Please select one: ☐ **I Agree** ☐ **I Disagree**
If you disagree, please comment:____

5. Other than as expressly stated in Item 19 of the Disclosure Document, no employee or other person speaking on behalf of Mosquito Joe SPV LLC has made any oral, written or visual claim, statement, promise or representation to me that stated, suggested, predicted or projected sales,

revenues, expenses, earnings, income or profit levels at any MOSQUITO JOE business, or the likelihood of success at my franchised business.

Please select one: ☐ **I Agree** ☐ **I Disagree**

If you disagree, please comment:____

6. No employee or other person speaking on behalf of Mosquito Joe SPV LLC has made any statement or promise regarding the costs involved in operating a franchise that is not contained in the Disclosure Document or that is contrary to, or different from, the information contained in the Disclosure Document.

Please select one: ☐ **I Agree** ☐ **I Disagree**

If you disagree, please comment:____

7. I acknowledge and agree that except for the right granted to me to operate a Mosquito Joe Business within the Territory during the Franchise Agreement term so long as I am in compliance with the Franchise Agreement, Mosquito Joe SPV LLC and its affiliates reserve all other rights to the Marks and the System and they may engage in any activity whatsoever, whenever and wherever they desire, as set forth in the Franchise Agreement.

Please select one: ☐ **I Agree** ☐ **I Disagree**

If you disagree, please comment:____

8. The Franchise Agreement together with the addenda and appendices thereto constitutes the entire agreement between me and Mosquito Joe SPV LLC concerning the franchise for the MOSQUITO JOE Business and supersedes any and all prior negotiations, understandings representations, and agreements, which means that any prior oral or written statements not set out in the Franchise Agreement or Disclosure Document will not be binding. However, nothing in the Franchise Agreement or any related agreement is intended to disclaim the representations Mosquito Joe SPV LLC made in the Disclosure Document it furnished to me.

Please select one: ☐ **I Agree** ☐ **I Disagree**

If you disagree, please comment:____

9. I acknowledge and agree that in entering into the Franchise Agreement I have not relied on and am not relying on any representations, warranties or other statements whatsoever, whether written or oral other than those included in the Franchise Agreement and the Disclosure Document (including any exhibits, addenda, amendments and attachments) and that I will not have any right or remedy rising out of any representation, warranty or other statement not expressly set out in the Franchise Agreement and the Disclosure Document (including any exhibits, addenda, amendments and attachments). I am entering into the Franchise Agreement as a result of my own independent investigation of the franchised business and not as a result of any representations about MOSQUITO JOE system made by MOSQUITO JOE SPV LLC's shareholders, officers, members, managers, directors, employees, agents, representatives, independent contractors, or franchisees that are contrary to the terms set forth in the Franchise Agreement or in any disclosure document given to me pursuant to applicable law. I UNDERSTAND THAT I SHOULD NOT SIGN THE FRANCHISE AGREEMENT IF I BELIEVE MOSQUITO JOE SPV LLC OR ANY

OF ITS REPRESENTATIVES HAVE PROMISED ME SOMETHING THAT IS NOT PART OF THE FRANCHISE AGREEMENT, ANY ATTACHED EXHIBIT, SCHEDULE OR ADDENDUM OR THE FRANCHISE DISCLOSURE DOCUMENT.

Please select one: ☐ **I Agree** ☐ **I Disagree**

If you disagree, please comment:____

10. I understand that the success or failure of my MOSQUITO JOE Business will depend in large part upon my skills and experience, my business acumen, my location, the local market for products and services under the MOSQUITO JOE trademarks, interest rates, the economy, inflation, taxes, the number of employees I hire and their compensation, the extent to which I follow established systems, policies and guidelines, the cost of capital and the extent to which I finance the business operations, my contractual arrangements with suppliers, landlord and professional advisors, competition and other economic and business factors. Further, I understand that the economic and business factors that exist at the time I open my MOSQUITO JOE Business may change.

Please select one: ☐ **I Agree** ☐ **I Disagree**

If you disagree, please comment:____

11. I understand that I am bound by the non-compete covenants (both in-term and post-term) and that an injunction is an appropriate remedy to protect the interest of the MOSQUITO JOE system if I violate the covenant(s). Further, I understand that any actions in violation of the covenants by those holding any interest in the franchisee entity may result in an injunction, default and termination of the Franchise Agreement.

Please select one: ☐ **I Agree** ☐ **I Disagree**

If you disagree, please comment:____

12. I understand that any training, support, guidance or tools Mosquito Joe SPV LLC provides to me as part of the franchise are for the sole purpose of protecting the MOSQUITO JOE brand and Marks and the Intellectual Property associated with the System and to assist me in the operation of my business and not for the purpose of controlling or in any way intended to exercise or exert control over my decisions or day-to-day operations of my business, including my sole responsibility for the hiring, wages and other compensation (including benefits), training, supervision and termination of my employees and all other employment and employee related matters.

Please select one: ☐ **I Agree** ☐ **I Disagree**

If you disagree, please comment:____

13. On the receipt pages of my Disclosure Document I identified ______________________________ as the franchise sellers involved in this franchise sales process (these are the company representatives who offered me my franchise). The franchise sellers identified above are the only franchise sellers involved with this transaction.

Please select one: ☐ **I Agree** ☐ **I Disagree**

If you disagree, please comment:____

____

14. I have been advised to seek professional assistance, to have legal, financial and/or other professional advisors review the documents, and to consult with other franchise owners regarding the risks associated with the purchase of the franchise.
Please select one: ☐ **I Agree** ☐ **I Disagree**
If you disagree, please comment:____
____
____

IF MORE SPACE IS NEEDED TO RESPOND TO ANY REPRESENTATION, CONTINUE ON A SEPARATE SHEET AND ATTACH.

I UNDERSTAND THAT MY ANSWERS ARE IMPORTANT AND THAT MOSQUITO JOE SPV LLC WILL RELY ON THEM. BY SIGNING THIS ADDENDUM, I REPRESENT THAT I HAVE CONSIDERED EACH REPRESENTATION CAREFULLY AND RESPONDED FULLY AND TRUTHFULLY.

NOTE: IF THE RECIPIENT IS A CORPORATION, PARTNERSHIP, LIMITED LIABILITY COMPANY OR OTHER ENTITY, EACH OF ITS PRINCIPAL OWNERS MUST EXECUTE THIS ACKNOWLEDGMENT.

All representations requiring prospective franchisees to assent to a release, estoppel or waiver of liability are not intended to nor shall they act as a release, estoppel or waiver of any liability incurred under any applicable law that prohibits releases, estoppels or waivers of liability under such law. Should one or more clauses of this Addendum be held void or unenforceable for any reason by any court of competent jurisdiction, such clause or clauses will be deemed to be separable in such jurisdiction and the remainder of this Addendum shall be valid and in full force and effect. **Do not sign** this Acknowledgement if you are a resident of Maryland or the franchise is to be operated in Maryland.

FRANCHISEE:

____
________, individually

____
Date

Schedule E to the Franchise Agreement

TELEPHONE NUMBER AND INTERNET AGREEMENT

____
(Name of Telephone Company)

____
(Address)

____
(City, State, Zip)

This TELEPHONE NUMBER AND INTERNET AGREEMENT, ASSIGNMENT AND POWER OF ATTORNEY ("Assignment") is made pursuant to the terms of the Franchise Agreement dated ___________ ("Agreement") by and between MOSQUITO JOE SPV LLC ("Franchisor") and ______________________ ("Franchisee"), authorizing Franchisee to use Franchisor's Marks and System in the operation of a business offering services and products for controlling undesirable outdoor insects, such as mosquitoes, ticks, and fleas, and related products and services (the "Franchised Business") in and for the Territory. Capitalized terms used herein without a definition shall have the meaning assigned to them in the Agreement.

For value received, Franchisee hereby irrevocably assigns to Franchisor all telephone listings and numbers at any time used by Franchisee in any printed or internet telephone directory in connection with the operation of the Franchised Business in the Territory, whether now-existing or adopted by Franchisee in the future, (collectively "Telephone Listings") and all email addresses, domain names, social media accounts and comparable electronic identities that use the Marks or any portion of them at any time used by Franchisee in connection with any Internet directory, website or similar item in connection with the operation of the Franchised Business, whether now-existing or adopted by Franchisee in the future, (collectively "Internet Listings") (collectively referred to herein as "Listings"). From time to time upon Franchisor's request, Franchisee agrees to promptly provide a complete list of all Listings to Franchisor (in such format and level of detail as required by Franchisor).

Franchisee shall have the right to use the Listings only in connection with advertising and promoting the Franchised Business in the Territory. Franchisee agrees to pay all amounts pertaining to the use of the Listings incurred by it when due. Upon expiration or termination of the Agreement for any reason, Franchisee's right of use of the Listings shall terminate. In the event of termination or expiration of the Agreement, Franchisee agrees to pay all amounts owed in connection with the Listings, including all sums owed under existing contracts for telephone directory advertising and to immediately at Franchisor's request, (i) take any other action as may be necessary to transfer the Listings and numbers to Franchisor or Franchisor's designated agent, (ii) install and maintain, at Franchisee's sole expense, an intercept message, in a form and manner acceptable to Franchisor, on any or all of the Listings; (iii) disconnect the Listings; and/or (iv) cooperate with Franchisor or its designated agent in the removal or relisting of any telephone directory or directory assistance listing, Internet directory, website, social media account or advertising, whether published or online.

Franchisee agrees that Franchisor may require that all telephone numbers and telephone and internet equipment and service must be owned or provided by Franchisor or a supplier approved by Franchisor and that Franchisor has the right to require Franchisee to "port" or transfer to Franchisor or an approved call routing and tracking vendor all phone numbers associated with the Franchised Business or published in any print or online directory, advertisement, marketing or promotion associated with the Marks.

Franchisee appoints Franchisor as Franchisee's attorney-in-fact, to act in Franchisee's place, for the purpose of assigning any Listings covered by this Assignment to Franchisor or Franchisor's designated agent or taking any other actions required of Franchisee under this Assignment. Franchisee grants Franchisor full authority to act in any manner proper or necessary to the exercise of the foregoing powers, including full power of substitution and execution or completion of any documents required or requested by any telephone or other company to transfer such Listings, and Franchisee ratifies every act that Franchisor may lawfully perform in exercising those powers. This power of attorney shall be effective for a period of two (2) years from the date of expiration, cancellation or termination of Franchisee's rights under the Agreement for any reason. Franchisee intends that this power of attorney be coupled with an interest. Franchisee declares this power of attorney to be irrevocable and renounces all rights to revoke it or to appoint another person to perform the acts referred to in this instrument. This power of attorney shall not be affected by the subsequent incapacity of Franchisee. This power of attorney is created to secure performance of a duty to Franchisor and is for consideration.

FRANCHISEE:

____
________, individually

____
Date

Schedule F to the Franchise Agreement

CONFIDENTIALITY AGREEMENT

This **CONFIDENTIALITY AGREEMENT** is entered into by the undersigned, ____________________ ("you"), for the benefit of **MOSQUITO JOE SPV LLC**, a Delaware limited liability company having a principal place of business at 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452 ("Franchisor"); and __________________ ("Franchisee");

WHEREAS, you are associated with Franchisee as a spouse or owner of Franchisee;

WHEREAS, Franchisor intends to enter into a Franchise Agreement (the "Franchise Agreement") pursuant to which Franchisor will grant Franchisee (or a legal entity owned and/or controlled by Franchisee) a license to use Franchisor's trademarks, services marks, logos and other indicia of origin (the "Marks") and Franchisor's methods of operation (the "System") in connection with the operation of a business offering services and products for controlling undesirable outdoor insects and related products and services (the "Franchise") in and for a specified geographical area described in the Franchise Agreement. (Capitalized terms used herein without a definition shall have the same meaning as assigned to them in the Franchise Agreement); and

WHEREAS, Franchisor has undertaken, at considerable effort and expense, to create the System which will be revealed to Franchisee pursuant to the Franchise Agreement and you either will be involved in the operation of the franchise, or, if a spouse of Franchisee, may not intend to hold an ownership interest in the Franchise or be actively involved in the operation of the Franchise but through your relationship with Franchisee, will be exposed to and learn many procedures, techniques and other matters that are identified and treated by Franchisor as confidential, proprietary or trade secret, including, without limitation, information regarding the operational, sales, and marketing methods and techniques of Franchisor, which are beyond your skills and experience ("Confidential Information"); and

WHEREAS, You agree that you will receive material benefit from Franchisor entering into the Franchise Agreement with Franchisee. In exchange for that good consideration, you agree to execute and be bound by this Agreement, including the noncompetition covenant set forth herein.

NOW, THEREFORE, you hereby agree as follows:

1. Acknowledgement of Confidentiality Obligation. You acknowledge that through your association or relationship with Franchisee, you will receive valuable Confidential Information that provides a competitive advantage in the development of the Franchise. You acknowledge and agree that the Confidential Information and any Operations Manual are confidential and proprietary in nature and contain trade secrets belonging to Franchisor and that all such tangible evidence of Confidential Information is a property right of great value to Franchisor. You hereby agree to be bound by the provisions of the Franchise Agreement related to confidentiality and protection of trade secrets, including but not limited to Section 5.H of the Franchise Agreement, to the same extent as if a party to the Franchise Agreement.

2. Non-Use. You agree not to (a) use Confidential Information without prior written approval from Franchisor or as otherwise permitted by the Franchise Agreement, or (b) do or perform any other act injurious to the goodwill associated with the Marks and the System.

3. Non-Disclosure. Without prior written approval from Franchisor, you agree not to disclose, communicate or divulge any Confidential Information for your benefit or for the benefit of any other third party, including, without limitation, a competitor of the Franchise and/or Franchisor.

4. Exclusions. Confidential Information does not include and this Agreement does not apply to information that you can establish by reliable documentary evidence (a) was previously known by you, (b) is or becomes part of the public domain other than through your wrongful act, (c) is otherwise lawfully in your hands by a means other than breach of this Agreement or (to your knowledge) third party's breach of its confidentiality obligation to Franchisor, or (d) is sought pursuant to a subpoena or written discovery ("Process"); provided that Franchisor shall be immediately notified of the receipt of the Process, whereupon Franchisor has the right to request that Franchisee and/or you delete the Confidential Information from the scope thereof, and if Franchisee or you refuse, then Franchisor may seek any and all available remedies, including, without limitation, commencing proceedings to enjoin the disclosure of Confidential Information or intervening impending proceedings to seek the entry of protective orders or other appropriate relief. Nothing in this Agreement shall be construed to interfere with a party's obligations to comply with lawful court orders; however, no disclosure of Confidential Information by a party pursuant thereto shall be deemed to place the Confidential Information in the public domain or to relieve the party from the future performance of all its confidentiality obligations under this Agreement, absent express orders of the court to the contrary.

5. Covenant Not to Compete. Except as otherwise approved in writing by Franchisor, you may not, directly or indirectly, through, on behalf of, or in conjunction with, any other person, partnership, or legal entity, own, maintain, operate, or engage or participate in, inure benefit to, or have any financial interest, either as an officer, agent, employee, principal, partner, director, shareholder or any other individual or representative capacity, in any corporation, partnership or other legal entity that engages in any business that is the same as or similar to the Franchise, or is otherwise in competition with the business of Franchisor or Franchisor's franchisees, that engages in the distribution of similar products, services and/or equipment and that is located (a) anywhere, while the Franchise Agreement is in effect or (b) (i) within the territory specified on the Data Sheet to the Franchise Agreement, (ii) within a 25-mile radius of the outer boundary of such territory, or (iii) inside the territory of another MOSQUITO JOE business, in each case during a period of two (2) years commencing with the earlier of the termination of the Franchise Agreement or the date on which you cease to be associated with Franchisee (or the individual who is the principal of a legal entity identified as Franchisee) whether because of a termination of an employment arrangement or marriage or otherwise, which period shall be extended by any period of non-compliance. You further agree that upon Franchisor's request you shall make his/her personal and business records available for inspection by Franchisor to determine your compliance with this provision.

6. Customer Non-Solicitation Covenant. In addition, you agree that during the term of the Franchise Agreement and for a period of one year commencing with the earlier of the termination of the Franchise Agreement or the date on which you cease to be associated with Franchisee (or the individual who is the principal of a legal entity identified as Franchisee) whether because of a termination of an employment arrangement or marriage or otherwise, you will not, without our prior written consent, directly or indirectly, for yourself or on behalf of any other person, divert, or attempt to divert, any business or customer of the Business or any other MOSQUITO JOE Business to any competitor by direct or indirect inducement.

7. Scope of Covenants. The parties agree that each of the foregoing covenants in Section 5 and Section 6 will be construed as independent of any other covenant or provision of this Agreement. To the extent anyone successfully contests the validity or enforceability of any part of Section 5 or Section 6 in its present form predicated upon the scope of coverage, this provision will not be deemed invalid or unenforceable, but will instead be deemed modified, so as to be valid and enforceable, to provide

coverage for the maximum scope that any court of competent jurisdiction or arbitrator will deem reasonable and necessary to protect Franchisor's legitimate interests.

8. Choice of Law and Jurisdiction. This Agreement shall be governed by the internal laws of the State of Texas, without regard to conflicts of laws provisions. You agree that any litigation or legal action to enforce or relating to this Agreement shall be filed in Waco, McLennan County, Texas. You hereby consent to the jurisdiction of such Courts and further agree to waive any rights or objections to the jurisdiction or venue of any such actions when filed in such Courts.

9. Legal Fees and Costs. Any unauthorized disclosure following execution of this Agreement may be cause for suit for injunctive relief and damages. If you breach this Agreement, you shall pay reasonable attorney's fees and other costs incurred by Franchisor and/or Franchisee in enforcing the provisions of this Agreement. If any legal proceeding is commenced to enforce or interpret any provision of this Agreement, the prevailing party will be entitled to recover reasonable attorney's fees and all costs and disbursements allowed by law.

10. Defend Trade Secrets Act of 2016 Disclosure. 18 U.S.C. § 1833(b) states: "An individual shall not be held criminally or civilly liable under any Federal or State trade secret law for the disclosure of a trade secret that—(A) is made—(i) in confidence to a Federal, State, or local government official, either directly or indirectly, or to an attorney; and (ii) solely for the purpose of reporting or investigating a suspected violation of law; or (B) is made in a complaint or other document filed in a lawsuit or other proceeding, if such filing is made under seal." Accordingly, the Parties to this Agreement have the right to disclose in confidence trade secrets to Federal, State, and local government officials, or to an attorney, for the sole purpose of reporting or investigating a suspected violation of law. The Parties also have the right to disclose trade secrets in a document filed in a lawsuit or other proceeding, but only if the filing is made under seal and protected from public disclosure. Nothing in this Agreement is intended to conflict with 18 U.S.C. § 1833(b) or create liability for disclosures of trade secrets that are expressly allowed by 18 U.S.C. § 1833(b).

11. Entire Agreement. This Agreement sets forth the entire understanding among you, Franchisor and Franchisee with respect to its subject matter and cannot be changed except by written instrument signed by you, Franchisor and Franchisee. There are no representations of any kind except as contained herein. This Agreement will be binding upon and inure to the benefit of the parties, their legal representatives, successors, and assigns.

____
Signature, individually

____
Date

Schedule G to the Franchise Agreement

PROMISSORY NOTE AND SECURITY AGREEMENT

DATE: _______

DEBTOR: __________

DEBTOR'S MAILING ADDRESS: ___________

SECURED PARTY: MOSQUITO JOE SPV LLC
a Delaware limited liability company, or its successors or assigns

SECURED PARTY'S MAILING ADDRESS: 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452

PRINCIPAL:__________ AND 00/100 DOLLARS ($____.__)

INTEREST: ____________ percent (____%) per annum on unmatured, unpaid PRINCIPAL beginning thirty (30) days before the due date of the first payment and the maximum legal rate of interest on matured, unpaid amounts from the date of maturity.

TERMS OF PAYMENT:

The principal and interest of this note shall be payable in monthly installments of ______________________ **AND** 00/100 **DOLLARS ($_______)** each, beginning on _____________ and continuing on the first day of each month thereafter until ______________, on which date the entire principal balance, any accrued, unpaid interest and all other amounts payable under this document are due in full. By execution of the ACH Form attached to the Franchise Agreement entered into by and between DEBTOR and SECURED PARTY (the "Franchise Agreement"), DEBTOR authorizes SECURED PARTY and the financial institution named thereon to make the foregoing payments from DEBTOR'S account until DEBTOR cancels such automatic draft in accordance with the terms of the Authorization or this note is paid in full.

DEBTOR promises to pay PRINCIPAL and INTEREST according to the above TERMS OF PAYMENT to the order of SECURED PARTY. This note may be prepaid in any amount at any time before maturity without penalty. Installments shall continue to be payable regularly after any partial payment unless and until this note has been fully paid. INTEREST shall be calculated on the unpaid PRINCIPAL to the date of any payment or prepayment, with that payment or prepayment being credited first to pay the accrued INTEREST and then to reduce the PRINCIPAL.

If DEBTOR defaults in the payment of any indebtedness or the performance of any obligations under this document or any document collateral to it, including, without limitation, the Franchise Agreement, or DEBTOR sells, assigns or transfers the Franchise Agreement or any interest therein or in the franchise granted thereunder to a third party, SECURED PARTY may declare the entire unpaid PRINCIPAL and earned INTEREST and any other amounts payable under this document immediately due. DEBTOR and each surety, endorser and guarantor waive all demands for payment, presentations for payment, notices of intention to accelerate, notices of acceleration, protests and notices of protest to the extent permitted by law.

If this document or any document collateral to it, including, without limitation, the Franchise Agreement, is given to an attorney for collection or enforcement, is collected or enforced after suit is brought for that purpose or is collected or enforced through probate, bankruptcy or other judicial proceeding, DEBTOR shall pay SECURED PARTY all costs of collection and enforcement (including, without limitation, reasonable attorney's fees and court costs) in addition to amounts due. Reasonable attorney's fees shall be ten percent (10%) of all amounts due unless plead otherwise.

Interest on any indebtedness under this document or any document collateral to it shall not exceed the maximum amount of nonusurious interest that may be contracted for, taken, reserved, charged or received under law. Any interest in excess of that maximum amount shall be credited on the principal of the indebtedness or, if that has been paid, refunded. Any such excess resulting from any acceleration or prepayment shall be canceled automatically or, if already paid, credited on the unpaid principal of the indebtedness or, if the principal of the indebtedness has been paid, refunded. This provision overrides other provisions in this and all other instruments related hereto.

If any installment of this note is not paid within thirty (30) days of its due date, a late charge in the amount of TEN AND NO/100 DOLLARS ($10.00) per payment per day will be paid by DEBTOR upon demand as compensation for any expense or inconvenience incurred in collecting that delinquent installment. DEBTOR is not hereby authorized to be delinquent in paying any installment. Any demand for a late charge shall not affect any other remedies available.

If any draft or check is returned by DEBTOR'S financial institution for insufficient funds or any other reason, SECURED PARTY is entitled to reimbursement from DEBTOR in the amount of FIFTY AND 00/100 DOLLARS ($50.00) per draft or check. Any demand for reimbursement shall not in any manner affect any other remedies available.

COLLATERAL:

All right, title and interest of DEBTOR to all fixtures, furniture, leasehold improvements, furnishings, materials, supplies, equipment, goods, machinery, general intangibles, money, accounts, inventory, chattel paper, documents, instruments, commercial tort claims, deposit accounts, investment property, letter-of-credit rights, letters of credit and other personal property of any kind whatsoever, whether now or hereafter existing, arising, acquired or used by DEBTOR in any manner in connection with the MOSQUITO JOE franchise operated by DEBTOR under the Franchise Agreement or any other business which has provided or is providing services related to controlling undesirable outdoor insects, such as mosquitoes, ticks, and fleas, and performance of related services and repairs for residential and commercial customers; and all replacements, betterments, substitutions, renewals, additions, products and proceeds thereto or therefrom.

GRANT OF SECURITY INTEREST:

DEBTOR grants SECURED PARTY a security interest in the COLLATERAL to secure the payment of all indebtedness owed and the performance of all obligations performable by DEBTOR to or for SECURED PARTY (including, without limitation, all indebtedness and obligations under this document or any document collateral to it).

SECURED PARTY's sole duty with respect to the custody, safekeeping and physical preservation of COLLATERAL in its possession or under its control will be to use reasonable care in the custody and preservation of such COLLATERAL. DEBTOR agrees that SECURED PARTY will be deemed to have used reasonable care in the custody and preservation of COLLATERAL if SECURED PARTY deals with such COLLATERAL in the same manner as SECURED PARTY deals with similar property for its own account and, to the extent permitted by applicable law. SECURED PARTY need not take any steps to preserve rights against any other person or entity. Neither SECURED PARTY nor any of its directors, officers, managers, members, employees or agents will be liable for failure to demand, collect or realize upon the COLLATERAL or will be under any obligation to sell or otherwise dispose of any COLLATERAL.

DEBTOR confirms that value has been given, that DEBTOR has rights in the COLLATERAL, and that DEBTOR and SECURED PARTY have not agreed to postpone the time for attachment of the security interest to any of the COLLATERAL. In respect of COLLATERAL which is acquired after the execution date of this Promissory Note and Security Agreement, the time for attachment will be the time when DEBTOR acquires such COLLATERAL.

SECURED PARTY may (and DEBTOR hereby authorizes SECURED PARTY to) execute and file such financing statements and other documents as SECURED PARTY may at any time deem appropriate to perfect the foregoing security interest. Without limiting the generality of the foregoing, DEBTOR authorizes SECURED PARTY to file financing statements designating the collateral as “all personal property” or “all assets” of DEBTOR, and authorizes, ratifies and approves any financing statement filed by SECURED PARTY on or prior to the date of this document.

DEBTOR’S WARRANTIES AND COVENANTS:

DEBTOR warrants, represents and covenants that: 1) No financing statement covering the COLLATERAL is filed in any public office; 2) DEBTOR is validly existing and in good standing under the laws of the state of its jurisdiction of organization, and the execution and delivery of this document by DEBTOR and the performance of its obligations hereunder have been duly authorized by all necessary action in accordance with applicable laws; 3) DEBTOR owns the COLLATERAL, free and clear of all liens other than liens in favor of SECURED PARTY, and has the authority to grant this security interest; 4) none of the COLLATERAL is or will be affixed to real estate, an accession to any goods, commingled with other goods, or a fixture, accession or part of a product or mass with other goods; 5) all information about DEBTOR’S financial condition provided to SECURED PARTY was accurate when submitted, as will be any information subsequently provided; 6) DEBTOR will defend the COLLATERAL against all claims and demands adverse to SECURED PARTY’S interest in it; 7) the COLLATERAL will remain in DEBTOR’S possession or control at all times; 8) DEBTOR will maintain the COLLATERAL in good condition and protect it against misuse, abuse, waste and deterioration except for ordinary wear and tear resulting from its intended use; 9) DEBTOR will insure the COLLATERAL in accordance with SECURED PARTY’S reasonable requirements regarding choice of carrier, casualties insured against and amount of coverage; 10) insurance policies will be written in favor of DEBTOR and SECURED PARTY according to their respective interests or according to SECURED PARTY’S other requirements; 11) all insurance policies shall provide that the SECURED PARTY will receive at least ten (10) days’ notice before cancellation, and the policies or certificates evidencing them will be provided to SECURED PARTY when issued; 12) DEBTOR assumes all risk of loss or damage to the COLLATERAL to the extent of any deficiency in insured coverage; 13) DEBTOR irrevocably appoints SECURED PARTY as DEBTOR’S attorney-in-fact to collect on DEBTOR’S behalf any returned unearned premiums and proceeds of any insurance on the COLLATERAL and to endorse any draft or check deriving from the policies and made payable to DEBTOR; 14) DEBTOR will pay all expenses incurred by SECURED PARTY in negotiating, obtaining, preserving, perfecting, defending and enforcing this document, any document collateral to it or the COLLATERAL (expenses for which DEBTOR is liable include, without limitation, taxes, assessments, reasonable attorney’s fees and other legal expenses, these expenses will bear interest from the dates of payments at the highest legal rate of interest, and DEBTOR will pay SECURED PARTY this interest on demand at a time and place reasonably specified by SECURED PARTY); 15) DEBTOR will sign any papers that SECURED PARTY considers necessary to obtain, maintain and perfect this security interest or to comply with any relevant law, including, without limitation, such documents as may be required to have the security interest granted hereunder properly noted on a certificate of title; 16) DEBTOR will immediately notify SECURED PARTY in writing of any material change in the COLLATERAL, of any change in DEBTOR'S name, address or location, of any change in any matter warranted or represented in this document or any document collateral to it, of any change that may affect the security interest in the COLLATERAL, or perfection thereof, and of any event of default; 17) without SECURED PARTY'S prior written consent, DEBTOR will not sell, transfer or encumber any of the COLLATERAL other than sales of inventory in the ordinary course of business; 18) DEBTOR will maintain accurate books and records covering the COLLATERAL; and 19) DEBTOR will furnish SECURED PARTY any requested information related to the COLLATERAL and DEBTOR will allow SECURED PARTY, at any time and place, to inspect the COLLATERAL and all records describing or related to the COLLATERAL.

RIGHTS AND REMEDIES OF SECURED PARTY:

Regardless of whether or not DEBTOR is in default hereunder, SECURED PARTY may: 1) release any COLLATERAL in SECURED PARTY'S possession to any debtor, temporarily or otherwise; 2) take control of any proceeds generated by the COLLATERAL, such as refunds from and proceeds of insurance, and reduce any part of the owed indebtedness accordingly or permit DEBTOR to use such funds to repair or replace damaged/destroyed COLLATERAL; 3) contact account debtors directly to verify information furnished by DEBTOR; 4) notify obligors on the COLLATERAL to pay SECURED PARTY directly and reduce any part of the owed indebtedness accordingly; and 5) as DEBTOR'S agent, endorse any documents or chattel paper that is COLLATERAL or that represents proceeds of COLLATERAL.

SECURED PARTY has no obligation to collect any account and will not be liable for failure to collect any account or for any act or omission on the part of SECURED PARTY or SECURED PARTY'S officers, agents or employees, except willful misconduct. If DEBTOR fails to maintain insurance as required, SECURED PARTY may purchase single-interest insurance coverage that will protect only SECURED PARTY. If SECURED PARTY purchases this insurance, the insurance premiums will become part of the indebtedness owed by DEBTOR to SECURED PARTY under this document.

EVENTS OF DEFAULT:

Each of the following conditions is an event of default: 1) if DEBTOR defaults in the timely payment or performance of any indebtedness, obligation, covenant or liability in this document, in any document collateral to it, including, without limitation, the Franchise Agreement, or in any other agreement between DEBTOR and SECURED PARTY and fails to cure the same within the applicable cure period (if any); 2) if any warranty, covenant or representation made to SECURED PARTY by or on behalf of DEBTOR proves to have been false or incomplete in any material respect when made; 3) if a receiver is appointed for DEBTOR or any of the COLLATERAL or if the COLLATERAL is assigned for the benefit of creditors or, to the extent permitted by law, if bankruptcy or insolvency proceedings are commenced against or by DEBTOR, any partnership of which DEBTOR is a general partner or any maker, drawer, acceptor, endorser, guarantor, surety, accommodation party or other person liable on or for any part of the indebtedness owed or obligations performable by DEBTOR under this document or any document collateral to it; 4) if any lien attaches to any of the COLLATERAL other than any lien granted in favor of SECURED PARTY; and 5) if any of the COLLATERAL is lost, stolen, damaged or destroyed, unless it is promptly restored or replaced with collateral of like quality.

REMEDIES OF SECURED PARTY ON DEFAULT:

During the existence of any event of default, SECURED PARTY may declare the unpaid PRINCIPAL and earned INTEREST and all other amounts payable under this document immediately due in whole or part, enforce the payment of indebtedness and performance of obligations by DEBTOR under this document and any document collateral to it and exercise any rights and remedies granted by this document, any document collateral to it or by applicable law (including, without limitation, the Texas Uniform Commercial Code), including, without limitation, the following: 1) require DEBTOR to deliver to SECURED PARTY all books and records relating to the COLLATERAL; 2) require DEBTOR to assemble the COLLATERAL and make it available to SECURED PARTY at a place reasonably convenient to both parties; 3) take possession of any of the COLLATERAL and for this purpose enter any premises where it is located; 4) sell, lease or otherwise dispose of any of the COLLATERAL in accord with the rights, remedies and duties of a secured party under Chapters 2 and 9 of the Texas Uniform Commercial Code after giving notice as required by those chapters; 5) surrender any insurance policies covering the COLLATERAL and receive the unearned premium; 6) apply any proceeds from disposition of the COLLATERAL after default in the manner specified in Chapter 9 of the Texas Uniform Commercial code, including, without limitation, payment of SECURED PARTY'S reasonable attorney's fees and court expenses; and; 7) if disposition inadequate, collect the deficiency.

GENERAL PROVISIONS:

1. SECURED PARTY'S rights under this document shall inure to the benefit of its successors and assigns.

2. Neither delay in exercise nor partial exercise of any of SECURED PARTY'S remedies or rights shall waive further exercise of those remedies or rights. SECURED PARTY'S failure to exercise remedies or rights does not waive subsequent exercise of those remedies or rights. SECURED PARTY'S waiver of any default does not waive further default. SECURED PARTY may remedy any default without waiving the default. The rights, remedies, powers, and privileges herein provided are cumulative and not exclusive of any rights, remedies, powers, and privileges provided by law.

3. If DEBTOR fails to perform any of DEBTOR'S obligations, SECURED PARTY may perform those obligations and be reimbursed by DEBTOR on demand for any sums so paid (including, without limitation, attorney's fees and other legal expenses) plus interest on those sums from the dates of payment at the maximum legal rate of interest. The sum to be reimbursed shall be secured by the security interest under this document.

4. This document constitutes the entire contract between DEBTOR and SECURED PARTY with respect to the subject matter hereof and supersedes all previously executed agreements and understandings, oral or written, with respect thereto. No provisions of this document shall be modified or limited except by written agreement executed by both parties.

5. The unenforceability of any provision will not affect the enforceability or validity of any other provision.

6. This document and the agreement evidenced hereby is to be construed according to Texas laws. All indebtedness is payable and all obligations are performable in Waco, McLennan County, Texas.

7. A carbon, photographic, electronic or other reproduction of this Promissory Note and Security Agreement or any financing statement covering the COLLATERAL is sufficient as a financing statement.

8. If the COLLATERAL is sold after default, recitals in the transfer document will be prima facie evidence of their truth, and all prerequisites to the sale specified herein and by the Texas UCC will be presumed satisfied.

9. The security interest under this document shall neither affect nor be affected by any other security for any of the indebtedness owed or obligations performable by DEBTOR under this document or any document collateral to it. Neither extensions of any of that indebtedness or those obligations nor releases of any of the COLLATERAL will affect the priority or validity of the security interest under this document.

10. Foreclosure of the security interest under this document by suit shall not limit SECURED PARTY'S remedies, including, without limitation, the right to sell the COLLATERAL. All remedies of SECURED PARTY may be exercised at the same or different times, and no remedy shall be a defense to any other. SECURED PARTY'S rights and remedies include all those granted in this document, by law or otherwise.

11. DEBTOR'S appointment of SECURED PARTY as DEBTOR'S attorney-in-fact or agent is coupled with an interest and will specifically survive any death or disability of DEBTOR.

12. As used in this document and unless the context requires another construction, the masculine, feminine and neuter gender shall each include the others and the singular and plural case shall each include the other.

13. DEBTOR acknowledges receipt of an executed copy of this document. DEBTOR waives the right to receive any amount that it may now or hereafter be entitled to receive (whether by way of damages, fine, penalty, or otherwise) by reason of the failure of SECURED PARTY to deliver to DEBTOR a copy of any financing statement or any statement issued by any entity that confirms registration of a financing statement.

FRANCHISEE:

____
________, individually

____
Date

Schedule H to the Franchise Agreement

ROLL-IN ADDENDUM

This ROLL-IN ADDENDUM (the "Addendum") is entered into by and between **MOSQUITO JOE SPV LLC**, a Delaware limited liability company having a principal place of business at 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452 ("we" or "us" or "Franchisor"), and ____________________________, individually, having an address of ____________________ ____________________________ ("you" or "Franchisee").

WHEREAS, we and you have contemporaneously herewith entered into a Franchise Agreement (the "Agreement") for the operation of the Business (the "Franchised Business") (Capitalized terms used herein without a definition shall have the meaning assigned to them in the Agreement);

WHEREAS, you (or your affiliate) currently operate an existing business ("Existing Business") which performs services for existing customers (the "Roll-In Services") that are similar to services provided by the Franchised Business operated under the Agreement; and

WHEREAS, in consideration of an assignment or "roll-in" of the Roll-In Services (including the customer base for work which falls within the definition of the Franchised Business) from the Existing Business to the Franchised Business, we are willing to alter certain fees payable by you under the Agreement for a time period specified in the Data Sheet to which this Addendum is attached.

NOW, THEREFORE, for and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

1. **Type of Roll-In.** This Addendum documents a Small Roll-In, Medium Roll-In or Large Roll-In, each as defined below (*check the applicable category*):

______ SMALL ROLL-IN (an Existing Business with annual gross sales of the Roll-In Services of at least $100,000 but not more than $249,999).

______ MEDIUM ROLL-IN (an Existing Business with annual gross sales of the Roll-In Services of at least $250,000 but not more than $1,999,999).

______ LARGE ROLL-IN (an Existing Business with annual gross sales of the Roll-In Services of at least $2,000,000).

2. **Roll-In Services Gross Sales; Weekly Roll-In Services Gross Sales.**

(a) The gross sales generated by the Roll-In Services during the last 12 months are: $______________.

(b) The average weekly gross sales generated by the Roll-In Services during the last 12 months are: $_____________________ (annual Roll-In Services Gross Sales, divided by 52) (the "Roll-In Services Average Weekly Gross Sales").

3. **Assignment of Revenues and Customers; Definition of Gross Sales.**

(a) You hereby assign or have caused your affiliate to assign (as applicable) to the Franchised Business (i) all gross sales arising from the operation of the Roll-In Services from and after the Effective Date, and (ii) the customers and/or accounts associated with the Roll-In Services.

(b) Anything in the Agreement to the contrary notwithstanding, from and after the Effective Date the definition of "Gross Sales" (as defined in the Agreement) shall apply to the operation of the Roll-In Services to the same extent as it applies to the operation of the Franchised Business and you shall pay License Fees and MAP Fees with respect to the Gross Sales arising from the operation of the Roll-In Services, as specified below and in the Data Sheet.

4. **License Fees.** Anything in the Agreement to the contrary notwithstanding, you shall pay License Fees with respect to the Roll-In Services in the amount equal to the greater of the percentage of Gross Sales set forth on the Data Sheet and the applicable Minimum License Fee set forth on the Data Sheet.

5. **MAP Fees**. Anything in the Agreement to the contrary notwithstanding, you shall pay MAP Fees with respect to the Roll-In Services in the amount equal to the applicable percentage of Gross Sales set forth on the Data Sheet.

6. **Manner of Operation of Roll-In Services.** All provisions of the Agreement shall apply to the Roll-In Services and the accounts and customers associated with such services, including the insurance and covenants, to the same extent as they apply to the Franchised Business. For avoidance of doubt, except as specifically provided otherwise herein, for purposes of the Agreement, from and after the Effective Date, the Roll-In Services are included in the definition of the Franchised Business.

7. **Inspections; Audits.** If, after the date hereof, you (directly or through an affiliate) continue to operate the Existing Business, other than the Roll-In Services that become part of the Franchised Business (such remaining Existing Business, the "Separate Business"), you shall make and if applicable shall cause your affiliate to make the books and records (including all electronic records) for the Separate Business available to us for inspection and audit, upon reasonable prior notice, so that we may verify your compliance with the requirements of this Addendum. In addition, the provisions of Section 8.K of the Agreement regarding audits shall apply in all respects to the Separate Business, and we, in our reasonable business judgment, shall have the same rights to access (including remotely) and audit the books and records of the Separate Business, and to require payment for the audit if the audit reveals that you did not comply with the requirements of this Addendum, in addition to any other remedies available to us hereunder or under the law.

8. **Franchisee's Representations and Warranties.** You hereby represent and warrant to us that you have all necessary power and authority to execute this Addendum, to bind the Existing Business to the terms hereof and to perform and comply with all of your obligations hereunder. There is no agreement or understanding (and you will not permit any such agreement or understanding to be entered into during the term of this Addendum) with respect to the Existing Business or the Roll-In Services that would conflict with the terms of this Addendum.

9. **Construction.** Notwithstanding anything to the contrary in the Agreement, in the event of a conflict between the provisions of the Agreement and the provisions of this Addendum, the provisions of this Addendum shall control. The Agreement remains fully effective in all respects except as specifically modified herein, and all the respective rights and obligations of Franchisee and Franchisor remain as written unless modified specifically herein.

< SIGNATURES APPEAR ON THE NEXT PAGE >

FRANCHISEE:

____
________, individually

____
Date

FRANCHISEE'S AFFILIATE:

____
_________________, individually

FRANCHISOR:

MOSQUITO JOE SPV LLC
A Delaware Limited Liability Company

BY: ____

____
Date

Schedule I to the Franchise Agreement

EXCLUDED SERVICES ADDENDUM

This EXCLUDED SERVICES ADDENDUM (the "Addendum") is entered into by and between Mosquito Joe SPV LLC, a Delaware limited liability company having a principal place of business at 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452 ("Franchisor"), and __________________________, individually, having an address of ________________________ ___________________________ ("Franchisee").

WHEREAS, Franchisor and Franchisee have contemporaneously herewith entered into a Franchise Agreement (the "Agreement") for the operation by Franchisee of the Business (the "Franchised Business") (Capitalized terms used herein without a definition shall have the meaning assigned to them in the Agreement);

WHEREAS, Franchisee or its affiliate (as applicable) currently operates an Existing Business (as defined below) which offers Excluded Services (as defined below) that are related to but distinguishable from the services provided by the Franchised Business under the Agreement; and

WHEREAS, Franchisor has agreed that, subject to Franchisee's and, if applicable, its affiliate's continuing compliance with the conditions set forth in this Addendum, the continued operation of the Excluded Services by the Existing Business shall not be deemed to be a violation of Section 9.D of the Agreement (Noncompetition Covenants), and the gross sales attributable to such Excluded Services shall not be included as "Gross Sales" under the Agreement.

NOW, THEREFORE, for and in consideration of good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

1. **Identification of Existing Business.** The name of the Existing Business authorized pursuant to this Addendum is: ____________________________, a ____________________________ located at ____ ("Existing Business"), and the Excluded Services performed by the Existing Business are: ____ ("Excluded Services").

2. **Authorization of Excluded Services Offered by the Existing Business.** Anything in the Agreement to the contrary notwithstanding, the continued offer of the Excluded Services by the Existing Business shall not be deemed to be a violation of Section 9.D of the Agreement (Noncompetition Covenants) and the gross sales of such Excluded Services shall not be deemed to be "Gross Sales" under the Agreement; provided, that the conditions set forth in subparagraphs 2(a)-(d) below are satisfied as of the date of this Addendum and throughout the term of the Agreement (including any extensions or renewals thereof):

(a) the operation of such Existing Business does not interfere with Franchisee's operation of the Franchised Business;

(b) the Existing Business does not utilize Franchisor's Marks, System or Confidential Information;

(c) the Existing Business offers only the Excluded Services identified herein and does not offer the services offered by the Franchised Business or services that otherwise compete with the Franchised Business; and

(d) the Franchised Business and the Existing Business maintain separate books and records.

3. **Effect of Failure to Comply with Conditions.** If Franchisee or its affiliate (as applicable) at any time fails to satisfy any of the conditions set forth in subparagraphs 2.(a)-(d) of this Addendum, then the continued operation of the Existing Business shall be deemed to be a violation of Section 9.D of the Agreement (Noncompetition Covenants). In that event Franchisor may terminate the Agreement immediately if Franchisee fails (or fails to cause its affiliate) to cure the breach within a reasonable period of time, not to exceed ten (10) calendar days following written notice from Franchisor (provided however that a breach of clause 2(b) shall not be subject to a cure opportunity). Upon any termination of the Agreement pursuant to this provision, Franchisor shall be entitled to any and all legal and equitable remedies available under the Agreement and applicable law, including, without limitation, the collection, as liquidated damages and not as a penalty, of an amount equal to the License Fees provided in the Agreement with respect to all Gross Sales of the Existing Business for all periods during which the breach is continuing or, if such period cannot be ascertained with certainty, during all periods during which this Addendum has been in effect. This provision shall survive any transfer, expiration, termination or non-renewal of the Agreement or the Franchised Business for the time period set forth in Section 9.D.3 of the Agreement.

4. **Inspections; Audits.** Franchisee shall make and if applicable shall cause its affiliate to make the books and records (including all electronic records, tax returns and personal tax returns) for the Existing Business available to Franchisor for inspection and audit upon reasonable prior notice, so that Franchisor may verify Franchisee's compliance with the requirements of this Addendum, including the requirements in subparagraph 2(d) above. In addition, the provisions of Section 8.K of the Agreement regarding audits shall apply in all respects to the Existing Business and Franchisor shall have the same rights to access (including remotely) and audit the books and records of the Existing Business, and to require payment for the audit if the audit reveals that Franchisee did not comply with the requirements of this Addendum, in addition to any other remedies available to Franchisor hereunder or under the law.

5. **Franchisee's Representations and Warranties.** Franchisee hereby represents and warrants to Franchisor that it has all necessary power and authority to execute this Addendum, to bind the Existing Business to the terms hereof and to perform and comply with all of its obligations hereunder. There is no agreement or understanding (and Franchisee will not permit any such agreement or understanding to be entered into during the term of this Addendum) with respect to the Existing Business that would conflict with the terms of this Addendum.

6. **Construction.** Notwithstanding anything to the contrary in the Agreement, in the event of a conflict between the provisions of the Agreement and the provisions of this Addendum, the provisions of this Addendum shall control. Except as specifically provided in this Addendum, the Agreement remains fully effective in all respects in accordance with its terms, and all the respective rights and obligations of Franchisee and Franchisor remain as written unless modified specifically herein.

7. **No Restriction on In-Term and Post-Term Covenants.** Except as specifically stated in this Addendum, nothing in the Agreement or this Addendum or in the terms used herein shall be construed in any way to limit or restrict the application of the provisions of Section 9.D of the Agreement as it relates to the Existing Business or any other business Franchisee or any of its affiliates may engage in.

< SIGNATURES APPEAR ON THE NEXT PAGE >

FRANCHISEE:

____
________, individually

____
Date

FRANCHISOR:

MOSQUITO JOE SPV LLC, a Delaware limited liability company

BY: ____

____
Date

Schedule J to the Franchise Agreement

STATE ADDENDUM

EXHIBIT B

AGENCIES/AGENTS
FOR SERVICE OF PROCESS

This list includes the names, addresses and telephone numbers of state agencies having responsibility for franchising disclosure/registration laws, and serving as our agents for service of process (to the extent that we are registered in their states). This list also includes the names, addresses and telephone numbers of other agencies, companies or entities serving as our agents for service of process.

State	State Agency	Agent for Service of Process
CALIFORNIA	California Department of Financial Protection & Innovation 320 West 4th Street, Suite 750 Los Angeles, CA 90013 (213) 576-7500 Toll-free (866-275-2677)	Commissioner of Department of Financial Protection & Innovation
HAWAII	Department of Commerce and Consumer Affairs Business Registration Division Commissioner of Securities King Kalakaua Building 335 Merchant Street, Room 205 Honolulu, HI 96813 (808) 586-2722	Hawaii Commissioner of Securities
ILLINOIS	Franchise Division Office of Attorney General Franchise Division 500 South Second Street Springfield, IL 62706 (217) 782-1090	Illinois Attorney General
INDIANA	Securities Commissioner Indiana Securities Division 302 West Washington St., Room E-111 Indianapolis, IN 46204 (317) 232-6681	Indiana Secretary of State 201 State House 200 West Washington Street Indianapolis, IN 46204
MARYLAND	Office of the Attorney General Securities Division 200 St. Paul Place Baltimore, MD 21202-2020 (410) 576-6360	Maryland Securities Commissioner
MICHIGAN	Michigan Department of Attorney General Consumer Protection Division Attn: Franchise Section 525 W. Ottawa Street G. Mennen Williams Bldg. 1st Floor Lansing, MI 48933 (517) 373-7117	Michigan Department of Commerce Corporations and Securities Bureau

State	State Agency	Agent for Service of Process
MINNESOTA	Minnesota Department of Commerce 85 7th Place East, Suite 280 St. Paul, MN 55101-2198 (651)-539-1600	Minnesota Commissioner of Commerce
NEW YORK	NYS Department of Law Investor Protection Bureau 28 Liberty Street, 21st Floor New York, NY 10005-1495 (212) 416-8222	Attention: New York Secretary of State New York Department of State One Commerce Plaza, 99 Washington Avenue, 6th Floor Albany, NY 12231-0001 (518) 473-2492
NORTH DAKOTA	North Dakota Securities Department 600 East Boulevard, 5th Floor State Capitol, Fifth Floor Bismarck, ND 58505-0510 (701) 328-4712	North Dakota Securities Commissioner
RHODE ISLAND	Rhode Island Department of Business Regulation Division of Securities 1511 Pontiac Avenue John O. Pastore Complex – Bldg. 69-1 Cranston, RI 02920 (401) 462-9500 x5	Director of Rhode Island Department of Business Regulation
SOUTH DAKOTA	South Dakota Division of Insurance Securities Regulation 124 S Euclid, Suite 104 Pierre, SD 57501 (605) 773-3563	Director of the South Dakota Division of Securities
VIRGINIA	State Corporation Commission Division of Securities and Retail Franchising 1300 East Main Street, 9th Floor Richmond, VA 23219 (804) 371-9051	Clerk of the State Corporation Commission Tyler Building, 1st Floor 1300 E. Main Street Richmond, VA 23219 804-371-9051
WASHINGTON	Department of Financial Institutions Securities Division 150 Israel Rd S.W. Tumwater, WA 98501 (360) 902-8760	Director of Washington Financial Institutions Securities Division
WISCONSIN	Department of Financial Institutions Division of Securities 4822 Madison Yards Way, North Tower Madison, WI 53705 (608) 266-0448	Wisconsin Commissioner of Securities
OTHER STATES	N/A	Grayson Brown 1010 N. University Parks Drive Waco, TX 76707

EXHIBIT C

FINANCIAL STATEMENTS

Neighborly Assetco LLC and Subsidiaries

Combined Financial Statements

As of December 31, 2023 and 2022 and
for the years ended December 31, 2023 and 2022

Neighborly Assetco LLC and Subsidiaries

Combined Financial Statements

As of December 31, 2023 and 2022 and for the years ended December 31, 2023 and 2022

Contents

Ernst & Young LLP
Suite 2000
2323 Victory Avenue
Dallas, Texas 75219

Tel: +1 214 969 8000
Fax: +1 214 969 8586
ey.com

Report of Independent Auditors

To the Board of Directors and Members of
Neighborly Assetco LLC and Subsidiaries

Opinion

We have audited the combined financial statements of Neighborly Assetco LLC and subsidiaries (the Company), which comprise the combined balance sheets as of December 31, 2023 and 2022, and the related combined statements of operations and comprehensive income, changes in member's equity and cash flows for the years then ended, and the related notes (collectively referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company at December 31, 2023 and 2022, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Restatement of 2022 Financial Statements

As discussed in Note 1 to the financial statements, the 2022 financial statements have been restated to correct a misstatement in the loss recorded on the impairment of goodwill. Our opinion is not modified with respect to this matter.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements
Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free of material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Ernst + Young LLP

Dallas, Texas
April 1, 2024

Combined Financial Statements

Neighborly Assetco LLC and Subsidiaries

Combined Balance Sheets
($000's)

As of December 31,		2023		(Restated) 2022
Assets				
Current assets				
Cash	$	**3,171**	$	2,381
Restricted Cash		**1,566**		3,359
Trade accounts receivable - net		**23,826**		21,803
Trade notes receivable, current portion – net		**9,530**		7,846
Inventories		**989**		1,592
Prepaid selling expenses, current		**6,935**		4,449
Other current assets		**2,597**		1,644
Total current assets		**48,614**		43,074
Property and equipment - net		**18,779**		18,279
Prepaid selling expenses, less current portion		**42,479**		27,556
Trade notes receivable, less current portion - net		**15,221**		17,884
Intangible assets - net		**1,341,184**		1,326,225
Goodwill		**1,732,653**		1,728,584
Total assets	$	**3,198,931**	$	3,161,602
Liabilities and Member's Equity				
Current liabilities				
Accrued liabilities	$	**3,908**	$	3,253
Deferred revenue, current		**13,631**		10,604
Total current liabilities		**17,539**		13,857
Deferred Revenue, less current portion		**70,176**		57,622
Contingencies (Note 9)				
Member's Equity				
Additional paid-in equity	$	**2,780,580**	$	2,944,568
Accumulated earnings		**335,404**		168,428
Accumulated other comprehensive income/(loss)		**(4,769)**		(22,873)
Total Member's Equity		**3,111,215**		3,090,123
Total liabilities and member's equity	$	**3,198,931**	$	3,161,602

See accompanying notes to combined financial statements.

Neighborly Assetco LLC and Subsidiaries

Combined Statements of Operations and Comprehensive Income
($000's)

For the years ended December 31,		2023	(Restated) 2022
Revenues and income			
Franchise service fees	$	**169,842**	152,248
Synthetic royalties and master license fees		**28,705**	22,879
Franchise sales fees		**36,783**	13,642
Sales of products and services		**143,807**	123,984
Advertising and promotional fund revenue		**42,404**	39,184
Other revenue		**30,338**	32,014
Total revenues and income		**451,879**	383,951
Cost of Sales			
Products and services		**68,752**	62,493
Gross Profit		**383,127**	321,458
Selling expense		**6,939**	8,274
General and administrative expense		**18,705**	9,033
Advertising and promotional fund expense		**47,365**	42,987
Depreciation and amortization		**97,290**	82,921
Management expenses		**44,075**	37,264
Bad debt expense		**2,283**	2,035
Net income	$	**166,470**	138,944
Other comprehensive income/(loss)			
Foreign currency translation adjustment		**18,104**	(22,873)
Comprehensive income	$	**184,574**	116,071

See accompanying notes to combined financial statements.

Neighborly Assetco LLC and Subsidiaries

Combined Statements of Changes in Member's Equity
($000's)

	Member's Equity
Balance - December 31, 2021	**$ 3,060,380**
Equity contribution	116,670
Distributions	(202,999)
Net income	138,944
Foreign currency translation adjustment	(22,873)
Balance – December 31, 2022 (Restated)	**$ 3,090,123**
Adoption of accounting principle	506
Equity contribution	101,756
Distributions	(265,744)
Net income	166,470
Foreign currency translation adjustment	18,104
Balance – December 31, 2023	**$ 3,111,215**

See accompanying notes to combined financial statements.

Neighborly Assetco LLC and Subsidiaries

Combined Statements of Cash Flows
($000's)

For the years ended December 31,		2023	(Restated) 2022
Operating activities			
Net income	$	**166,470** $	138,944
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization		**97,290**	82,921
Bad debt expense		**2,283**	2,035
Notes received		**(15,050)**	(12,808)
Collections of notes receivable		**16,293**	13,699
Changes in assets and liabilities:			
Trade accounts receivable		**(464)**	(8,183)
Inventories		**883**	(1,035)
Prepaid selling expenses and other assets		**(11,464)**	(9,491)
Accrued liabilities		**198**	338
Deferred revenue		**11,195**	5,832
Net cash provided by operating activities		**267,634**	212,253
Investing activities			
Purchase of equipment and other assets		**(2,893)**	(7,904)
Purchase of intellectual property		**-**	(104,112)
Net cash used in investing activities		**(2,893)**	(112,016)
Financing activities			
Equity contribution		**-**	102,000
Distributions paid		**(265,744)**	(202,999)
Net cash used in financing activities		**(265,744)**	(100,999)
Net decrease in cash and restricted cash		**(1,003)**	(762)
Cash and restricted cash - Beginning of period		**5,740**	6,502
Cash and restricted cash - End of period	$	**4,737** $	5,740
Supplemental cash flow disclosures:			
Non-cash contribution of equity	$	**101,756** $	14,670

See accompanying notes to combined financial statements.

1. Description of Business and Significant Accounting Policies

Organization and Description of Business

Neighborly Assetco LLC ("we", "our" and the "Company") is an infinite-lived single-member special purpose Delaware limited liability company and was organized on November 13, 2020, with no operations until March 25, 2021. The Company is a direct, wholly owned subsidiary of Neighborly Issuer LLC (the "Issuer"), which is a special purpose Delaware limited liability company and a direct, wholly owned subsidiary of Neighborly SPV Guarantor LLC (the "SPV Guarantor"), which is a special purpose Delaware limited liability company that is an indirect, wholly owned subsidiary of Neighborly Company (the "Manager"). All of the issued and outstanding limited liability company interests of the Company are directly owned by the Issuer, upon an initial $1.00 capital contribution. The Company is a bankruptcy remote entity that owns substantially all of the US intellectual property including tradenames, franchise agreements, national account relationships and systems-in-place, as well as the United Kingdom (the "UK") tradenames of the Manager. The Company conducts transactions with affiliated parties under common control, and as such, results of operations may not be indicative of operations on a stand-alone basis, without those transactions with related parties. The Company has no employees and relies on the Manager for continued operations.

As of March 25, 2021 the Company's subsidiaries were comprised of a number of franchisors and related supporting businesses operating in the United States (the "US") and internationally and include the following businesses: Aire Serv SPV LLC, Mr. Electric SPV LLC, The Grounds Guys SPV LLC, Rainbow International SPV LLC, Glass Doctor SPV LLC, Mr. Appliance SPV LLC, Mr. Rooter SPV LLC, Molly Maid SPV LLC, Mr. Handyman SPV LLC, Five Star Painting SPV LLC, Window Genie SPV LLC, Real Property Management SPV LLC, Mosquito Joe SPV LLC, HouseMaster SPV LLC, Dryer Vent Wizard SPV LLC, ShelfGenie SPV LLC, and Precision Door Service SPV LLC (each an "SPV Franchisor" and together the "SPV Franchisors") and ProTradeNet SPV LLC, Back Office SPV LLC and G-O Manufacturing SPV LLC (each a "Non-Franchisor SPV Entity" and together the "Non-Franchisor SPV Entities"), each of which is a direct, wholly owned subsidiary of the Company.

In June 2021, assets of Neighborly Services Solutions SPV LLC, a Non-Franchisor SPV entity, were contributed to the Company.

In January 2022, assets of Zorware SPV LLC, NBLY Co Ops CO SPV LLC, and Trench Right SPV LLC were contributed to the Company and intangible assets were acquired by Pimlico SPV Limited, all Non-Franchisor entities. In March 2022, additional assets of NBLY Co Ops CO SPV LLC as well as assets of NBLY Co Ops AZ SPV, both Non-Franchisor entities, were contributed to the Company. In December 2022, intangible assets of Greensleeves Limited were contributed to the Company.

In January 2023, assets of NBLY Co Ops IN SPV LLC, NBLY Logistics SPV LLC, Lawn Pride SPV LLC, and Junk King SPV LLC, were contributed to the Company.

The Company holds all the equity interests in the SPV Franchisors and the Non-Franchisor SPV Entities, certain intellectual property, certain license agreements and certain vendor agreements. Each SPV Franchisor holds the tradenames and the franchise agreements related to such brand and any product supply agreements or vendor agreements related to such brand. The Non-Franchisor SPV Entities hold certain tradenames, certain product supply agreements, certain vendor agreements and the office service agreements.

The Company was formed in connection with a financing transaction (the "Securitization Transaction"), which was completed on March 25, 2021 (see Note 2). On March 25, 2021, the Manager, a Non-Securitization Entity, contributed to the Company through a series of asset transfers to the SPV Guarantor, the Issuer, the Company and its subsidiaries (the "Securitization Entities"), substantially all of its US intellectual property, including tradenames (the "Securitization IP"), franchise agreements, national account relationships and systems-in-place and the UK tradenames (collectively, the "Securitization Assets"). The Manager, certain Securitization Entities and the SPV Franchisors entered into license agreements pursuant to which they granted, respectively, to certain Non-Securitization Entities (i) a non-exclusive license to use and sublicense the Securitization IP in connection with owning and operating certain company-owned store locations, UK locations and Canadian locations and (ii) an exclusive license to use and sublicense the Securitization IP in connection with other products and services.

The contributions of the Securitization Assets are between entities under common control and are recorded at book value. No gain or loss has been realized on the transactions.

On March 25, 2021, the Securitization Entities entered into the management agreement (the "Management Agreement") with the Manager to perform certain services on behalf of the Securitization Entities, including, among other things, collecting franchisee payments, managing the operations on behalf of the Securitization Entities, and performing certain franchising, marketing, and operational and reporting services, as well as managing the intangible assets on behalf of the Securitization Entities. In exchange for providing such services, the Manager will be entitled to receive certain management fees on a weekly basis.

Basis of Presentation

The accompanying combined financial statements as of December 31, 2023 and December 31, 2022 include the accounts of the Company and its wholly owned subsidiaries. All significant intercompany accounts and transactions have been eliminated in consolidation.

FASB ASC Topic 810-10, Consolidation, applies to certain entities in which equity investors do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without additional subordinated financial support. Such an entity is referred to as a variable interest entity ("VIE"). FASB ASC Topic 810-10 requires the consolidation of a VIE by its primary beneficiary. The primary beneficiary is the entity, if any, that has the obligation to absorb losses or the right to receive benefits of the VIE that could potentially be significant to the VIE, which is the Company and its subsidiaries.

The Company has determined that the Securitization Entities qualify as VIE's and that Neighborly Company, the Manager, is the primary beneficiary, having both power and benefits, of the Securitization Entities. Accordingly, consolidation of the Company and its subsidiaries (including the SPV Franchisors and the Non-franchisor SPVs) is precluded, and as a result, combined financial statements are presented. All intercompany transactions have been eliminated.

Acquisition of the Manager

On June 29, 2021, Kohlberg Kravis and Roberts ("KKR"), and associated co-investors formed Nest Bidco Inc. which, on September 1, 2021, purchased 100% of the shares of Balcones Holdco, Inc., the parent company of Neighborly Company, from TDG Investment Holdings, LP. Nest Bidco Inc. is an indirectly wholly owned subsidiary of Nest Holdings LP, which is the ultimate parent company of the newly formed business. The transaction was effected to add Neighborly to KKR's investment portfolio, and allows Neighborly to gain access to KKR's capital and resources.

Use of Estimates

The preparation of combined financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the combined financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Income Taxes

The Company is a single-member limited liability company for federal and state income tax purposes with all income tax liabilities and/or benefits of the Company being passed through to the Manager. As such, no recognition of federal or state income taxes will be provided for in the financial statements of the Company.

Revenue Recognition

The Company's primary sources of revenue are as follows:

- Franchise service fees from existing franchise owners based on a percentage of each franchise owner's gross sales. These fees generally range from 2% to 15% of the franchise owner's weekly sales, depending upon the particular franchise concept and upon various other factors;

- Synthetic royalties and master license fees from affiliated entities resulting from their use of the Company's intellectual property;

- Franchise sales fees generated from the sale of new franchise territories and the sale of additional franchise territories to existing franchise owners;

- Sales of products and services to unrelated third parties;

- Advertising and promotional revenue represents marketing, advertising and promotional ("MAP") fund fees collected from existing franchise owners. These fees are typically a percentage of each franchise owner's gross sales and vary depending upon the particular franchise concept and various other factors;

- Other revenue consists of incentives earned from services performed for unrelated third parties and interest generated from notes receivable.

Typically, franchise agreements are granted to franchise owners for an initial term of ten years with an option to renew. The respective franchisor's obligations under franchise agreements consist of providing a license of the applicable brand's intellectual property, a list of approved suppliers, certain training programs, an operations manual, and to maintain the MAP fund. These performance obligations are highly interrelated, and we do not consider them to be individually distinct, and therefore account for them as a single performance obligation, which collectively represent the obligation to provide a license for the right to use our brand's intellectual property. Revenue related to franchise agreements is recognized on a straight-line basis over the term of the agreement, with the exception of variable or sales-based royalties, MAP fund fees collected and revenue allocated to goods and services and other variable fees which are recognized as the underlying sales occur and performance obligations are satisfied.

In the event a franchise agreement is terminated, without a corresponding agreement executed by the same franchise owner, any remaining deferred fees are recognized in the period of termination.

The Company periodically extends credit to entities for the purchase of franchises. These entities are typically controlled by individuals who operate their businesses as an owner/manager. Generally, the notes receivable are collateralized by the related franchise territory rights. The Company also extends unsecured credit to its franchise owners for unpaid franchise service fees. The Company places notes receivable on nonaccrual status when payment is ninety days past due, and ceases to recognize revenue from interest on the note until such time as the note is no longer past due. Interest on trade notes receivable is recorded as revenue when earned. Each entity's ability to perform is dependent upon the economic condition of the business. The Company maintains ongoing credit evaluations of its franchise owners.

The Company adopted ASU 2016-13, Financial Instruments - Credit Losses, on January 1, 2023, which was retroactively applied as of the first day of 2023, as further described below. This accounting standard requires companies to measure expected credit losses on financial instruments based on the total estimated amount to be collected over the lifetime of the instrument. Prior to the adoption of this accounting standard, the Company recorded incurred loss reserves against receivable balances based upon past loss experience, known and inherent risks in the accounts, adverse situations that may affect a franchise owner's ability to repay, and current economic conditions.

Expected credit losses for uncollectible receivable balances consider both current conditions and reasonable and supportable forecasts of future conditions. Current conditions considered include pre-defined aging criteria, as well as specified events that indicate the balance due is not collectible. Reasonable and supportable forecasts used in determining the probability of future collection consider publicly available macroeconomic data and whether future credit losses are expected to differ from historical losses.

Franchise service fee revenues represent sales-based royalties that are related entirely to the applicable franchisor's performance obligation under the franchise agreement and are recognized in the period in which the sales occur. Sales-based royalties are variable consideration related to our performance obligations to the franchise owners to maintain the intellectual property being licensed.

The right to collect marketing, advertising, and promotional ("MAP") fees and the obligation to maintain the MAP fund is assigned to the Manager by each SPV Franchisor, and the performance obligation and fulfillment thereof resides with the Manager. The Manager's obligation related to these funds is to administer the MAP fund, keep unused MAP fees in segregated bank accounts and use MAP fees for certain activities related to the marketing and promotion of the individual businesses. We have determined we act as the principal in the transaction related to the MAP fund contributions and expenditures. MAP fund contributions and expenditures are reported on a gross basis in the accompanying Combined Statements of Operations and Comprehensive Income. As noted above, we have concluded the advertising services provided to franchise owners are highly interrelated with the franchise rights and not a distinct performance obligation; therefore, revenues from MAP fund fees are recognized as advertising and promotion fund revenue when the related sales occur based on the application of the sales-based royalty exception within ASC 606, Revenue from contracts with customers.

($000's)

Revenues from product sales are recognized upon transfer of title, when delivered to the customer, when the work is performed, or orders are shipped. Incentives earned are recognized as services are performed.

Synthetic royalties from affiliated entities represent sales-based royalties that are related entirely to our performance obligation under intellectual property license agreements with affiliated entities and are recognized in the period in which the sales occur. These sales-based royalties are variable consideration related to our performance obligations to affiliated entities to maintain the intellectual property being licensed.

Master license and services fees from affiliated entities represent variable consideration in a series for which our performance obligation is satisfied over time, as our intellectual property is simultaneously accessed and benefits thereof consumed by affiliated entities.

Contract Balances

The contract liabilities which we classify as "deferred revenue" consist primarily of the unamortized portion of initial franchise fees that are currently being amortized into revenue, amounts related to pending agreements, or other deferred revenues not related to franchise agreements. Contract deferred franchise revenue represents our remaining performance obligations to our franchise owners, as we account for our highly interrelated obligations as a single performance obligation, which collectively represent the obligation to provide a license for the right to use our brand's intellectual property excluding amounts of variable consideration related to sale-based royalties, synthetic royalties, license fees and advertising. The other deferred revenues not related to the franchise agreements are included in current deferred revenue.

The components of the change in deferred revenue are as follows:

For the years ended December 31,		**2023**		**2022**
Balance at beginning of period	$	**68,226**	$	62,393
Fees received from franchise owners		**47,447**		24,518
Franchise sales revenue recognized		**(36,783)**		(13,642)
Contributed from Manager		**4,386**		-
Other deferred revenue recognized		**531**		(5,043)
Balance at end of period		**83,807**		68,226
Less: current portion		**13,631**		10,604
Deferred revenue, noncurrent	$	**70,176**	$	57,622

($000's)

Revenue deferred as of December 31, 2022 and recognized in the year ended December 31, 2023 was $10,385. Revenue deferred as of December 31, 2021 and recognized in the year ended December 31, 2022 was $16,912.

As of December 31, 2023, the deferred revenue expected to be recognized for each of the next five years, and in the aggregate, is as follows:

Years ending December 31,		
2024	$	13,631
2025		11,053
2026		10,857
2027		10,547
2028		9,973
Thereafter		27,746
	$	83,807

Direct, incremental selling expenses are reimbursed by the Company to the Manager. Such costs paid when the franchise agreement is executed are recorded as a contract asset by the Company and amortized over the life of the agreement consistent with the recognition of the deferred revenue. Contract assets are included in current and non-current prepaid selling expenses in the accompanying Combined Balance Sheets. For the year ended December 31, 2023, $23,590 of costs were incurred and expense of $6,181 was recognized. For the year ended December 31, 2022, $16,534 of costs were incurred and expense of $8,274 was recognized. The ending asset for deferred contract costs as of December 31, 2023 was $49,414, of which $6,935 was current. The ending asset for deferred contract costs as of December 31, 2022 was $32,005, of which $4,449 was current.

Advertising

The Company expenses advertising costs as incurred. Advertising expense was $13,353 for the year ended December 31, 2023 and $9,033 for the year ended December 31, 2022. Advertising expense is included in general and administrative expense in the accompanying Combined Statements of Operations and Comprehensive Income.

Inventories

Inventories consist of products to be sold and are stated at the lower of cost (first-in, first-out method) or net realizable value.

Property and Equipment

Property and equipment is stated at cost and is depreciated using the straight-line method over the estimated useful lives of the respective assets which are generally as follows: machinery, equipment, and vehicles (5-10 years); and software (3 years). Additions, renewals, and betterments are capitalized; maintenance and repairs which do not extend the useful life of the asset are expensed as incurred.

Management evaluates long-lived assets used in operations for impairment when indicators of impairment are present. Impairment losses are recorded in the amount that carrying value exceeds fair market value when the undiscounted cash flows estimated to be generated by those assets are less than the carrying amount of the assets. No impairment losses for property and equipment were recorded for the years ended December 31, 2023 and December 31, 2022.

Goodwill

Goodwill represents the excess of the consideration transferred over the fair value of identifiable net assets acquired. The Company tests goodwill annually for impairment, or earlier if events or changes in circumstances indicate that impairment may exist. Management's impairment tests are generally performed as of October 1st annually. The Company's current goodwill balance was measured as of September 1, 2021, resulting from the acquisition of the Manager and pushdown accounting election, based on the excess of consideration over the fair value of assets acquired.

The Company performed a qualitative assessment of its goodwill as of October 1, 2023 and concluded it is not more likely than not that the fair value of its reporting unit is less than the carrying amount and, as such, a quantitative impairment test was not considered necessary. Management determined that there was no impairment of goodwill in the combined financial statements.

Restatement

During 2023, we determined that our prior year goodwill impairment was overstated and the goodwill balance was understated, resulting in an error in our previously issued financial statements for the period ended December 31, 2022. The overstatement of impairment expense was the result of concluding, in error, that reporting units in Assetco were the same as in the Manager. We have instead concluded that Assetco is comprised of only one consolidated reporting unit, and based on our quantitative impairment analysis performed as of December 31, 2022, we concluded that no impairment existed at Assetco. We concluded that the effect of the error on the financial statements of the prior period was material, and the correction to the prior year is reflected in the accompanying financial statements.

As a result, we recorded a $25,937 adjustment to reduce Loss on impairment of goodwill and increase Goodwill and Total assets by $25,937 in the combined balance sheet as of December 31, 2022. The correction also impacted the following financial statement line items in the related financial statements: (i) increased Accumulated other comprehensive income/(loss), Goodwill, and Total assets by $2,264 and increased Total Member's Equity and Total liabilities and member's equity by $28,201 in the combined balance sheet as of December 31, 2022; (ii) increased Net income by $25,937, increased Foreign currency translation adjustment by $2,264 and increased Comprehensive income by $28,201 in the combined statement of operations and comprehensive income for the period ended December 31, 2022; (iii) increased Net income by $25,937, increased Foreign currency translation adjustment by $2,264 and increased total Member's equity balance by $28,201 in the combined statements of changes in Member's Equity for the period ended December 31, 2022; (iv) increased Net income by $25,937 and reduced loss on impairment of goodwill by the same amount in the combined statement of cash flows for the period ended December 31, 2022; and (v) reduced the goodwill impairment by $25,937, increased the Adjustment to goodwill for unrealized gain/loss on foreign currency by $2,264, and increased the ending goodwill balance by $28,201 as of December 31, 2022 in Note 4 to the combined financial statements.

Additionally, we recorded an immaterial correction of $800 in 2022 which impacted the following financial statement line items in the related financial statements: (i) increased Trade accounts receivable – net, Total current assets, Total assets, Accumulated earnings, Total Member's Equity, and Total liabilities and member's equity by $800 in the combined balance sheet as of December

31, 2022; (ii) increased Other revenue, Total revenues and income, Gross Profit, Net income and Comprehensive income by $800 in the combined statement of operations and comprehensive income for the period ended December 31, 2022; (iii) increased Net income and total Member's equity balance by $800 in the combined statements of changes in Member's Equity for the period ended December 31, 2022; (iv) increased Net income by $800 and reduced Trade accounts receivable by the same amount in the combined statement of cash flows for the period ended December 31, 2022.

Intangible Assets

Intangible assets consist of tradenames, franchise relationships, national accounts, developed technology, and domain name, and are stated at their acquisition-date fair value, less subsequent amortization. The Company's intangible assets are definite lived, other than domain name, which is indefinite lived.

For definite lived intangible assets, when events or changes in circumstances indicate that the carrying amount of the asset may not be recoverable, the Company evaluates the definite lived intangible assets for impairment by comparing the carrying value to the anticipated future undiscounted cash flows expected to be generated from the use of the intangible assets. If the carrying amount is not recoverable, a loss is recorded in the amount the carrying value exceeds the fair market value of the assets. The Company performed a qualitative assessment of its intangible assets and determined that no indicators of impairment were present for definite lived intangible assets.

Tradenames are amortized over their estimated useful life of 20 years, using the straight-line method. Franchise relationships and national accounts relationships are amortized over their estimated useful lives of 15 years, using the straight-line method. Software is amortized over its estimated useful life of 3 years, using the straight-line method.

Domain names are stated at their acquisition-date fair value, and are not amortized, as their useful lives are considered indefinite, but are subject to annual impairment testing. The Company performed a qualitative assessment of its indefinite lived intangible assets as of October 1 in each of 2023 and 2022 and concluded it is not more likely than not that the fair value of its domain names is less than the carrying amount and, as such, a quantitative impairment test was not considered necessary.

Fair Value of Financial Instruments and Non-Financial Assets

In accordance with FASB ASC 820, Fair Value Measurements, certain assets carried at fair value are categorized based on the level of judgment associated with the inputs used to measure their fair value. The standard establishes a hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three levels:

Level 1 - Inputs are unadjusted quoted market prices in active markets for identical assets or liabilities at the measurement date.

Level 2 - Inputs (other than quoted prices included in Level 1) are either directly or indirectly observable for the asset or liability through correlation with market data at the measurement date for the duration of the instrument's anticipated life.

Level 3 - Inputs are unobservable and therefore reflect management's best estimate of the assumptions that market participants would use in pricing the asset or liability.

($000's)

The trade names, systems in place, and developed technology were valued using the relief from royalty method and the franchise relationships and national account relationships were valued using the multi-period excess earnings method in the periods acquired. The future projections and estimates used for the valuations are considered Level 3 inputs.

Foreign Currency Translation

Combined entities that have a functional currency that differs from the Company's reporting currency include our foreign subsidiaries, which are in the UK Foreign currency denominated assets and liabilities are translated using the exchange rates at the end of each reporting period. Results of foreign operations are translated at the weighted average exchange rate for each reporting period. Translation adjustments are included as a component of accumulated other comprehensive income (loss) until realized. Where amounts denominated in a foreign currency are converted into US dollars by remittance or repayment, the realized exchange differences are included in the accompanying Combined Statements of Operations and Comprehensive Income, primarily in general and administrative expense, and was immaterial in all periods presented.

Cash and Restricted Cash

Cash consists of cash held on deposit. Restricted cash includes securitized cash held on deposit in Company accounts related to the Securitization Transaction.

Cash and restricted cash consists of the following:

As of December 31,		2023		2022
Cash	$	**3,171**	$	2,381
Restricted Cash:				
Whole business securitization		**1,566**		3,359
Total cash and restricted cash	$	**4,737**	$	5,740

The Company maintains its cash in banks in which deposits may, from time to time, exceed federally insured limits. The Company has not experienced any losses in such accounts and believes that it is not exposed to any significant credit risks related to cash.

Recent Accounting Pronouncements

In June 2016, the FASB issued ASU No. 2016-13, Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. ASU 2016-13 amends the impairment model by requiring entities to use a forward-looking approach based on expected losses to estimate credit losses on certain types of financial instruments, including trade receivables. In November 2018, the FASB issued ASU No. 2018-19, Codification Improvements to Topic 326, Financial Instruments - Credit Losses ("ASU 2018-19"), which clarifies that receivables arising from operating leases are accounted for using lease guidance and not as financial instruments. In April 2019, the FASB issued ASU No. 2019-04, Codification Improvements to Topic 326, Financial Instruments - Credit Losses, Topic 815, Derivatives and Hedging, and Topic 825, Financial Instruments ("ASU 2019-04"), which clarifies the treatment of certain credit losses. In May 2019, the FASB issued ASU No. 2019-05, Financial Instruments - Credit Losses (Topic 326): Targeted Transition Relief ("ASU 2019-05"), which provides an option to irrevocably elect to measure certain individual financial assets at fair value instead of amortized cost. In November 2019, the FASB issued ASU No. 2019-11, Codification Improvements to Topic 326, Financial Instruments - Credit Losses ("ASU 2019-11"), which provides guidance around how to report expected recoveries. ASU 2016-13, ASU 2018-19, ASU 2019-04, ASU 2019-05 and ASU 2019-11 (collectively, "ASC 326") are effective for fiscal years beginning after December 15, 2022, with early adoption permitted.

The Company adopted ASU 2016-13 using the modified retrospective adoption method on January 1, 2023, which was retroactively applied as of the first day of 2023. Upon adoption of this guidance, the Company recognized a decrease to its allowance for credit losses of $0.5 million and a corresponding adjustment to accumulated earnings/(loss).

2. Securitization Transactions

On March 25, 2021, the Manager, a Non-Securitization Entity, contributed to the Company through a series of asset transfers to the Securitization Entities, substantially all of the US intellectual property, including tradenames, franchise agreements, national account relationships and systems-in-place and the UK tradenames. The Manager, certain Securitization Entities and the SPV Franchisors entered into license agreements pursuant to which they granted, respectively, to certain Non-Securitization Entities (i) a non-exclusive license to use and sublicense the Securitization IP in connection with owning and operating certain company-owned store locations, UK locations and Canadian locations and (ii) an exclusive license to use and sublicense the Securitization IP in connection with other products and services.

The Company received a cash capital contribution in January 2022 of $102,000 which the Company used to acquire $102,000 in intangible assets. Also in January 2022, the Company received a non-cash capital contribution of $13,456, consisting of $10,862 in property and equipment, $2,082 in intangible assets, and $512 in inventories. In March 2022, the Company received a non-cash contribution of $1,214, consisting of $1,169 in property and equipment and $45 in inventories. In December 2022, the Company received a non-cash contribution of $2,112 in intangible assets from the Manager.

In January 2023, the Company received a non-cash contribution of $101,756, consisting of $99,349 in intangible assets, $3,600 in accounts receivable, $2,241 in property and equipment, $280 in inventories, and an unearned revenue liability, net of prepaid selling expenses, of $3,714.

The contributions of the Securitization Assets are between entities under common control and are recorded at book value as of the unaudited interim date. No gain or loss has been realized on the transactions.

The Issuer is dependent on the Company for sufficient cash flows from their securitized operations to service the Series 2021-1, Series 2022-1, and Series 2023-1 Senior Notes (see Note 3), remit management fees to the Manager, and pay certain other ongoing costs related to the Securitization Transaction.

3. Debt Guarantee

In conjunction with the Securitization Transaction, on March 25, 2021, the Issuer issued $800 million Series 2021-1 3.584% Fixed Rate Senior Secured Notes (the "Series 2021-1 Senior Notes"). The Senior

Notes have an anticipated repayment date of April 30, 2028, and a final maturity date of April 30, 2051. Scheduled principal payments of $2 million and interest are paid quarterly. As of December 31, 2023 and 2022, $780 million and $788 million, respectively, was outstanding on the Senior Notes.

On January 19, 2022, in connection with a second securitization, the Issuer, issued $410 million Series 2022-1 3.695% Fixed Rate Senior Secured Notes (the "Series 2022-1 Senior Notes") through a second whole business securitization transaction (the "Second Securitization Transaction"). The Series 2022-1 Senior Notes have an anticipated repayment date of January 30, 2029, and a final maturity date of January 30, 2052. Scheduled principal payments of $1.03 million and interest are paid quarterly. As of December 31, 2023 and 2022, respectively, $402.83 million and $406.93 million, was outstanding on the Series 2022-1 Senior Notes.

On February 3, 2023, in connection with a third securitization, the issuer, issued $275 million Series 2023-1 7.308% Fixed Rate Senior Secured Notes (the "Series 2023-1 Senior Notes") through a third whole business securitization transaction (the "Third Securitization Transaction"). The Series 2023-1 Senior Notes have an anticipated repayment date of January 30, 2028, and a final maturity date of January 30, 2053. Scheduled principal payments of $687.5 and interest are paid quarterly. As of December 31, 2023, $272.94 million was outstanding on the Series 2023-1 Senior Notes.

The Series 2021-1 Senior Notes, the Series 2022-1 Senior Notes, the Series 2023-1 Senior Notes, the Series 2021-1 Class A-1 Notes, the Series 2022-1 Class A-1 Notes, and the Series 2023-1 Class A-1 Notes described above issued in conjunction with the Securitization Transaction, the Second Securitization Transaction, and the Third Securitization Transaction (together, the "Securitization Transactions") are secured by substantially all assets of the Securitization Entities and guaranteed by the Securitization Entities, including the Company, each of which is a bankruptcy remote entity and which owned substantially all of the Manager's US intellectual property including tradenames, franchise agreements, national account relationships and systems-in-place, as well as the UK tradenames as of the date of issuance. The restrictions placed on the Issuer and its subsidiaries require that interest and scheduled principal payments on the Senior Notes and Class A-1 Notes be paid prior to any residual distributions to the Manager, and amounts are segregated weekly to ensure appropriate funds are reserved to pay the quarterly interest and scheduled principal amounts due. The amount of weekly cash flow that exceeds all expenses and obligations of the Issuer and its subsidiaries is generally remitted to the Manager in the form of a distribution. The Manager also receives a fee for the services it provides to the Securitization Entities that is senior to debt service. The Securitization Transaction requires, among other things, maintenance of minimum debt-service coverage ratio levels and additional incurrence of indebtedness and scheduled amortization requirements are subject to compliance with maximum leverage ratio levels. As of December 31, 2023 and 2022, the Issuer was in compliance with all debt-service coverage covenants.

4. Intangible Assets and Goodwill

On March 25, 2021, intangible assets were contributed to the Company, along with certain dates thereafter as discussed in Note 1. Each of the SPV Franchisors are wholly owned subsidiaries and there was no change in ultimate ownership. Accordingly, there has been no change in control and therefore the Company concluded that the guidance in ASC 805 Business Combinations was not applicable. Intangible assets were recorded at the carrying value from the contributing entities on the date of the contribution, as the entities are under common control. Upon the acquisition by KKR (see Note 1), and the Company's election to apply pushdown accounting, the intangible assets were recorded at their acquisition-date fair values.

($000's)

Intangible assets as of December 31, 2023, consisted of the following:

	Useful Life	Gross Amount	Accumulated Amortization	Net Amount
Tradenames	20 years	$ 968,512	$ 107,087	$ 861,425
Franchise relationships	15 years	551,918	85,051	466,867
National accounts	15 years	2,521	320	2,201
Customer relationships	5 years	11,573	2,480	9,093
Developed technology	3 years	702	418	284
Total definite-lived intangibles		$ 1,535,226	195,356	$ 1,339,870

	Useful Life	Gross Amount	Accumulated Impairment	Net Amount
Domain name	Indefinite	$ 1,314	-	$ 1,314
Total indefinite-lived intangibles		$ 1,314	$ -	$ 1,314

Intangible assets as of December 31, 2022, consisted of the following:

	Useful Life	Gross Amount	Accumulated Amortization	Net Amount
Tradenames	20 years	$ 886,322	$ 57,733	$ 828,589
Franchise relationships	15 years	542,800	48,249	494,551
National accounts	15 years	1,700	151	1,549
Developed technology	3 years	400	178	222
Total definite-lived intangibles		$ 1,431,222	106,311	$ 1,324,911

	Useful Life	Gross Amount	Accumulated Impairment	Net Amount
Domain name	Indefinite	$ 1,314	-	$ 1,314
Total indefinite-lived intangibles		$ 1,314	$ -	$ 1,314

($000's)

Amortization expense was $92,198 for the year ended December 31, 2023. Amortization expense was $81,265 for the year ended December 31, 2022.

Estimated amortization expense for the subsequent five years is as follows:

Years ending December 31,		
2024	$	88,766
2025		87,976
2026		87,887
2027		87,061
2028		85,407
Thereafter		902,773
	$	1,339,870

Goodwill

The Company has assigned goodwill to its reporting units based on fair valuation analysis completed for the acquisition of the Manager by KKR.

The changes in the carrying amount of goodwill are as follows:

Balance as of December 31, 2021	$	1,739,192
Adjustment to goodwill for unrealized gain/loss on foreign currency		(10,608)
Balance as of December 31, 2022 (Restated)	$	1,728,584
Adjustment to goodwill for unrealized gain/loss on foreign currency		4,069
Balance as of December 31, 2023	**$**	**1,732,653**

5. Member's Equity

Neighborly Assetco LLC ("the Limited Liability Company") was formed pursuant to and in accordance with the Delaware Limited Liability Company Act (6 Del.C. §18-101, et seq.), as amended from time to time (the "Act").

The Limited Liability Company is governed by a Limited Liability Company Agreement in which management of the Company is vested in the member ("the Member"), the Manager, who has all powers, statutory or otherwise, possessed by members of a limited liability company under the laws of the State of Delaware. The Member has the authority to bind the Company.

The Member may appoint officers of the Company and may revoke delegated authorities and duties at any time by the Member.

The Limited Liability Company is capitalized with a single membership unit with a $1 per unit par value.

($000's)

Pursuant to the Management Agreement, excess cash collections after distributions to the Issuer for quarterly interest and scheduled principal payments, expense reimbursements to the Manager and payment of management fees, are distributed to the Manager, as discussed in Note 8. The Member's equity is the residual of equity contributions from the Manager and income earned from operations, less distributions to the Issuer and Manager.

The Company shall dissolve, and its affairs be wound up upon the first to occur of the following: (i) the written consent of the Member, (ii) the retirement, resignation or dissolution of the Member or the occurrence of any other event which terminates the continued membership of the Member in the Company unless the business of the Company is continued in a manner permitted by the Act, or (iii) the entry of a decree of judicial dissolution under Section 18-802 of the Act.

6. Trade Notes Receivable

The Company periodically receives notes from the sale of new franchises. The rights to the related franchise territory sold generally collateralize these notes. The Company also from time-to-time receives notes for delinquent franchise service fees. Such notes, as of December 31, 2023 and 2022, bear interest at rates typically ranging from 9% to 12% and generally require equal monthly installments over a life of one to ten years. Initial trade notes receivable for the respective SPV Franchisors were contributed to the Company as of March 31, 2021 by the Manager and subsequently at various dates thereafter. As the contribution was between entities under common control, the notes receivable transferred were recorded at their historical cost basis in the financial records of the Manager.

A summary of trade notes receivable as of December 31 is as follows:

	2023	2022
Amounts due within one year, net of allowance for credit losses of $89 as of December, 31, 2023 and allowance for doubtful accounts of $166 as of December 31, 2022	**$ 9,530**	$ 7,846
Amounts due after one year, net of allowance for credit losses of $474 as of December 31, 2023 and allowance for doubtful accounts of $379 as of December 31, 2022	**15,221**	17,884
Total trade notes receivable, net	**$ 24,751**	$ 25,730

($000's)

An analysis of the changes in trade notes receivable is as follows:

For the years ended December 31,		2023		2022
Balance at beginning of period	$	**26,275**	$	28,389
Notes receivable, contributed, net		**1,652**		-
Principal payments received		**(16,293)**		(13,699)
Notes issued		**15,050**		12,808
Net write-offs		**(1,370)**		(1,223)
Gross trade notes receivable, at end of period		**25,314**		26,275
Allowance for credit losses		**(563)**		-
Allowance for doubtful accounts		**-**		(545)
Net trade notes receivable, at end of period	$	**24,751**	$	25,730

An analysis of the changes in the trade notes receivable allowance is as follows:

For the years ended December 31,		2023		2022
Allowance, beginning of period	**$**	**545**	$	447
Provisions for bad debts		**1,382**		1,282
Net write-offs		**(1,364)**		(1,184)
Allowance, end of period	**$**	**563**	$	545

Scheduled future maturities of trade notes receivable are as follows:

Years ending December 31,		
2024	$	9,619
2025		4,795
2026		3,965
2027		2,882
2028		2,085
Thereafter		1,968
	$	25,314

($000's)

7. Property and Equipment

A summary of property and equipment as of December 31 is as follows:

		2023		2022
Machinery and equipment	$	6,303	$	5,523
Software		11,035		6,831
Vehicles		9,614		8,539
Total property and equipment		26,952		20,893
Less accumulated depreciation		(8,173)		(2,614)
Property and equipment – net	$	18,779	$	18,279

Depreciation expense was $5,092 for the year ended December 31, 2023 and $1,656 for the year ended December 31, 2022.

8. Related Party Transactions

The Company has material ongoing transactions with the Manager and other direct and indirect subsidiaries of the Manager.

Related parties, some of which are outside the United States, pay the Company, or its subsidiaries, a synthetic royalty or license fee for access to and use of their intellectual property, none of which are denominated in a foreign currency. Synthetic royalties and master license fees from affiliated entities were $28,705 for the year ended December 31, 2023, and $22,879 for the year ended December 31, 2022.

As discussed in Note 2, the Securitized Entities entered into the Management Agreement with the Manager to perform certain services on behalf of the Securitized Entities. In exchange for the services, the Securitized Entities pay a management fee for each 12-month period equal to the sum of (i) an annual base management fee of $8,000, plus (ii) a fee of $12.425 for every $100 of aggregate total securitization revenues in the form of collections for the applicable period.

The Company incurred management fees of $44,075 for the year ending December 31, 2023, and $37,264 for the year ending December 31, 2022.

Costs of products and services as well as advertising and promotion fund expenses are reimbursed by the Company to the Manager.

Excess cash collections after distributions to the Issuer for quarterly interest and scheduled principal payments, expense reimbursements to the Manager and payment of management fees, are distributed to the Manager. Distributions were $265,744 for the year ended December 31, 2023, and $202,999 for the year ended December 31, 2022.

9. Contingencies

The Company is engaged in various legal proceedings incidental to its normal business activities. Management has determined that it is not probable that the Company has incurred any loss contingencies as defined in FASB ASC Topic 450, Contingencies. Accordingly, no liabilities have been accrued for these matters as of December 31, 2023 and 2022.

Management believes that the outcome of such matters will not have a material effect on the Company's combined financial statements.

10. Subsequent Events

In preparation of its financial statements, the Company considered subsequent events through April 1, 2024, which was the date the Company's financial statements were available to be issued.

Neighborly Assetco LLC and Subsidiaries

Combined Financial Statements

As of December 31, 2022 and 2021 and for the year ended December 31, 2022 and for the periods from September 1, 2021 through December 31, 2021 (Successor) and January 1, 2021 through August 31, 2021 (Predecessor)

Neighborly Assetco LLC and Subsidiaries

Combined Financial Statements

As of December 31, 2022 and 2021 and for the year ended December 31, 2022 and for the periods from September 1, 2021 through December 31, 2021 (Successor) and January 1, 2021 through August 31, 2021 (Predecessor)

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Report of Independent Auditors

To the Board of Directors and Stockholders of
Neighborly Assetco LLC and Subsidiaries

Opinion

We have audited the combined financial statements of Neighborly Assetco LLC and Subsidiaries (the Company), which comprise the combined balance sheet as of December 31, 2022, and the related combined statements of income, changes in member's equity and cash flows for the year then ended, and the related notes (collectively referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company at December 31, 2022, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Report of Other Auditors on 2021 Financial Statements

The financial statements of the Company for the year ended December 31, 2021 were audited by another auditor who expressed an unmodified opinion on those financial statements on March 31, 2022.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free of material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Ernst + Young LLP

Dallas, Texas
April 1, 2023

Combined Financial Statements

Neighborly Assetco LLC and Subsidiaries

Combined Balance Sheets
($000's)

As of December 31,		**2022**		2021
Assets				
Current assets				
Cash	$	**2,381**	$	2,311
Restricted Cash		**3,359**		4,191
Trade accounts receivable - net		**21,003**		14,334
Trade notes receivable, current portion – net		**7,846**		8,115
Inventories		**1,592**		-
Prepaid selling expenses, current		**4,449**		3,158
Other current assets		**1,644**		413
Total current assets		**42,274**		32,522
Property and equipment - net		**18,279**		-
Prepaid selling expenses, less current portion		**27,556**		20,587
Trade notes receivable, less current portion - net		**17,884**		19,827
Intangible assets - net		**1,326,225**		1,313,560
Goodwill		**1,700,383**		1,739,192
Total assets	$	**3,132,601**	$	3,125,688
Liabilities and Member's Equity				
Current liabilities				
Accrued liabilities	$	**3,253**	$	2,915
Deferred revenue, current		**10,604**		8,980
Total current liabilities		**13,857**		11,895
Deferred Revenue, less current portion		**57,622**		53,413
Contingencies (Note 9)				
Member's Equity				
Additional paid-in equity	$	**2,944,568**	$	3,030,896
Accumulated earnings		**141,691**		29,484
Accumulated other comprehensive income (loss)		**(25,137)**		-
Total Member's Equity		**3,061,122**		3,060,380
Total liabilities and member's equity	$	**3,132,601**	$	3,125,688

See accompanying notes to combined financial statements.

Neighborly Assetco LLC and Subsidiaries

Combined Statements of Income
($000's)

	Year ended December 31, 2022	September 1, 2021 through December 31, 2021 (Successor)	March 26, 2021 through August 31, 2021 (Predecessor)
Revenues and income			
Franchise service fees	**$ 152,248**	$ 46,350	$ 64,679
Synthetic royalties and master license fees	**22,879**	4,482	8,958
Franchise sales fees	**13,642**	3,705	6,580
Sales of products and services	**123,984**	7,157	21,133
Advertising and promotional fund revenue	**39,184**	12,045	16,675
Other revenue	**31,214**	10,473	11,095
Total revenues and income	**383,151**	84,212	129,120
Cost of Sales			
Products and services	**62,493**	4,934	11,372
Gross Profit	**320,658**	79,278	117,748
Selling expense	**8,274**	1,676	2,522
General and administrative expense	**9,033**	-	-
Advertising and promotional fund expense	**42,987**	12,045	13,431
Depreciation and amortization	**82,921**	25,454	5,637
Management expenses	**37,264**	10,206	13,123
Loss on impairment of goodwill	**25,937**	-	-
Bad debt expense	**2,035**	413	157
Net income	**$ 112,207**	$ 29,484	$ 82,878
Other comprehensive income			
Foreign currency translation adjustment	**(25,137)**	-	-
Comprehensive income	**$ 87,070**	$ 29,484	$ 82,878

See accompanying notes to combined financial statements.

Neighborly Assetco LLC and Subsidiaries

Combined Statements of Changes in Member's Equity
($000's)

		Member's Equity
Balance - March 25, 2021 (Predecessor)	$	756,709
Equity contribution		23,456
Distributions		(68,875)
Net income		82,878
Balance - August 31, 2021 (Predecessor)	$	794,168
Balance – September 1, 2021 (Successor)		-
Equity contribution for acquisition of the Company		3,089,263
Distributions		(58,367)
Net income		29,484
Balance - December 31, 2021 (Successor)	$	3,060,380
Equity contribution		116,670
Distributions		(202,999)
Net income		112,208
Foreign currency translation adjustment		(25,137)
Balance - December 31, 2022	$	3,061,122

See accompanying notes to combined financial statements.

Neighborly Assetco LLC and Subsidiaries

Combined Statements of Cash Flows
($000's)

	Year ended December 31, 2022	September 1, 2021 through December 31, 2021 (Successor)	March 26, 2021 through August 31, 2021 (Predecessor)
Operating activities			
Net income	$ **112,208**	$ 29,484	$ 82,878
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	**82,921**	25,454	5,637
Loss on impairment of goodwill	**25,937**	-	-
Bad debt expense	**2,035**	413	157
Notes received	**(12,808)**	(4,743)	(6,283)
Collections of notes receivable	**13,699**	5,638	6,708
Changes in assets and liabilities:			
Trade accounts receivable	**(7,383)**	(8)	(8,163)
Inventories	**(1,035)**	-	-
Prepaid selling expenses and other assets	**(9,491)**	(2,643)	(7,933)
Accrued liabilities	**338**	(681)	3,596
Deferred revenue	**5,832**	5,911	(1,678)
Net cash provided by operating activities	**212,253**	58,825	74,919
Investing activities			
Purchase of equipment and other assets	**(7,904)**	-	-
Purchase of intellectual property	**(104,112)**	-	-
Net cash provided by (used in) investing activities	**(112,016)**	-	-
Financing activities			
Equity contribution	**102,000**	-	-
Distributions paid	**(202,999)**	(58,367)	(68,875)
Net cash used in financing activities	**(100,999)**	(58,367)	(68,875)
Net increase in cash and restricted cash	**(762)**	458	6,044
Cash and restricted cash - Beginning of period	**6,502**	6,044	-
Cash and restricted cash - End of period	$ **5,740**	$ 6,502	$ 6,044
Supplemental cash flow disclosures:			
Non-cash contribution of equity	$ **14,670**	$ 3,089,263	$ 23,456

See accompanying notes to combined financial statements.

1. Description of Business and Significant Accounting Policies

Organization and Description of Business

Neighborly Assetco LLC (“we”, “our” and the “Company”) is an infinite-lived single-member special purpose Delaware limited liability company and was organized on November 13, 2020, with no operations until March 25, 2021. The Company is a direct, wholly owned subsidiary of Neighborly Issuer LLC (the “Issuer”), which is a special purpose Delaware limited liability company and a direct, wholly owned subsidiary of Neighborly SPV Guarantor LLC (the “SPV Guarantor”), which is a special purpose Delaware limited liability company that is an indirect, wholly owned subsidiary of Neighborly Company (the “Manager”). All of the issued and outstanding limited liability company interests of the Company are directly owned by the Issuer, upon an initial $1.00 capital contribution. The Company is a bankruptcy remote entity and which owns substantially all of the US intellectual property including trademarks, franchise agreements, national account relationships and systems-in-place, as well as the United Kingdom (the “UK”) trademarks of the Manager. The Company conducts transactions with affiliated parties under common control, and as such, results of operations may not be indicative of operations on a stand-alone basis, without those transactions with related parties. The Company has no employees and relies on the Manager for continued operations.

As of March 25, 2021 the Company’s subsidiaries were comprised of a number of franchisors and related supporting businesses operating in the United States (the “US”) and internationally and include the following businesses: Aire Serv SPV LLC, Mr. Electric SPV LLC, The Grounds Guys SPV LLC, Rainbow International SPV LLC, Glass Doctor SPV LLC, Mr. Appliance SPV LLC, Mr. Rooter SPV LLC, Molly Maid SPV LLC, Mr. Handyman SPV LLC, Five Star Painting SPV LLC, Window Genie SPV LLC, Real Property Management SPV LLC, Mosquito Joe SPV LLC, HouseMaster SPV LLC, Dryer Vent Wizard SPV LLC, ShelfGenie SPV LLC and Precision Door Service SPV LLC (each an “SPV Franchisor” and together the “SPV Franchisors”) and ProTradeNet SPV LLC, Back Office SPV LLC and G-O Manufacturing SPV LLC (each a “Non-Franchisor SPV Entity” and together the “Non-Franchisor SPV Entities”), each of which is a direct, wholly owned subsidiary of the Company.

In June 2021, the assets of Neighborly Services Solutions, a Non-Franchisor SPV entity, were contributed to the Company.

In January 2022, the assets of Zorware SPV LLC, NBLY Co Ops CO SPV LLC, and Trench Right SPV LLC were contributed to the Company and intangible assets were acquired by Pimlico SPV Limited, all Non-Franchisor entities. In March 2022, additional assets of NBLY Co Ops CO SPV LLC as well as assets of NBLY Co Ops AZ SPV, both Non-Franchisor entities, were contributed to the Company. In December 2022, intangible assets of Greensleeves Limited were acquired by the Company.

The Company holds all the equity interests in the SPV Franchisors and the Non-Franchisor SPV Entities, certain intellectual property, certain license agreements and certain vendor agreements. Each SPV Franchisor holds the trademarks and the franchise agreements related to such brand and any product supply agreements or vendor agreements related to such brand. The Non-Franchisor SPV Entities hold certain trademarks, certain product supply agreements, certain vendor agreements and the office service agreements.

The Company was formed in connection with a financing transaction (the “Securitization Transaction”), which was completed on March 25, 2021 (see Note 2). On March 25, 2021, the Manager, a Non-Securitization Entity, contributed to the Company through a series of asset transfers to the SPV Guarantor, the Issuer, the Company and its subsidiaries (the “Securitization Entities”), substantially all of its US intellectual property, including trademarks (the "Securitization IP"), franchise agreements, national account relationships and systems-in-place and the UK trademarks (collectively, the "Securitization Assets"). The Manager, certain Securitization Entities and the SPV Franchisors entered into license agreements pursuant to which they granted, respectively, to certain Non-Securitization Entities (i) a non-exclusive license to use and sublicense the Securitization IP in connection with owning and operating the company-owned store locations, UK locations and Canadian locations and (ii) an exclusive license to use and sublicense the Securitization IP in connection with other products and services.

The contributions of the Securitization Assets are between entities under common control and are recorded at book value. No gain or loss has been realized on the transactions.

On March 25, 2021, the Securitization Entities entered into the management agreement (the "Management Agreement") with the Manager to perform certain services on behalf of the Securitization Entities, including, among other things, collecting franchisee payments, managing the operations on behalf of the Securitization Entities, and performing certain franchising, marketing, and operational and reporting services, as well as managing the intangible assets on behalf of the Securitization Entities. In exchange for providing such services, the Manager will be entitled to receive certain management fees on a weekly basis.

Basis of Presentation

The accompanying combined financial statements as of December 31, 2022 and December 31, 2021 include the accounts of the Company and its wholly owned subsidiaries. All significant intercompany accounts and transactions have been eliminated in consolidation.

FASB ASC Topic 810-10, Consolidation, applies to certain entities in which equity investors do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without additional subordinated financial support. Such an entity is referred to as a variable interest entity ("VIE"). FASB ASC Topic 810-10 requires the consolidation of a VIE by its primary beneficiary. The primary beneficiary is the entity, if any, that has the obligation to absorb losses or the right to receive benefits of the VIE that could potentially be significant to the VIE, which is the Company and its subsidiaries.

The Company has determined that Neighborly Company, the Manager, is the primary beneficiary, having both power and benefits, of the Securitization Entities. Accordingly, consolidation of the Company and its subsidiaries (SPV Franchisors and Non-franchisor SPVs) is precluded, and as result, combined financial statements are presented. All intercompany transactions have been eliminated.

Acquisition of the Manager

On June 29, 2021, Kohlberg Kravis and Roberts ("KKR"), and associated co-investors formed Nest Bidco Inc. which, on September 1, 2021, purchased 100% of the shares of Balcones Holdco, Inc., the parent company of Neighborly Company, from TDG Investment Holdings, LP. Nest Bidco Inc. is an indirectly wholly owned subsidiary of Nest Holdings LP, which is the ultimate parent company of the newly formed business. The transaction was effected to add Neighborly to KKR's investment portfolio, and allows Neighborly to gain access to KKR's capital and resources. Consideration consisted of $1,914,164 of cash to the sellers and equity rollover with a fair value of $227,829.

The Company elected to apply pushdown accounting as a result of change in ownership of the Manager, and accordingly, the Company's assets acquired and liabilities assumed were recorded at the acquisition-date fair values established by Nest Holdings LP, the acquirer, based on independent valuation studies and management estimates of their fair value in accordance with Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") Topic 805, Business Combinations, on September 1, 2021 (the "Date of Acquisition"). In accordance with ASC Topic 805, the debt assumed in the transaction for which the Company is not the obligor has not been pushed down to Company's stand-alone financial statements. Resulting goodwill, measured as the residual amount of consideration in excess of the fair value of net assets acquired, was allocated to the Company on a relative fair value basis.

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The acquisition-date fair value of identifiable net assets of the Company is as follows:		
Working capital	$	**5,436**
Notes receivable		**29,365**
Trademarks		**792,800**
Franchise relationships		**542,800**
National account relationships		**1,700**
Developed technology		**400**
Goodwill		**1,739,192**
Other assets		**18,374**
Other liabilities		**(40,804)**
Total	$	**3,089,263**

The goodwill recognized is attributable to intangible assets not qualifying for separate recognition.

Throughout this document we refer to Successor and Predecessor. The term "Successor" refers to the Company following the Date of Acquisition, and the term "Predecessor" refers to the Company prior to the Date of Acquisition. As a result of the application of purchase accounting to this transaction, the Company's financial statements for the Successor Period are not comparable to the Predecessor Periods, which is from March 26, 2021 through August 31, 2021.

Reclassifications

Certain reclassifications have been made to conform prior year balances to the current year presentation. Collections of notes receivable have been included in operating activities in the accompanying Consolidated Statements of Cash Flow, for both the Successor and Predecessor periods. The components of member's equity are presented. None of the reclassifications affected our net loss in the prior year.

Use of Estimates

The preparation of combined financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the combined financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Income Taxes

The Company is a single-member limited liability company for federal and state income tax purposes with all income tax liabilities and/or benefits of the Company being passed through to the Manager. As such, no recognition of federal or state income taxes will be provided for in the financial statements of the Company.

Revenue Recognition

The Company's primary sources of revenue are as follows:

- Franchise service fees from existing franchise owners based on a percentage of each franchise owner's gross sales. These fees generally range from 2% to 15% of the franchise owner's weekly sales, depending upon the particular franchise concept and upon various other factors;

- Synthetic royalties and master license fees from affiliated entities resulting from their use of the Company's intellectual property;

- Franchise sales fees generated from the sale of new franchise territories and the sale of additional franchise territories to existing franchise owners;

- Sales of products and services to unrelated third parties;

- Advertising and promotional revenue represents marketing, advertising and promotional ("MAP") fund fees collected from existing franchise owners. These fees are typically a percentage of each franchise owner's gross sales and vary depending upon the particular franchise concept and various other factors;

- Other revenue consists of incentives earned from services performed for unrelated third parties and interest generated from notes receivable.

Typically, franchise agreements are granted to franchise owners for an initial term of ten years with an option to renew. The respective franchisor's obligations under franchise agreements consist of providing a license of the applicable brand's intellectual property, a list of approved suppliers, certain training programs, an operations manual, and to maintain the MAP fund. These performance obligations are highly interrelated, and we do not consider them to be individually distinct, and therefore account for them as a single performance obligation, which collectively represent the obligation to provide a license for the right to use our brand's intellectual property. Revenue related to franchise agreements is recognized on a straight-line basis over the term of the agreement with the exception of variable or sales-based royalties, MAP fund fees and revenue allocated to goods and services which are recognized as the underlying sales occur.

In the event a franchise agreement is terminated, without a corresponding agreement executed by the same franchise owner, any remaining deferred fees are recognized in the period of termination.

The Company periodically extends credit to entities for the purchase of franchises. These entities are typically controlled by individuals who operate their businesses as an owner/manager. Generally, the notes receivable are collateralized by the related franchise territory rights. The Company also extends unsecured credit to its franchise owners for unpaid franchise service fees.

The Company places notes receivable on nonaccrual status when payment is ninety days past due, and ceases to recognize revenue from interest on the note until such time as the note is no longer past due. Interest on trade notes receivable is recorded as revenue when earned. Each entity's ability to perform is dependent upon the economic condition of the business. The Company maintains ongoing credit evaluations of its franchise owners. Allowances for doubtful trade accounts receivable and trade notes receivable are provided based upon past loss experience, known and inherent risks in the accounts, adverse situations that may affect a franchise owner's ability to repay, and current economic conditions.

Franchise service fee revenues represent sales-based royalties that are related entirely to the applicable franchisor's performance obligation under the franchise agreement and are recognized in the period in which the sales occur. Sales-based royalties are variable consideration related to our performance obligations to the franchise owners to maintain the intellectual property being licensed.

The right to collect marketing, advertising, and promotional ("MAP") fees and the obligation to maintain the MAP fund is assigned to the Manager by each SPV Franchisor, and the performance obligation and fulfillment thereof resides with the Manager. The Manager's obligation related to these funds is to administer the MAP fund, keep unused MAP fees in segregated bank accounts and use MAP fees for certain activities related to the marketing and promotion of the individual businesses. We have determined we act as the principal in the transaction related to the MAP fund contributions and expenditures. MAP fund contributions and expenditures are reported on a gross basis in the accompanying Combined Statements of Income. As noted above, we have concluded the advertising services provided to franchise owners are highly interrelated with the franchise rights and not a distinct performance obligation; therefore, revenues from MAP fund fees are recognized as advertising and promotion fund revenue when the related sales occur based on the application of the sales-based royalty exception within ASC 606, Revenue from contracts with customers.

Revenues from product sales are recognized upon transfer of title, when delivered to the customer, when the work is performed, or orders are shipped. Incentives earned are recognized as services are performed.

Synthetic royalties from affiliated entities represent sales-based royalties that are related entirely to our performance obligation under intellectual property license agreements with affiliated entities and are recognized in the period in which the sales occur. These sales-based royalties are variable consideration related to our performance obligations to affiliated entities to maintain the intellectual property being licensed.

Master license and services fees from affiliated entities represent variable consideration in a series for which our performance obligation is satisfied over time, as our intellectual property is simultaneously accessed and benefits thereof consumed by affiliated entities.

Contract Balances

The contract liabilities which we classify as "deferred revenue" consist primarily of the unamortized portion of initial franchise fees that are currently being amortized into revenue, amounts related to pending agreements, or other deferred revenues not related to franchise agreements. Contract deferred franchise revenue represents our remaining performance obligations to our franchise owners, , as we account for our highly interrelated obligations as a single performance obligation, which collectively represent the obligation to provide a license for the right to use our brand's intellectual property excluding amounts of variable consideration related to sale-based royalties, synthetic royalties, license fees and advertising. The other deferred revenues not related to the franchise agreements are included in current deferred revenue.

During 2022, we determined that our prior year deferred revenue for MAP fund fees was overstated and the associated revenue related to prior periods was understated, resulting in immaterial errors in our previously issued financial statements. The overstatement of deferred revenue was the result of concluding, in error, that the related performance obligation had not yet been fulfilled, and that the revenue had not yet been earned. As a result, we have made certain corrections to adjust the liability and associated revenue in the consolidated balance sheet as of December 31, 2021 and the consolidated statement of income for the predecessor period from March 26, 2021 through August 31, 2021.

The cumulative effect of the adjustment to correct the misstatements in the financial statements for years prior to 2022 totaled $8.5 million and is reflected as a $5.2 million reduction to equity contributions and a $3.2 million increase to net income, in the predecessor period of our Consolidated Statements of Changes in Member's Equity. The correction is reflected as an $8.5 million decrease in deferred revenue – current, total current liabilities and total liabilities and member's equity on our Consolidated Balance Sheets at December 31, 2021, and as increased advertising and promotional fund revenue, total revenues and operating income, gross profit, net income and comprehensive income of $3.2 million in our Consolidated Statements of Income and had no impact to our Consolidated Statements of Cash Flows in the predecessor period for 2021.

We concluded that the effect of the error on prior period financial statements was immaterial but the effect of the correction is material to the current year consolidated financial statements. Prior year misstatements which, if corrected in the current year, would materially misstate the current year's financial statements, must be corrected by adjusting prior year financial statements, even though such correction previously was and continues to be immaterial to the prior year financial statements. Correcting prior year financial statements for such immaterial misstatements does not require previously issued reports to be amended as they continue to be materially accurate. Users of our financial statements can continue to rely on the prior financial statements and the auditor's opinion thereon is not modified.

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The components of the change in deferred revenue are as follows:

For the period	Year ended December 31, 2022	September 1, 2021 through December 31, 2021	March 26, 2021 through August 31, 2021
		(Successor)	(Predecessor)
Balance at beginning of period	$ **62,393**	$ 56,482	$ 51,315
MAP fund fees received from franchise owners	**39,618**	11,545	17,175
MAP fund revenue recognized	**(39,618)**	(12,045)	(16,675)
Fees received from franchise owners	**24,518**	9,616	20,224
Franchise sales revenue recognized	**(13,642)**	(3,705)	(6,580)
Contributed from Manager	**-**	-	6,845
Other deferred revenue recognized	**(5,043)**	500	(15,822)
Balance at end of period	**68,226**	62,393	56,482
Less: current portion	**10,604**	8,980	7,201
Deferred revenue, noncurrent	$ **57,622**	$ 53,413	$ 49,281

Revenue deferred as of December 31, 2021 and recognized in the year ended December 31, 2022 was $16,912. Revenue deferred as of August 31, 2021 and recognized in the period from September 1, 2021 through December 31, 2021 was $13,242. Revenue deferred as of March 25, 2021 and recognized in the period from March 26, 2021 through August 31, 2021(Predecessor) was $12,552.

As of December 31, 2022, the deferred revenue expected to be recognized for each of the next five years, and in the aggregate, is as follows:

Years ending December 31,	
2023	$ 11,154
2024	9,278
2025	9,163
2026	8,959
2027	8,621
Thereafter	24,586
	$ 71,761

Direct, incremental selling expenses are reimbursed by the Company to the Manager. Such costs paid when the franchise agreement is executed are recorded as a contract asset by the Company and amortized over the life of the agreement consistent with the recognition of the deferred revenue. Contract assets are included in current and non-current prepaid selling expenses in the accompanying Combined Balance Sheets. For the year ended December 31, 2022, $16,534 of costs were incurred and expense of $8,274 was recognized. For the period from September 1, 2021 through December 31, 2021 (Successor), $5,825 of costs were incurred and expense of $1,676 was recognized. For the period from March 26, 2021 through August 31, 2021 (Predecessor), $8,852 of costs were incurred and expense of $2,522 was recognized. The ending asset for deferred contract costs as of December 31, 2022 was $32,728, of which $4,566 was current. The ending asset for deferred contract costs as of December 31, 2021 (Successor) was $23,745, of which $3,158 was current.

Advertising

The Company expenses advertising costs as incurred. Advertising expense was $9,033 for the year ended December 31, 2022 and none was incurred in the prior periods. Advertising expense is included in general and administrative expense in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss).

Inventories

Inventories consist of products to be sold and are stated at the lower of cost (first-in, first-out method) or net realizable value.

Property and Equipment

Property and equipment is stated at cost and is depreciated using the straight-line method over the estimated useful lives of the respective assets which are generally as follows: machinery, equipment, and vehicles (5-10 years); and software (3 years). Additions, renewals, and betterments are capitalized; maintenance and repairs which do not extend the useful life of the asset are expensed as incurred.

Management evaluates long-lived assets used in operations for impairment when indicators of impairment are present. Impairment losses are recorded in the amount that carrying value exceeds fair market value when the undiscounted cash flows estimated to be generated by those assets are less than the carrying amount of the assets. No impairment losses for property and equipment were recorded for the year ended December 31, 2022, the periods from September 1, 2021 through December 31, 2021 (Successor) or from March 26, 2021 through August 31, 2021 (Predecessor).

Goodwill

Goodwill represents the excess of the consideration transferred over the fair value of identifiable net assets acquired. The Company tests goodwill annually for impairment, or earlier if events or changes in circumstances indicate that impairment may exist. Management's impairment tests are generally performed as of October 1st annually. The Company's current goodwill balance was measured as of September 1, 2021, resulting from the acquisition of the Manager and pushdown accounting election, based on the excess of consideration over the fair value of assets acquired.

The Company performed a qualitative assessment of its goodwill as of October 1, 2022 and concluded that indicators of impairment existed for certain of its international brands, based on trends in financial performance. Additionally, upon measurement using present value techniques, the Company's weighted average cost of capital increased, due to increasing interest rates, combined with operating performance, unfavorably impacting the calculated fair value of those reporting units. Accordingly, a goodwill impairment charge of $25,937 was recorded in 2022.

Intangible Assets

Intangible assets consist of trademarks, franchise relationships, national accounts, developed technology, and domain name, and are stated at their acquisition-date fair value, less subsequent amortization. The Company's intangible assets are definite lived, other than domain name, which is indefinite lived.

For definite lived intangible assets, when events or changes in circumstances indicate that the carrying amount of the asset may not be recoverable, the Company evaluates the definite lived intangible assets for impairment by comparing the carrying value to the anticipated future undiscounted cash flows expected to be generated from the use of the intangible assets. If the carrying amount is not recoverable, a loss is recorded in the amount the carrying value exceeds the fair market value of the assets. The Company performed a qualitative assessment of its intangible assets and determined that no indicators of impairment were present for definite lived intangible assets in either the Successor or Predecessor periods.

Successor Period

Trademarks are amortized over their estimated useful life of 20 years, using the straight-line method. Franchise relationships and national accounts relationships are amortized over their estimated useful lives of 15 years, using the straight-line method. Software is amortized over its estimated useful life of 3 years, using the straight-line method.

Domain names are stated at their acquisition-date fair value, and are not amortized, as their useful lives are considered indefinite, but are subject to annual impairment testing. The Company performed a qualitative assessment of its indefinite lived intangible assets as of October 1 in each of 2022 and 2021 and concluded it is not more likely than not that the fair value of its domain names is less than the carrying amount and, as such, a quantitative impairment test was not considered necessary.

Predecessor Period

Franchise relationships, national accounts relationships, and software are stated at their estimated fair value at the date of acquisition, less subsequent amortization. National accounts relationships were amortized over their estimated useful lives of 15 years using the straight-line method. Franchise relationships were amortized over their estimated useful life of 10-15 years using the straight-line method. Software was amortized over the estimated useful life of 3 years.

Trademarks, systems-in-place, and domain names were each stated at their estimated fair value at the date of acquisition, and were not amortized, as their useful lives were considered indefinite, but were subject to annual impairment testing. No impairment expense was recorded in the period from March 26, 2021 through August 31, 2021 (Predecessor).

Fair Value of Financial Instruments and Non-Financial Assets

In accordance with FASB ASC 820, Fair Value Measurements, certain assets carried at fair value are categorized based on the level of judgment associated with the inputs used to measure their fair value. The standard establishes a hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three levels:

Level 1 - Inputs are unadjusted quoted market prices in active markets for identical assets or liabilities at the measurement date.

Level 2 - Inputs (other than quoted prices included in Level 1) are either directly or indirectly observable for the asset or liability through correlation with market data at the measurement date for the duration of the instrument's anticipated life.

Level 3 - Inputs are unobservable and therefore reflect management's best estimate of the assumptions that market participants would use in pricing the asset or liability.

The Company believes the carrying amounts of financial instruments as of December 31 of both 2022 and 2021, including cash, restricted cash, and accounts receivable, approximate their fair values due to their short maturities. The Company's long-term trade notes receivable bear interest at market rates. Thus, management believes their carrying amounts approximate fair value (Level 3).

The Company performs an annual impairment assessment over its goodwill and other indefinite lived intangible assets, or more frequently as necessary if events and circumstances exist that indicate than an impairment test should be performed. The trade names, systems in place, and developed technology are valued using the relief from royalty method and the franchise relationships and national account relationships are valued using the multi-period excess earnings method. The future projections and estimates used for the valuations are considered Level 3 inputs.

Foreign Currency Translation

Consolidated entities that have a functional currency that differs from the Company's reporting currency include our foreign subsidiaries, which are in the UK Foreign currency denominated assets and liabilities are translated using the exchange rates at the end of each reporting period. Results of foreign operations are translated at the weighted average exchange rate for each reporting period. Translation adjustments are included as a component of accumulated other comprehensive income (loss) until realized. Where amounts denominated in a foreign currency are converted into US dollars by remittance or repayment, the realized exchange differences are included in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss), primarily in general and administrative expense, and was immaterial in all periods presented.

Cash and Restricted Cash

Cash consists of cash held on deposit. Restricted cash includes securitized cash held on deposit in Company accounts related to the Securitization Transaction.

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Cash and restricted cash consists of the following:

As of		December 31, 2022		December 31, 2021
Cash	$	**2,381**	$	2,311
Restricted Cash:				
Whole business securitization		**3,359**		4,191
Total cash and restricted cash	$	**5,740**	$	6,502

The Company maintains its cash in banks in which deposits may, from time to time, exceed federally insured limits. The Company has not experienced any losses in such accounts and believes that it is not exposed to any significant credit risks related to cash.

Recent Accounting Pronouncements

In June 2016, the FASB issued ASU No. 2016-13, Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. ASU 2016-13 amends the impairment model by requiring entities to use a forward-looking approach based on expected losses to estimate credit losses on certain types of financial instruments, including trade receivables. In November 2018, the FASB issued ASU No. 2018-19, Codification Improvements to Topic 326, Financial Instruments - Credit Losses ("ASU 2018-19"), which clarifies that receivables arising from operating leases are accounted for using lease guidance and not as financial instruments. In April 2019, the FASB issued ASU No. 2019-04, Codification Improvements to Topic 326, Financial Instruments - Credit Losses, Topic 815, Derivatives and Hedging, and Topic 825, Financial Instruments ("ASU 2019-04"), which clarifies the treatment of certain credit losses. In May 2019, the FASB issued ASU No. 2019-05, Financial Instruments - Credit Losses (Topic 326): Targeted Transition Relief ("ASU 2019-05"), which provides an option to irrevocably elect to measure certain individual financial assets at fair value instead of amortized cost. In November 2019, the FASB issued ASU No. 2019-11, Codification Improvements to Topic 326, Financial Instruments - Credit Losses ("ASU 2019-11"), which provides guidance around how to report expected recoveries. ASU 2016-13, ASU 2018-19, ASU 2019-04, ASU 2019-05 and ASU 2019-11 (collectively, "ASC 326") are effective for fiscal years beginning after December 15, 2022, with early adoption permitted. The Company is currently evaluating the impact this guidance will have on its consolidated financial statements.

In January 2017, the FASB issued ASU 2017-04, Intangibles – Goodwill and Other, which simplifies the test for goodwill impairment by removing the second step of the two-step impairment test. A goodwill impairment will now be the amount by which a reporting unit's carrying value exceeds its fair value, not to exceed the carrying value of goodwill. All other goodwill impairment guidance will remain largely unchanged. Entities will continue to have the option to perform a qualitative assessment to determine if a quantitative impairment test is necessary. The same one-step impairment test will be applied to goodwill at all reporting units, even those with zero or negative carrying amounts. Entities will be required to disclose the amount of goodwill at reporting units with zero or negative carrying amounts. For nonpublic entities, the standard is effective for annual periods beginning after December 15, 2022 with early application permitted for tests performed after January 1, 2017. The Company adopted ASU 2017-04 as of January 1, 2022 on a prospective basis and the adoption resulted in no material impact on the consolidated financial statements or disclosures. The Company applied this guidance when measuring goodwill impairment in the current year, which is discussed above.

2. Securitization Transactions

On March 25, 2021, the Manager, a Non-Securitization Entity, contributed to the Company through a series of asset transfers to the Securitization Entities, substantially all of the US intellectual property, including trademarks, franchise agreements, national account relationships and systems-in-place and the UK trademarks. The Manager, certain Securitization Entities and the SPV Franchisors entered into license agreements pursuant to which they granted, respectively, to certain Non-Securitization Entities (i) a non-exclusive license to use and sublicense the Securitization IP in connection with owning and operating the company-owned store locations, UK locations and Canadian locations and (ii) an exclusive license to use and sublicense the Securitization IP in connection with other products and services.

The Company received an initial non-cash capital contribution as of March 25, 2021 of $756,709, consisting of $794,758 in intangible assets, and an unearned revenue liability, net of prepaid selling expenses, of $38,049 from the Issuer. During the period from March 26, 2021 through August 31, 2021 (Predecessor), the Company received additional non-cash capital contributions of $23,456, consisting of $4,457 in intangible assets, and $36,310 in accounts receivable and notes receivable, along with unearned revenue liability of $6,845 from the Issuer.

The Company received a cash capital contribution in January 2022 of $102,000 which the Company used to acquire $102,000 in intangible assets. Also in January 2022, the Company received a non-cash capital contribution of $13,456, consisting of $10,862 in property and equipment, $2,082 in intangible assets, and $512 in inventories. In March 2022, the Company received a non-cash contribution of $1,214, consisting of $1,169 in property and equipment and $45 in inventories.

The contributions of the Securitization Assets are between entities under common control and are recorded at book value. No gain or loss has been realized on the transactions.

The Issuer is dependent on the Company for sufficient cash flows from their securitized operations to service the Series 2021-1 and Series 2022-1 Senior Notes (see Note 3), remit management fees to the Manager, and pay certain other ongoing costs related to the Securitization Transaction.

3. Debt Guarantee

In conjunction with the Securitization Transaction, on March 25, 2021, the Issuer issued $800 million Series 2021-1 3.584% Fixed Rate Senior Secured Notes (the "Senior Notes"). The Senior Notes have an anticipated repayment date of April 30, 2028, and a final maturity date of April 30, 2051. Scheduled principal payments of $2 million and interest are paid quarterly. As of December 31, 2022 and 2021, $788 million and $796 million, respectively, was outstanding on the Senior Notes.

On January 19, 2022, in connection with the Second Securitization, the Issuer, issued $410 million Series 2022-1 3.695% Fixed Rate Senior Secured Notes (the "Series 2022-1 Senior Notes") through a second whole business securitization transaction. The Series 2022-1 Senior Notes have an anticipated repayment date of January 30, 2029, and a final maturity date of January 30, 2052. Scheduled principal payments of $1.03 million and interest are paid quarterly. As of December 31, 2022, $406.93 million was outstanding on the Series 2022-1 Senior Notes.

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The Senior Notes issued in conjunction with the Securitization Transaction and Second Securitization are secured by substantially all assets of the Securitization Entities and guaranteed by the Securitization Entities, including the Company. The restrictions placed on the Issuer and its subsidiaries require that interest and scheduled principal payments on the Senior Notes be paid prior to any residual distributions to the Manager, and amounts are segregated weekly to ensure appropriate funds are reserved to pay the quarterly interest and scheduled principal amounts due. The amount of weekly cash flow that exceeds all expenses and obligations of the Issuer and its subsidiaries is generally remitted to the Manager in the form of a distribution. The Manager also receives a fee for the services it provides to the Securitization Entities that is senior to debt service. The Securitization Transaction requires, among other things, maintenance of minimum debt-service coverage ratio levels and additional incurrence of indebtedness and scheduled amortization are subject to compliance with maximum leverage ratio levels. As of December 31, 2022 and 2021, the Issuer was in compliance with all debt-service coverage covenants.

4. Intangible Assets and Goodwill

As of March 25, 2021, intangible assets were contributed to the Company, along with certain dates thereafter as discussed in Note 1. Each of the SPV Franchisors are wholly owned subsidiaries and there was no change in ultimate ownership. Accordingly, there has been no change in control and therefore the Company concluded that the guidance in ASC 805 Business Combinations was not applicable. Intangible assets were recorded at the carrying value from the contributing entities on the date of the contribution, as the entities are under common control. Upon the acquisition by KKR (see Note 1), and the Company's election to apply purchase accounting, the intangible assets were recorded at their acquisition-date fair values.

Intangible assets as of December 31, 2022, consisted of the following:

	Useful Life		Gross Amount		Accumulated Amortization		Net Amount
Tradenames	20 years	$	886,322	$	57,733	$	828,589
Franchise relationships	15 years		542,800		48,249		494,551
National accounts	15 years		1,700		151		1,549
Developed Technology	3 years		400		178		222
Total definite-lived intangibles		$	1,431,222		106,311	$	1,324,911

	Useful Life		Gross Amount		Accumulated Impairment		Net Amount
Domain name	Indefinite		1,314		-		1,314
Total indefinite-lived intangibles		$	1,314	$	-	$	1,314

Amortization expense was $81,265 for the year ended December 31, 2022. Amortization expense was $25,454 for the period from September 1, 2021 through December 31, 2021 (Successor) and was $5,637 for the period from March 26, 2021 through August 31, 2021 (Predecessor).

Intangible assets as of December 31, 2021, consisted of the following:

	Useful Life		Gross Amount		Accumulated Amortization		Net Amount
Tradenames	20 years	$	792,800	$	13,213	$	779,587
Franchise relationships	15 years		542,800		12,091		530,709
National accounts	15 years		1,700		104		1,596

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Developed Technology	3 years		400		44		356
Total definite-lived intangibles		$	1,337,700		25,454	$	1,312,246

	Useful Life		Gross Amount		Accumulated Impairment		Net Amount
Domain name	Indefinite		1,314		-		1,314
Total indefinite-lived intangibles		$	1,314	$	-	$	1,314

Estimated amortization expense for the subsequent five years is as follows:

Years ending December 31,		
2023	$	81,410
2024		81,382
2025		80,593
2026		80,593
2027		80,593
Thereafter		920,340
	$	1,324,911

Goodwill

The Company has assigned goodwill to its reporting units based on fair valuation analysis completed for the acquisition of the Manager by KKR.

The changes in the carrying amount of goodwill are as follows:

Balance as of March 25, 2021 (Predecessor)	**$**	**-**
Goodwill allocated to the Company in connection with the acquisition		1,739,192
Balance as of December 31, 2021 (Successor)	$	1,739,192
Adjustment to goodwill for unrealized gain/loss on foreign currency		**(12,872)**
Goodwill impairment		**(25,937)**
Balance as of December 31, 2022	**$**	**1,700,383**

5. Member's Equity

Neighborly Assetco LLC ("the Limited Liability Company") was formed pursuant to and in accordance with the Delaware Limited Liability Company Act (6 Del.C. §18-101, et seq.), as amended from time to time (the "Act").

The Limited Liability Company is governed by a Limited Liability Company Agreement in which management of the Company is vested in the member ("the Member"), the Manager, who has all powers, statutory or otherwise, possessed by members of a limited liability company under the laws of the State of Delaware. The Member has the authority to bind the Company.

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The Member may appoint officers of the Company and may revoke delegated authorities and duties at any time by the Member.

The Limited Liability Company is capitalized with a single membership unit with a $1 per unit par value.

Pursuant to the Management Agreement, excess cash collections after distributions to the Issuer for quarterly interest and scheduled principal payments, expense reimbursements to the Manager and payment of management fees, are distributed to the Manager. The Member's equity is the residual of equity contributions from the Manager and income earned from operations, less distributions to the Issuer and Manager.

The Company shall dissolve, and its affairs be wound up upon the first to occur of the following: (i) the written consent of the Member, (ii) the retirement, resignation or dissolution of the Member or the occurrence of any other event which terminates the continued membership of the Member in the Company unless the business of the Company is continued in a manner permitted by the Act, or (iii) the entry of a decree of judicial dissolution under Section 18-802 of the Act.

6. Trade Notes Receivable

The Company periodically receives notes from the sale of new franchises. The rights to the related franchise territory sold generally collateralize these notes. The Company also from time-to-time receives notes for delinquent franchise service fees. Such notes, as of December 31, 2022, bear interest at rates typically ranging from 9% to 12% and generally require equal monthly installments over a life of one to ten years. Initial trade notes receivable for the respective SPV Franchisors were contributed to the Company as of March 31, 2021 by the Manager and subsequently at various dates thereafter. As the contribution was between entities under common control, the notes receivable transferred were recorded at their historical cost basis in the financial records of the Manager.

A summary of trade notes receivable as of December 31 is as follows:

	2022	2021
Amounts due within one year, net of allowance for doubtful accounts of $166 as of December, 31, 2022 and $146 as of December 31, 2022	$ 7,846	$ 8,115
Amounts due after one year, net of allowance for doubtful accounts of $379 as of December 31, 2022 and $301 as of December 31, 2021	17,884	19,827
Total trade notes receivable, net	$ 25,730	$ 27,942

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An analysis of the changes in trade notes receivable is as follows:

	Year ended December 31, 2022	September 1, 2021 through December 31, 2021	March 26, 2021 through August 31, 2021
		(Successor)	(Predecessor)
Balance at beginning of period	$ 28,389	$ -	$ -
Trade notes receivable from acquisitions	**-**	29,364	-
Notes receivable, contributed, net		-	30,111
Principal payments received	**(13,699)**	(5,638)	(6,708)
Notes issued	**12,808**	4,743	6,283
Net write-offs	**(1,223)**	(80)	(234)
Gross trade notes receivable, at end of period	**26,275**	28,389	29,452
Allowance for doubtful accounts	**(545)**	(447)	(88)
Net trade notes receivable, at end of period	$ **25,730**	$ 27,942	$ 29,364

An analysis of the changes in the trade notes receivable allowance for doubtful accounts is as follows:

For the period	**Year ended December 31, 2022**	September 1, 2021 through December 31, 2021	March 26, 2021 through August 31, 2021
		(Successor)	(Predecessor)
Allowance, beginning of period	**$ 447**	$ -	**$** -
Provisions for bad debts	**1,282**	447	88
Net write-offs	**(1,184)**	-	-
Allowance, end of period	**$ 545**	$ 447	**$** 88

Scheduled future maturities of trade notes receivable are as follows:

Years ending December 31,	
2023	$ 8,012
2024	5,215
2025	4,405
2026	3,429
2027	2,428
Thereafter	2,786
	$ 26,275

($000's)

7. Property and Equipment

A summary of property and equipment as of December 31 is as follows:

		2022
Machinery and equipment	$	5,523
Software		6,831
Vehicles		8,539
Total property and equipment		20,893
Less accumulated depreciation		(2,614)
Property and equipment – net	$	18,279

Depreciation expense was $1,656 for the year ended December 31, 2022.

8. Related Party Transactions

The Company has material ongoing transactions with the Manager and other direct and indirect subsidiaries of the Manager.

Related parties, some of which are outside the United States, pay the Company, or its subsidiaries, a synthetic royalty or license fee for access to and use of their intellectual property, none of which are denominated in a foreign currency. Synthetic royalties and master license fees from affiliated entities were $22,879 from the year ended December 31, 2022, $4,482 from September 1, 2021 to December 31, 2021 (Successor) and $8,958 from March 26, 2021 through August 31, 2021 (Predecessor).

As discussed in Note 2, the Securitized Entities entered into the Management Agreement with the Manager to perform certain services on behalf of the Securitized Entities. In exchange for the services, the Securitized Entities pay a management fee for each 12-month period equal to the sum of (i) an annual base management fee of $8,000, plus (ii) a fee of $12.425 for every $100 of aggregate total securitization revenues in the form of collections for the applicable period.

For the year ending December 31, 2022, the Company incurred management fees of $37,264. During the period from September 1, 2021 through December 31, 2021 (Successor), the Company incurred management fees of $10,206. During the period from March 26, 2021 through August 31, 2021 (Predecessor), the Company incurred management fees of $13,123.

Costs of products and services as well as advertising and promotion fund expenses are reimbursed by the Company to the Manager.

Excess cash collections after distributions to the Issuer for quarterly interest and scheduled principal payments, expense reimbursements to the Manager and payment of management fees, are distributed to the Manager. Distributions were $202,999 for the year ended December 31, 2022. Distributions were $58,367 during the period from September 1, 2021 through December 31, 2021 (Successor) and $68,875 during the period from March 26, 2021 through August 31, 2021 (Predecessor).

9. Contingencies

The Company is engaged in various legal proceedings incidental to its normal business activities. Management has determined that it is not probable that the Company has incurred any loss contingencies as defined in FASB ASC Topic 450, Contingencies. Accordingly, no liabilities have been accrued for these matters as of December 31, 2022. Management believes that the outcome of such matters will not have a material effect on the Company's combined financial statements.

10. Subsequent Events

In preparation of its financial statements, the Company considered subsequent events through March 31, 2023, which was the date the Company's financial statements were available to be issued.

Subsequent to the date of the financial statements, on February 3, 2023, the Issuer issued $275 million Series 2023-1 7.308% Fixed Rate Senior Secured Notes (the "Series 2023-1 Senior Notes") through a third whole business securitization transaction. The Series 2023-1 Senior Notes have an anticipated repayment date of January 30, 2028, and a final maturity date of January 30, 2053. Scheduled principal payments of $687.5 and interest are paid quarterly.

Additionally, that securitization transaction provided for a $125 million variable rate facility with a maturity date of January 30, 2026 with two one-year extension options. Interest is paid quarterly at the Secured Overnight Financing Rate (SOFR), plus 350 basis points. The securitization transaction also provided for a $5.03 million variable rate Delayed Draw Class A-1-LR Senior Note, with a final maturity date of January 30, 2053, which is only available for limited purposes and cannot be drawn by Neighborly Issuer LLC. Interest on draws is paid weekly at a rate equal to Prime plus 300 basis points. In connection with that securitization transaction, issued and undrawn letters of credit increased to $16.95 million.

Also on January 1, 2023, and certain dates thereafter, the Manager contributed to the Securitization Entities through a series of asset transfers to the SPV Guarantor, the Issuer, the Company and its subsidiaries, substantially all of the intellectual property, as well as certain other assets and rights, acquired in 2022 in the business combinations with Lawn Pride and Junk King. The Manager, certain Securitization Entities and Non-Franchisor SPV Entities entered into a license agreement pursuant to which they granted a non-exclusive license to use Securitization intellectual property in connection with owning and operating company-owned locations in relation to Lawn Pride, Junk King, and Greensleeves.

The Series 2023-1 Senior Notes issued in conjunction with the securitization transaction are secured by substantially all assets of the Securitization Entities and guaranteed by the Securitization Entities. Proceeds were distributed to the Manager's parent company to extinguish debt incurred by the parent to fund the Manager's acquisitions.

Neighborly Assetco LLC and Subsidiaries

Consolidated Financial Statement
As of March 25, 2021

Neighborly Assetco LLC and Subsidiaries

Consolidated Financial Statement

As of March 25, 2021

Contents

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Independent Auditor's Report

To the Board of Directors and Member of
Neighborly Assetco LLC and Subsidiaries
Waco, Texas

Opinion

We have audited the consolidated financial statement of Neighborly Assetco LLC and its subsidiaries (the "Company"), which comprises the consolidated balance sheet as of March 25, 2021 and the related notes to the consolidated financial statement.

In our opinion, the accompanying consolidated financial statement presents fairly, in all material respects, the financial position of the Company as of March 25, 2021 in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statement in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statement, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern within one year after the date that the consolidated financial statement is issued or available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statement as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statement.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statement, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statement.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statement.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

BDO USA LLP

March 29, 2021

Consolidated Balance Sheet

Neighborly Assetco LLC and Subsidiaries

Consolidated Balance Sheet
($000's)

As of March 25,		2021
Assets		
Current assets		
Prepaid selling expenses	$	1,544
Total current assets		1,544
Prepaid selling expenses, less current portion		11,722
Intangible assets – net		794,758
Total assets	$	808,024
Liabilities and Member's Equity		
Current liabilities		
Deferred revenue	$	6,163
Total current liabilities		6,163
Deferred Revenue, less current portion		45,152
Member's equity		756,709
Total liabilities and member's equity	$	808,024

See accompanying notes to consolidated financial statements.

1. Description of Business and Significant Accounting Policies

Organization and Description of Business

Neighborly Assetco LLC ("we", "our" and the "Company") is a single-member special purpose Delaware limited liability company and was organized on November 13, 2020, with no operations until March 25, 2021. The Company is a direct, wholly owned subsidiary of Neighborly Issuer LLC (the "Issuer"), which is a special purpose Delaware limited liability company and a direct, wholly owned subsidiary of Neighborly SPV Guarantor LLC (the "SPV Guarantor"), which is a special purpose Delaware limited liability company that is an indirect, wholly owned subsidiary of Neighborly Company (the "Manager").

As of March 25, 2021 the Company's subsidiaries were comprised of a number of franchisors and related supporting businesses operating in the United States and internationally and include the following businesses: Aire Serv SPV LLC, Mr. Electric SPV LLC, The Grounds Guys SPV LLC, Rainbow International SPV LLC, Glass Doctor SPV LLC, Mr. Appliance SPV LLC, Mr. Rooter SPV LLC, Molly Maid SPV LLC, Mr. Handyman SPV LLC, Five Star Painting SPV LLC, Window Genie SPV LLC, Real Property Management SPV LLC, Mosquito Joe SPV LLC, HouseMaster SPV LLC, Dryer Vent Wizard SPV LLC, ShelfGenie SPV LLC and Precision Door Service SPV LLC (each an "SPV Franchisor" and together the "SPV Franchisors") and ProTradeNet SPV LLC, Back Office SPV LLC and G-O Manufacturing SPV LLC (each a "Non-Franchisor SPV Entity" and together the "Non-Franchisor SPV Entities"), each of which is a direct, wholly owned subsidiary of the Company.

The Company holds all the equity interests in the SPV Franchisors and the Non-Franchisor SPV Entities, certain intellectual property, certain license agreements and certain vendor agreements. Each SPV Franchisor holds the trademarks and the franchise agreements related to such brand and any product supply agreements or vendor agreements related to such brand. The Non-Franchisor SPV Entities hold certain trademarks, certain product supply agreements, certain vendor agreements and the office service agreements.

The Company was formed in connection with a financing transaction (the "Securitization Transaction"), which was completed on March 25, 2021 (see Note 2). On March 25, 2021, the Manager, a Non-Securitization Entity, contributed to the Company through a series of asset transfers to the SPV Guarantor, the Issuer, the Company and its subsidiaries (the "Securitization Entities"), substantially all of the U.S. intellectual property, including trademarks (the "Securitization IP"), franchise agreements, national account relationships and systems-in-place and the U.K. trademarks (collectively, the "Securitization Assets"). The Manager, certain Securitization Entities and the SPV Franchisors entered into license agreements pursuant to which they granted, respectively, to certain Non-Securitization Entities (i) a non-exclusive license to use and sublicense the Securitization IP in connection with owning and operating the company-owned store locations, U.K. locations and Canadian locations and (ii) an exclusive license to use and sublicense the Securitization IP in connection with other products and services.

The balance sheet presented is as of the date of these initial capital contributions. The contributions of the Securitization Assets are between entities under common control and are recorded at book value. No gain or loss has been realized on the transactions.

On March 25, 2021, the Securitization Entities entered into the management agreement (the "Management Agreement") with the Manager to perform certain services on behalf of the Securitization Entities, including, among other things, collecting franchisee payments, managing the operations on behalf of the Securitization Entities, and performing certain franchising, marketing, and operational and reporting services, as well as managing the intangible assets on behalf of the Securitization Entities. In exchange for providing such services, the Manager will be entitled to receive certain management fees on a weekly basis.

COVID-19

On January 30, 2020, the World Health Organization ("WHO") announced a global health emergency because of a new strain of coronavirus originating in Wuhan, China (the "COVID-19 outbreak") and the risks to the international community as the virus spread globally beyond its point of origin. In March 2020, the WHO classified the COVID-19 outbreak as a pandemic, based on the rapid increase in exposure globally.

At the time of this report, the current pandemic of the novel coronavirus, or COVID-19, continues to impact the areas in which we operate. Even though the majority of our brands have historically been deemed to be providing "essential services" by the relevant state and local authorities, the adverse economic effects of the COVID-19 outbreak could materially decrease demand for the services offered by our franchise owners based on the restrictions in place by governments trying to curb the outbreak and/or changes in consumer behavior.

Although many regions where the Company operates have since re-opened, and the essential service designation of many of our brands, it is challenging to predict the financial performance in upcoming reporting periods with reasonable accuracy due to the lack of visibility around the duration and severity of the crisis and its dynamic changes. Management continues to actively monitor the global situation on its financial condition, liquidity, operations, suppliers, industry, and workforce.

Basis of Accounting

The accompanying financial statement has been prepared on the accrual basis of accounting in conformity with generally accepted accounting principles in the United States of America ("U.S. GAAP"). This financial statement presents the opening balance of the accounts as of March 25, 2021, the date of operation commencement.

Principles of Consolidation

The accompanying consolidated financial statement as of March 25, 2021 includes the accounts of the Company and its wholly owned subsidiaries. All significant intercompany accounts and transactions have been eliminated in consolidation.

Consolidation of Variable Interest Entities

Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") Topic 810-10, *Consolidation,* applies to certain entities in which equity investors do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without additional subordinated financial support. Such an entity is referred to as a variable interest entity ("VIE"). FASB ASC Topic 810-10 requires the consolidation of a VIE by its primary beneficiary. The primary beneficiary is the entity, if any, that has the obligation to absorb losses or the right to receive benefits of the VIE that could potentially be significant to the VIE. The Company evaluates its franchise arrangements and has concluded that it is not the primary beneficiary of any of its franchise owners.

Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Income Taxes

The Company is a single-member limited liability company for federal and state income tax purposes with all income tax liabilities and/or benefits of the Company being passed through to the Manager. As such, no recognition of federal or state income taxes for the Company will be provided for in the financial statements of the Company.

Revenue Recognition

The Company has adopted FASB Accounting Standards Update ("ASU") 2014-09, Revenue from Contracts with Customers (Topic 606) and all subsequent ASUs that modified Topic 606. The guidance clarifies the principles used to recognize revenue for all entities and requires companies to recognize revenue when it transfers goods or services to a customer in an amount that reflects the consideration to which a company expects to be entitled.

The Company's primary sources of revenue are as follows:

- Franchise service fees from existing franchise owners based on a percentage of each franchise owner's gross sales. These fees generally range from 2% to 15% of the franchise owner's weekly sales, depending upon the particular franchise concept and upon various other factors;

- Franchise fees generated from the sale of new franchise territories and the sale of additional franchise territories to existing franchise owners;

- Incentives earned from services performed for unrelated third parties;

- Synthetic royalties from affiliated entities resulting from their sales of products and services to unrelated third parties;

- Upon the contribution of notes receivable to the Company, revenue will include interest generated from notes receivable.

Typically, franchise agreements are granted to franchise owners for an initial term of ten years with an option to renew. Our performance obligations under franchise agreements consist of providing a license of our brand's intellectual property, a list of approved suppliers, certain training programs, and an operations manual. These performance obligations are highly interrelated, and we do not consider them to be individually distinct, and therefore account for them under Topic 606 as a single performance obligation. The right to collect marketing, advertising, and promotional ("MAP") fees and the obligation to maintain the MAP fund is assigned to the Manager by each Franchisor SPV, and the performance obligation and fulfillment thereof resides with the Manager. Revenue related to franchise agreements is recognized evenly over the term of the agreement with the exception of variable or sales-based royalties and revenue allocated to goods and services distinct from the franchise right.

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In the event a franchise agreement is terminated, any remaining deferred fees are recognized in the period of termination.

Franchise service fee revenues represent sales-based royalties that are related entirely to our obligation under the franchise agreement and are recognized in the period in which the sales occur. Sales-based royalties are variable consideration related to our performance obligations to our franchise owners to maintain the intellectual property being licensed.

Synthetic royalties from affiliated entities are recognized in the period in which the product sales are recognized within affiliated entities upon transfer of title, when the work is performed, or orders are shipped. Incentives earned are recognized as services are performed.

Contract Balances

The contract liabilities which we classify as "deferred revenue" consist primarily of the unamortized portion of initial franchise fees that are currently being amortized into revenue, amounts related to pending agreements, or other deferred revenues not related to franchise agreements. Contract deferred franchise revenue represents our remaining performance obligations to our franchise owners, excluding amounts of variable consideration related to sale-based royalties and advertising. Other deferred revenues not related to the franchise agreements are included in current deferred revenue.

As of March 25, 2021, deferred revenue expected to be recognized for each of the next five years, and in the aggregate, is as follows:

Years ending December 31,		
2021 (remainder of year)	$	4,747
2022		6,137
2023		6,059
2024		6,027
2025		5,941
Thereafter		22,404
	$	51,315

Selling expenses paid when the franchise agreement is executed are recorded as a contract asset and are amortized over the life of the agreement, consistent with the recognition of the deferred revenue. Contract assets are included in prepaid selling expenses in the accompanying consolidated balance sheet. The asset for deferred contract costs as of March 25, 2021 was $13,266, of which $1,544 was current.

Intangible Assets

Intangible assets consist of trademarks, systems-in-place, domain names, franchise relationships, national accounts, and software. Franchise relationships, national accounts, and software are stated at their estimated fair value at the date of acquisition, less amortization. National accounts relationships and insurance company relationships are amortized over their estimated useful lives of 15 years using the straight-line method. Franchise relationships are amortized over their estimated useful life of 10-15 years using the straight-line method. Software is amortized over the estimated useful life of 3 years. Trademarks, systems-in-place, and domain names, which are each stated at their estimated fair value at the date of acquisition less any recognized impairment losses, and trademarks acquired subsequent thereto, are not amortized, as their useful lives are considered indefinite, but are subject to annual impairment testing in accordance with FASB ASC 350, Intangibles – Goodwill and Other.

When events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable, the Company evaluates, for impairment, the carrying value of definite lived intangible assets by comparing the carrying value to the anticipated future undiscounted cash flows expected to be generated from the use of the intangible assets. If the carrying amount is not recoverable, a loss is recorded in the amount the carrying value exceeds the fair market value of the assets.

Fair Value of Non-Financial Assets

In accordance with FASB ASC 820, *Fair Value Measurements,* certain assets are carried at fair value and are categorized based on the level of judgment associated with the inputs used to measure their fair value. The standard establishes a hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three levels:

Level 1 - Inputs are unadjusted quoted market prices in active markets for identical assets or liabilities at the measurement date.

Level 2 - Inputs (other than quoted prices included in Level 1) are either directly or indirectly observable for the asset or liability through correlation with market data at the measurement date for the duration of the instrument's anticipated life.

Level 3 - Inputs are unobservable and therefore reflect management's best estimate of the assumptions that market participants would use in pricing the asset or liability.

The Company's non-financial assets measured at fair value on a non-recurring basis include other intangible assets reported in connection with business combinations and impairment evaluations. If the Company deems a quantitative impairment assessment necessary, other indefinite life intangible assets are measured for impairment on an annual basis. The trade names and systems in place are valued using the relief from royalty method and the franchise relationships and national account relationships are valued using the multi-period excess earnings method. The future projections and estimates used for the valuations are considered Level 3 inputs.

Recent Accounting Pronouncements

In June 2016, the FASB issued ASU No. 2016-13, Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. ASU 2016-13 amends the impairment model by requiring entities to use a forward-looking approach based on expected losses to estimate credit losses on certain types of financial instruments, including trade receivables. In November 2018, the

FASB issued ASU No. 2018-19, Codification Improvements to Topic 326, Financial Instruments - Credit Losses ("ASU 2018-19"), which clarifies that receivables arising from operating leases are accounted for using lease guidance and not as financial instruments. In April 2019, the FASB issued ASU No. 2019-04, Codification Improvements to Topic 326, Financial Instruments - Credit Losses, Topic 815, Derivatives and Hedging, and Topic 825, Financial Instruments ("ASU 2019-04"), which clarifies the treatment of certain credit losses. In May 2019, the FASB issued ASU No. 2019-05, Financial Instruments - Credit Losses (Topic 326): Targeted Transition Relief ("ASU 2019-05"), which provides an option to irrevocably elect to measure certain individual financial assets at fair value instead of amortized cost. In November 2019, the FASB issued ASU No. 2019-11, Codification Improvements to Topic 326, Financial Instruments - Credit Losses ("ASU 2019-11"), which provides guidance around how to report expected recoveries. ASU 2016-13, ASU 2018-19, ASU 2019-04, ASU 2019-05 and ASU 2019-11 (collectively, "ASC 326") are effective for fiscal years beginning after December 15, 2022, with early adoption permitted. The Company is currently evaluating the impact this guidance will have on its consolidated financial statements.

2. Securitization Transaction

On March 25, 2021, the Manager, a Non-Securitization Entity, contributed to the Company through a series of asset transfers to the Securitization Entities, substantially all of the U.S. intellectual property, including trademarks (the "Securitization IP"), franchise agreements, national account relationships and systems-in-place and the U.K. trademarks (collectively, the "Securitization Assets"). The Manager, certain Securitization Entities and the SPV Franchisors entered into license agreements pursuant to which they granted, respectively, to certain Non-Securitization Entities (i) a non-exclusive license to use and sublicense the Securitization IP in connection with owning and operating the company-owned store locations, U.K. locations and Canadian locations and (ii) an exclusive license to use and sublicense the Securitization IP in connection with other products and services.

The Company received an initial capital contribution of $756,709 consisting of $794,758 in intangible assets, and an unearned revenue liability, net of prepaid selling expenses, of $38,049 (pursuant to ASC 606) from the Issuer.

The contributions of the Securitization Assets are between entities under common control and are recorded at book value. No gain or loss has been realized on the transactions.

On March 25, 2021, the Securitization Entities entered into the management agreement (the "Management Agreement") with the Manager to perform certain services on behalf of the Securitization Entities, including, among other things, collecting franchisee payments, managing the operations on behalf of the Securitization Entities, and performing certain franchising, marketing, and operational and reporting services, as well as managing the intangible assets on behalf of the Securitization Entities. In exchange for providing such services, the Manager will be entitled to receive certain management fees on a weekly basis.

The Issuer is dependent on the Company for sufficient cash flows from their securitized operations to service the Senior Notes (see Note 3), remit management fees to the Manager, and pay certain other ongoing costs related to the Securitization Transaction.

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3. Debt Guarantee

In conjunction with the Securitization Transaction, the Issuer issued $800 million Series 2021-1 3.584% Fixed Rate Senior Secured Notes (the "Senior Notes"). The Senior Notes have an anticipated repayment date of April 30, 2028, and a final maturity date of April 30, 2051.

The Senior Notes issued in conjunction with the Securitization Transaction are secured by substantially all assets of the Securitization Entities. The net proceeds from the Securitization Transaction, after transaction expenses, were distributed to the Non-Securitization Entities to repay substantially all of their outstanding indebtedness and to terminate all commitments thereunder.

4. Intangible Assets

As of March 25, 2021, intangible assets were contributed to the Company. Each of the SPV Franchisors are wholly owned subsidiaries and there is no change in ultimate ownership. Accordingly, there has been no change in control and therefore the Company concluded that the guidance in ASC 805 Business Combinations was not applicable. As such, any assets and liabilities contributed to the new companies were recorded at the carrying value from the contributing entities on the date of the contribution. Any subsequent amortization of such assets will be recorded on the SPV Franchisors financial statements.

Intangible assets as of March 25, 2021, consist of the following:

	Useful Life	Gross Amount	Accumulated Amortization	Net Amount
Franchise relationships	15 years	$ 154,017	$ -	$ 154,017
National accounts	15 years	6,351	-	6,351
Intangible software	3 years	1,992	-	1,992
Total definite-lived intangibles		$ 162,360	$ -	$ 162,360

	Useful Life	Gross Amount	Accumulated Impairment	Net Amount
Trademarks	Indefinite	$ 529,554	$ -	$ 529,554
Systems-in-place	Indefinite	101,530	-	101,530
Domain name	Indefinite	1,314	-	1,314
Total indefinite-lived intangibles		$ 632,398	$ -	$ 632,398

Definite-lived intangible assets were recorded at the carrying value from the contributing entities on the date of the contribution, as the entities are under common control. There has been no amortization yet recorded for the Company, and accordingly, no accumulated amortization is presented above.

Indefinite-lived intangible assets were recorded at the carrying value from the contributing entities on the date of the contribution, as the entities are under common control. No impairment was identified as of March 25, 2021.

($000's)

Estimated amortization expense for the subsequent five years is as follows:

Years ending December 31,		
2021 (remainder of year)	$	10,130
2022		13,507
2023		13,482
2024		12,773
2025		12,773
Thereafter		99,695
	$	162,360

5. Related Party Transactions

Related parties, some of which are outside the United States, will pay the Company, or its subsidiaries, a synthetic royalty for the use of their intellectual property, none of which will be denominated in a foreign currency.

The Company is expected to have material ongoing transactions with the Manager and other direct and indirect subsidiaries of the Manager.

As discussed in Note 2, the Securitized Entities entered into the Management Agreement with the Manager to perform certain services on behalf of the Securitized Entities. In exchange for the services, the Securitized Entities pay a management fee for each 12-month period equal to the sum of (i) an annual base management fee of $8,000, plus (ii) a fee of $12.425 for every $100 of aggregate total securitization revenues in the form of collections for the applicable period.

6. Subsequent Events

In preparation of its financial statement, the Company considered subsequent events through March 29, 2021, which was the date the Company's financial statement was available to be issued.

Neighborly Company and Subsidiaries

Consolidated Financial Statements

As of December 31, 2023 and 2022 and
for the years ended December 31, 2023 and 2022

Neighborly Company and Subsidiaries

Consolidated Financial Statements
As of December 31, 2023 and 2022 and
for the years ended December 31, 2023 and 2022

Contents

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Report of Independent Auditors

To the Board of Directors and Stockholders of
Neighborly Company and Subsidiaries

Opinion

We have audited the consolidated financial statements of Neighborly Company and subsidiaries (the Company), which comprise the consolidated balance sheets as of December 31, 2023 and 2022, and the related consolidated statements of operations and comprehensive income (loss), changes in stockholder's equity and cash flows for the years then ended, and the related notes (collectively referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company at December 31, 2023 and 2022, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free of material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Ernst + Young LLP

Dallas, Texas
April 1, 2024

Consolidated Financial Statements

Neighborly Company and Subsidiaries

Consolidated Balance Sheets
($000's)

As of December 31,		**2023**		2022
Assets				
Current assets				
Cash	$	**43,416**	$	55,741
Restricted cash		**28,636**		26,363
Trade accounts receivable – net		**44,566**		43,474
Trade notes receivable - current portion – net		**9,777**		8,461
Inventories		**4,007**		4,632
Income tax receivable		**1,880**		358
Prepaid selling expenses - current		**3,959**		3,143
Other current assets		**2,839**		8,898
Total current assets		**139,080**		151,070
Property and equipment - net		**89,137**		71,442
Operating lease right of use assets		**27,227**		27,904
Prepaid selling expenses - less current portion		**19,104**		16,882
Trade notes receivable - less current portion - net		**15,894**		19,893
Intangible assets - net		**1,425,724**		1,525,073
Goodwill		**1,741,101**		2,154,115
Other non-current assets		**2,128**		2,766
Total assets	$	**3,459,395**	$	3,969,145

Neighborly Company and Subsidiaries

Consolidated Balance Sheets (continued)
($000's, except share and per share amounts)

As of December 31,		2023		2022
Liabilities and Stockholder's Equity				
Current liabilities				
Trade accounts payable	$	**15,962**	$	22,199
Accrued liabilities		**56,589**		62,940
Deferred revenue - current		**17,760**		15,688
Current portion of long-term debt		**10,488**		10,627
Current portion of operating lease liabilities		**6,925**		6,681
Current portion of finance lease obligations		**4,426**		2,659
Total current liabilities		**112,150**		120,794
Long-term debt - less current portion		**1,451,356**		1,175,523
Operating lease obligations - less current portion		**21,302**		22,141
Finance lease obligations - less current portion		**10,187**		4,053
Deferred tax liabilities		**220,780**		261,098
Deferred revenue - less current portion		**73,850**		64,676
Other non-current liabilities		**1,696**		1,971
Commitments and Contingencies (Notes 8 and 11)				
Stockholder's equity				
Common stock-par value $0.01 per share; 100 shares authorized, issued and outstanding		**-**		-
Additional paid-in capital		**2,100,435**		2,420,959
Accumulated deficit		**(489,405)**		(50,587)
Accumulated other comprehensive loss		**(42,956)**		(51,483)
Total stockholder's equity		**1,568,074**		2,318,889
Total liabilities and stockholder's equity	$	**3,459,395**	$	3,969,145

See accompanying notes to consolidated financial statements

Neighborly Company and Subsidiaries

Consolidated Statements of Operations and Comprehensive Income (Loss)
($000's)

For the years ended December 31,		2023		2022
Revenues and income				
Franchise service fees	$	**194,731**	$	176,281
Franchise sales fees		**38,441**		20,655
Sales of products and services		**288,146**		263,318
Advertising and promotional fund revenue		**53,320**		50,870
Other revenue		**39,026**		38,056
Total revenues and income		**613,664**		549,180
Cost of Sales				
Products and services		**169,627**		154,815
Gross Profit		**444,037**		394,365
Selling expense		**26,179**		21,506
General and administrative expense		**196,985**		172,713
Advertising and promotional fund expense		**58,124**		54,235
Equity-based compensation expense		**4,194**		3,414
Depreciation and amortization		**116,929**		104,943
Management and board fees and expenses		**4,638**		5,207
Transaction costs		**-**		3,067
Loss on impairment of goodwill and tradenames		**428,286**		51,454
Bad debt expense		**2,812**		2,398
Operating loss		**(394,110)**		(24,572)
Other expenses				
Interest expense		**68,756**		45,552
Total other expenses		**68,756**		45,552
Net loss before income taxes		**(462,866)**		(70,124)
Income tax benefit		**(23,790)**		(34,378)
Net loss		**(439,076)**		(35,746)
Other comprehensive income/(loss)				
Foreign currency translation adjustment, before tax		**8,527**		(45,261)
Income tax expense/(benefit) related to items of other comprehensive income/(loss)		**2,132**		(11,315)
Other comprehensive income/(loss), net of tax		**6,395**		(33,946)
Comprehensive loss	$	**(432,681)**	$	(69,692)

See accompanying notes to consolidated financial statements.

Neighborly Company and Subsidiaries

Consolidated Statements of Changes in Stockholder's Equity
($000's, except share amounts)

	Common Stock Shares	*Amount*	*Additional Paid - In Capital*	*Accumulated Deficit*	*Accumulated Other Comprehensive Income (Loss)*	*Total*
Balance – December 31, 2021	100	$ -	$ 2,576,318	(14,841)	$ (6,222)	$ 2,555,255
Distribution to parent	-	-	(431,965)	-	-	(431,965)
Equity contribution	-	-	241,794	-	-	241,794
Equity contribution for acquisitions	-	-	31,398	-	-	31,398
Equity-based compensation	-	-	3,414	-	-	3,414
Foreign currency translation adjustment	-	-	-	-	(45,261)	(45,261)
Net loss	-	-	-	(35,746)	-	(35,746)
Balance - December 31, 2022	**100**	**$ -**	**$ 2,420,959**	**$ (50,587)**	**$ (51,483)**	**$ 2,318,889**
Adoption of accounting principle				258		258
Distribution to parent	-	-	(324,718)	-	-	(324,718)
Equity-based compensation	-	-	4,194	-	-	4,194
Foreign currency translation adjustment	-	-	-	-	8,527	8,527
Net loss	-	-	-	(439,076)	-	(439,076)
Balance - December 31, 2023	**100**	**$ -**	**$ 2,100,435**	**$ (489,405)**	**$ (42,956)**	**$ 1,568,074**

See accompanying notes to consolidated financial statements.

Neighborly Company and Subsidiaries

Consolidated Statements of Cash Flows
($000's)

For the years ended December 31,		**2023**		2022
Operating activities				
Net loss	$	(439,076)	$	(35,746)
Adjustments to reconcile net loss to net cash provided by operating activities:				
Depreciation and amortization		116,929		104,943
Amortization of deferred financing costs		4,164		1,447
Loss on impairment of goodwill and tradenames		428,286		51,454
Bad debt expense		2,812		2,398
Notes received		(15,243)		(13,059)
Collections of notes receivable		16,605		13,965
Deferred income taxes		(44,346)		(44,898)
(Gain) loss on disposal of assets		-		(538)
Equity-based compensation		4,194		3,414
Changes in assets and liabilities, net of business acquisitions:				
Trade accounts receivable		(1,403)		(11,523)
Inventories		626		(1,281)
Prepaid selling expenses and other assets		3,722		(3,903)
Trade accounts payable		(6,249)		4,116
Accrued liabilities		(8,512)		8,264
Other non-current liabilities		(275)		(203)
Income tax receivable		(1,519)		(1,530)
Change in operating lease assets and liabilities		3,535		2,347
Deferred revenue		11,246		6,045
Net cash provided by operating activities		75,496		85,712
Investing activities				
Acquisitions, net of cash received		-		(254,373)
Purchase of property, equipment and other assets		(27,931)		(18,930)
Net cash used in investing activities		(27,931)		(273,303)
Financing activities				
Equity contribution		-		241,794
Distributions paid		(324,718)		(431,965)
Deferred financing costs paid		(13,866)		(9,380)
Proceeds from revolver		25,000		-
Payments on principal portion of finance lease liabilities		(3,455)		(1,773)
Payments on long-term borrowings		(14,323)		(11,679)
Proceeds from long-term borrowings		275,000		410,915
Net cash provided by/(used in) financing activities		(56,362)		197,912
Effect of foreign currency translation on cash		(1,255)		(1,002)
Net increase (decrease) in cash and restricted cash		(10,052)		9,319
Cash and restricted cash - Beginning of period		82,104		72,785
Cash and restricted cash - End of period		72,052		82,104
Supplemental cash flow disclosures:				
Cash paid (refunds received) for income taxes	$	15,829	$	3,734
Cash paid for interest	$	60,258	$	40,950
Non-cash equity contribution for acquisitions	$	-	$	31,398

See accompanying notes to consolidated financial statements.

1. Organization and Description of Business

Organization and Description of Business

Neighborly Company and Subsidiaries ("we", "our", "Neighborly" and the "Company") is a Delaware corporation and is the parent company of a number of franchisors and related supporting businesses operating in the United States (the "US") and internationally which include the following companies: Mr. Rooter, Rainbow International, Mr. Electric, Aire Serv, Mr. Appliance, Glass Doctor, Grounds Guys, Molly Maid, Mr. Handyman, Five Star Painting, Mosquito Joe, Real Property Management, Window Genie, HouseMaster, Dryer Vent Wizard, ShelfGenie, Precision Door Service, Restoration 1, Junk King, Lawn Pride, ZorWare, Drain Doctor, Locatec, Countrywide, Bright and Beautiful, Dream Doors, Greensleeves, and ProTradeNet.

In addition, the Company owns and operates non-franchisor entities as follows: Portland Glass, which offers auto, home, and business glass repair and replacement through company owned stores located in Maine, Vermont, and New Hampshire; Pimlico Plumbers, which offers repair and maintenance services, concentrated in central London; Plumb Enterprises, which offers full plumbing, drain and sewer cleaning services, excavation, and repairs to customers in Colorado; and Lawn Pride, which offers lawn care and maintenance services through the application of fertilizer, as well as pest control, in Indiana.

Acquisition of the Company

On June 29, 2021, Kohlberg Kravis and Roberts ("KKR"), and associated co-investors formed Nest Bidco Inc. which, on September 1, 2021, purchased 100% of the shares of Balcones Holdco, Inc., the parent company of Neighborly, from TDG Investment Holdings, LP. Nest Bidco Inc. is an indirectly wholly owned subsidiary of Nest Holdings LP, which is the ultimate parent company of the newly formed business. The transaction was effected to add Neighborly to KKR's investment portfolio, and allows Neighborly to gain access to KKR's capital and resources.

Acquisitions

During 2023, the company made no acquisitions.

During 2022, the Company acquired Lawn Pride in August, Greensleeves in October and Junk King in November, and repurchased three of its previously franchised Mr. Rooter territories in March, each of which operates in the home services industry. The purchase price of the acquisitions of $290,364, comprised of $258,870 of cash, consideration payable of $96, and $31,398 of rollover equity, has been allocated to the assets acquired and liabilities assumed by the Company based on independent valuation studies and management estimates of their fair value in accordance with FASB ASC Topic 805, Business Combinations, on the date of acquisition. The Company acquired 100% ownership of these entities, or acquired certain assets, to gain control and access to the intellectual property of each.

($000's)

The total purchase price was allocated as follows:		
Working capital	$	4,326
Capital lease obligations		(613)
Other long-term assets		2,507
Property and equipment		10,486
Tradenames		80,287
Developed technology		320
Franchise relationships		9,830
Franchise rights		5,400
Customer relationships		12,400
National accounts		830
Goodwill		168,868
Other long term debt		(3,712)
Deferred tax liability		(565)
Total consideration transferred	$	290,364

For the period ending December 31, 2022, the goodwill recognized is attributable to intangible assets not qualifying for separate recognition. The Company currently expects to be able to deduct goodwill of $135,695 for tax purposes. Transaction costs totaling $3,067 were incurred at closing and are included in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss).

2. Summary of Significant Accounting Policies

Recent Accounting Pronouncements

In June 2016, the FASB issued ASU No. 2016-13, Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. ASU 2016-13 amends the impairment model by requiring entities to use a forward-looking approach based on expected losses to estimate credit losses on certain types of financial instruments, including trade receivables. In November 2018, the FASB issued ASU No. 2018-19, Codification Improvements to Topic 326, Financial Instruments - Credit Losses ("ASU 2018-19"), which clarifies that receivables arising from operating leases are accounted for using lease guidance and not as financial instruments. In April 2019, the FASB issued ASU No. 2019-04, Codification Improvements to Topic 326, Financial Instruments - Credit Losses, Topic 815, Derivatives and Hedging, and Topic 825, Financial Instruments ("ASU 2019-04"), which clarifies the treatment of certain credit losses. In May 2019, the FASB issued ASU No. 2019-05, Financial Instruments - Credit Losses (Topic 326): Targeted Transition Relief ("ASU 2019-05"), which provides an option to irrevocably elect to measure certain individual financial assets at fair value instead of amortized cost. In November 2019, the FASB issued ASU No. 2019-11, Codification Improvements to Topic 326, Financial Instruments - Credit Losses ("ASU 2019-11"), which provides guidance around how to report expected recoveries. ASU 2016-13, ASU 2018-19, ASU 2019-04, ASU 2019-05 and ASU 2019-11 (collectively, "ASC 326") are effective for fiscal years beginning after December 15, 2022, with early adoption permitted.

The Company adopted ASU 2016-13 using the modified retrospective adoption method on January 1, 2023, which was retroactively applied as of the first day of 2023. Upon adoption of this guidance, the Company recognized a decrease to its allowance for credit losses of $0.2 million and a corresponding adjustment to accumulated deficit, net of tax.

Principles of Consolidation and Variable Interest Entities

The accompanying consolidated financial statements as of December 31, 2023 and 2022 include the accounts of the Company and its wholly owned subsidiaries. All intercompany accounts and transactions have been eliminated in consolidation.

FASB ASC Topic 810-10, Consolidation, applies to certain entities in which equity investors do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without additional subordinated financial support. Such an entity is referred to as a variable interest entity ("VIE"). FASB ASC Topic 810-10 requires the consolidation of a VIE by its primary beneficiary. The primary beneficiary is the entity, if any, that has the power to direct activities of a VIE that most significantly impact the VIE's economic performance and has the obligation to absorb losses or the right to receive benefits of the VIE that could potentially be significant to the VIE.

Neighborly Assetco LLC ("Assetco") is a direct, wholly owned subsidiary of Neighborly Issuer LLC (the "Issuer"), which is a special purpose Delaware limited liability company and a direct, wholly owned subsidiary of Neighborly SPV Guarantor LLC (the "SPV Guarantor"), which is a special purpose Delaware limited liability company that is an indirect, wholly owned subsidiary of Neighborly (the "Manager").

Assetco's subsidiaries are comprised of a number of franchisors and related supporting businesses operating in the US and internationally and include the following businesses: Aire Serv SPV LLC, Mr. Electric SPV LLC, The Grounds Guys SPV LLC, Rainbow International SPV LLC, Glass Doctor SPV LLC, Mr. Appliance SPV LLC, Mr. Rooter SPV LLC, Molly Maid SPV LLC, Mr. Handyman SPV LLC, Five Star Painting SPV LLC, Window Genie SPV LLC, Real Property Management SPV LLC, Mosquito Joe SPV LLC, HouseMaster SPV LLC, Dryer Vent Wizard SPV LLC, ShelfGenie SPV LLC, Precision Door Service SPV LLC, Junk King SPV LLC, and Lawn Pride SPV LLC (each an "SPV Franchisor" and together the "SPV Franchisors") and ProTradeNet SPV LLC, Neighborly Service Solutions SPV LLC, Back Office SPV LLC, G-O Manufacturing SPV LLC, Zorware SPV LLC, NBLY Co Ops CO SPV LLC, NBLY Co Ops WA SPV LLC, NBLY Co Ops AZ SPV LLC, NBLY Co Ops IN SPV LLC, Trench Right SPV LLC, Trench Right WA SPV LLC, Dig Boss SPV LLC, NBLY Logistics SPV LLC, and Pimlico SPV Limited (each a "Non-Franchisor SPV Entity" and together the "Non-Franchisor SPV Entities"), each of which is a direct, wholly owned subsidiary of Assetco.

Assetco holds all the equity interests in the SPV Franchisors and the Non-Franchisor SPV Entities, certain intellectual property, certain license agreements and certain vendor agreements. Each SPV Franchisor holds the tradenames and the franchise agreements related to such brand and any product supply agreements or vendor agreements related to such brand. The Non-Franchisor SPV Entities hold certain tradenames, certain product supply agreements, certain vendor agreements and the office service agreements.

Neighborly SPV Guarantor LLC, Neighborly Issuer LLC, and Neighborly Assetco LLC (collectively with the SPV Franchisors and the Non-Franchisor SPV Entities are referred to as "Securitization Entities") were formed in connection with a financing transaction (the "Securitization Transaction"), which was completed on March 25, 2021 and on subsequent dates thereafter (see Note 3).

The Company has determined that the Securitization Entities qualify as VIE's and that Neighborly is the primary beneficiary, having both power and benefits, of the Securitization Entities and accordingly, consolidation is concluded.

Reclassifications

Certain reclassifications have been made to conform prior year balances to the current year presentation. Payments on principal of finance lease liabilities have been included in financing activities in the accompanying Consolidated Statements of Cash Flow. None of the reclassifications affected our net loss in the prior year.

Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Revenue Recognition, Accounts Receivable, Notes Receivable, and Allowances

The Company's primary sources of revenue are as follows:

- Franchise service fees from existing franchise owners based on a percentage of each franchise owner's gross sales. These fees generally range from 2% to 15% of the franchise owner's weekly sales, depending upon the particular franchise concept and upon various other factors;

- Franchise sales fees generated from the sale of new franchise territories and the sale of additional franchise territories to existing franchise owners;

- Sales of products and services to unrelated third parties;

- Advertising and promotional fund revenue represents marketing, advertising and promotional ("MAP") fund fees collected from existing franchise owners. These fees are typically a percentage of each franchise owner's gross sales and vary depending upon the particular franchise concept and various other factors;

- Other revenue consists of incentives earned from services performed for unrelated third parties and interest generated from notes receivable.

Typically, franchise agreements are granted to franchise owners for an initial term of ten years with an option to renew. Our performance obligations under franchise agreements consist of providing a license of our brand's intellectual property, a list of approved suppliers, certain training programs, an operations manual, and to maintain the MAP fund. These performance obligations are highly interrelated and we do not consider them to be individually distinct, and therefore account for them as a single performance obligation, which collectively represent the obligation to provide a license for the right to use our brand's intellectual property. Revenue related to franchise agreements is recognized on a straight-line basis over the term of the agreement, with the exception of variable or sales-based royalties, MAP fund fees collected and revenue allocated to goods and services and other variable fees which are recognized as the underlying sales occur and performance obligations are satisfied.

In the event a franchise agreement is terminated, without a corresponding agreement executed by the same franchise owner, any remaining deferred fees are recognized in the period of termination.

The Company periodically extends credit to entities for the purchase of franchises. These entities are typically controlled by individuals who operate their businesses as an owner/manager. Generally, the notes receivable are collateralized by the related franchise territory rights. The Company also extends unsecured credit to its franchise owners for unpaid franchise service fees. The Company places notes receivable on nonaccrual status when payment is ninety days past due, and ceases to recognize revenue from interest on the note until such time as the note is no longer past due. Interest on trade notes receivable is recorded as revenue when earned. Each entity’s ability to perform is dependent upon the economic condition of the business. The Company maintains ongoing credit evaluations of its franchise owners.

The Company adopted ASU 2016-13, Financial Instruments - Credit Losses, on January 1, 2023, which was retroactively applied as of the first day of 2023, as further described above. This accounting standard requires companies to measure expected credit losses on financial instruments based on the total estimated amount to be collected over the lifetime of the instrument. Prior to the adoption of this accounting standard, the Company recorded incurred loss reserves against receivable balances based upon past loss experience, known and inherent risks in the accounts, adverse situations that may affect a franchise owner’s ability to repay, and current economic conditions.

Expected credit losses for uncollectible receivable balances consider both current conditions and reasonable and supportable forecasts of future conditions. Current conditions considered include pre-defined aging criteria, as well as specified events that indicate the balance due is not collectible. Reasonable and supportable forecasts used in determining the probability of future collection consider publicly available macroeconomic data and whether future credit losses are expected to differ from historical losses.

Franchise service fee revenues represent sales-based royalties that are related entirely to our performance obligation under the franchise agreement and are recognized in the period in which the sales occur. Sales-based royalties are variable consideration related to our performance obligations to our franchise owners to maintain the intellectual property being licensed.

We have determined we act as the principal in the transaction related to the MAP fund contributions and expenditures. MAP fund contributions and expenditures are reported on a gross basis in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss). Our obligation related to these funds is to administer the MAP fund, keep unused MAP fees in segregated bank accounts and use MAP fees for certain activities related to the marketing and promotion of the individual brands. As noted above, we have concluded the advertising services provided to franchise owners are highly interrelated with the franchise rights and not a distinct performance obligation; therefore, revenues from MAP fund fees are recognized as advertising and promotion fund revenue when the related sales occur based on the application of the sales-based royalty exception within ASC 606, Revenue from Contracts with Customers.

($000's)

Revenues from product sales are recognized upon transfer of title, when delivered to the customer, when the work is performed, or orders are shipped. Incentives earned are recognized as services are performed.

Contract Balances

The contract liabilities which we classify as "deferred revenue" consist primarily of the unamortized portion of initial franchise fees that are currently being recognized into revenue, amounts related to pending agreements, or other deferred revenues not related to franchise agreements. Contract deferred franchise revenue represents our remaining performance obligations to our franchise owners, as we account for our highly interrelated obligations as a single performance obligation, which collectively represent the obligation to provide a license for the right to use our brand's intellectual property excluding amounts of variable consideration related to sale-based royalties and advertising. The other deferred revenues not related to the franchise agreements are included in current deferred revenue.

The components of the change in deferred revenue are as follows:

For the years ended December 31,	**2023**	2022
Balance at beginning of period	**$ 80,364**	$ 72,091
Fees received from franchise owners	**49,188**	26,170
Franchise sales fee revenue recognized	**(38,441)**	(20,655)
Deferred revenue from acquisitions	**-**	3,497
Other changes in deferred revenue	**499**	(739)
Balance at end of period	**91,610**	80,364
Less: current portion	**17,760**	15,688
Deferred revenue noncurrent	**$ 73,850**	$ 64,676

($000's)

Revenue deferred as of December 31, 2022 and recognized in the period from January 1, 2023 through December 31, 2023 was $20,133. Revenue deferred as of December 31, 2021 and recognized in the period from January 1, 2022 through December 31, 2022 was $12,893.

As of December 31, 2023, the deferred revenue expected to be recognized for each of the next five years and in the aggregate is as follows:

Years ending December 31,		
2024	$	17,760
2025		11,841
2026		11,538
2027		11,088
2028		10,370
Thereafter		29,013
	$	91,610

Direct, incremental selling expenses incurred when the franchise agreement is executed are recorded as a contract asset and amortized over the life of the agreement consistent with the recognition of the deferred revenue. Contract assets are included in current and non-current prepaid selling expenses in the accompanying Consolidated Balance Sheets. For the year ended December 31, 2023, $8,883 of costs were paid and expense of $5,845 is included in general and administrative expense in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss). For the year ended December 31, 2022, $6,843 of costs were paid and expense of $5,584 was recognized. The ending asset for deferred contract costs as of December 31, 2023 was $23,063, of which $3,959 was current. The ending asset for deferred contract costs as of December 31, 2022 was $20,025, of which $3,143 was current.

Advertising

The Company expenses advertising costs as incurred. Advertising expense was $28,772 for the year ended December 31, 2023 and was $22,669 for the year ended December 31, 2022. Advertising expense is included in general and administrative expense in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss).

Inventories

Inventories consist of products to be sold and are stated at the lower of cost (first-in, first-out method) or net realizable value.

Property and Equipment

With the exception of land, which is not depreciated, property and equipment is stated at cost and is depreciated using the straight-line method over the estimated useful lives of the respective assets which are generally as follows: buildings (30 years) and building improvements (5-10 years), capped at the lease life for leasehold improvements; machinery, equipment, and vehicles (5-10 years); furniture and fixtures (5 years); and hardware and software (3 years). Additions, renewals, and betterments are capitalized; maintenance and repairs which do not extend the useful life of the asset are expensed as incurred.

Management evaluates long-lived assets used in operations for impairment when indicators of impairment are present. Impairment losses are recorded in the amount that carrying value exceeds fair market value when the undiscounted cash flows estimated to be generated by those assets are less than the carrying amount of the assets. No impairment losses for property and equipment were recorded for the year ended December 31, 2023.

Goodwill

Goodwill represents the excess of the consideration transferred over the fair value of the identifiable net assets acquired. The Company tests goodwill annually for impairment, or earlier if events or changes in circumstances indicate that impairment may exist. Management's impairment tests are generally performed as of October 1st annually. The Company's current goodwill balance resulted from the acquisition of the Company as of September 1, 2021, and from the Company's acquisitions in the successor period, as discussed in Note 1.

The Company performed a qualitative assessment of its goodwill as of October 1, 2023 and concluded that indicators of impairment existed for certain of its reporting units, based on trends in financial performance. Additionally, upon measurement using present value techniques including the income approach and the market approach, the Company's weighted average cost of capital increased, due to increasing interest rates, combined with operating performance, unfavorably impacting the calculated fair value of those reporting units. Accordingly, a goodwill impairment charge of $417,591 was recorded in 2023.

Intangible Assets

Intangible assets consist of tradenames, franchise relationships, national accounts, insurance company relationships, customer relationships, re-acquired franchise rights, developed technology, copyrights, and domain name, and are stated at their estimated fair value as of the date of acquisition, less subsequent amortization. The Company's intangible assets are definite lived, other than domain name, which is indefinite lived.

For definite lived intangible assets, when events or changes in circumstances indicate that the carrying amount of the asset may not be recoverable, the Company evaluates the definite lived intangible assets for impairment by comparing the carrying value to the anticipated future undiscounted cash flows expected to be generated from the use of the intangible assets. If the carrying amount is not recoverable, a loss is recorded in the amount the carrying value exceeds the fair market value of the assets. Impairment expense of $10,695 was recorded in the year ended December 31, 2023, and none was recorded in the year ended December 31, 2022.

Tradenames are amortized over their estimated useful life, which ranges from three years to 20 years, using the straight-line method. Franchise relationships, national accounts relationships, and insurance company relationships are amortized over their estimated useful lives of 15 years, using the straight-line method. Customer relationships are amortized over their estimated useful life of three to 10 years, using the straight-line method. Reacquired franchise rights are amortized over the remaining life of the reacquired agreements, between one to seven years, using the straight-line method. Copyrights are amortized over their estimated useful life of five years, using the straight-line method. Developed technology is amortized over their estimated useful life of three years, using the straight-line method.

Domain names are stated at their estimated fair value at the date of acquisition, and are not amortized, as their useful lives are considered indefinite, but are subject to annual impairment testing. The Company performed a qualitative assessment of its indefinite lived intangible assets as of October 1, of 2023 and 2022 and concluded it is not more likely than not that the fair value of its domain names is less than the carrying amount and, as such, a quantitative impairment test was not considered necessary.

Income Taxes

Deferred tax assets and liabilities are recognized for the estimated future tax consequences attributable to differences between the consolidated financial statement carrying amounts of assets and liabilities and their respective tax basis. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in tax expense in the period that includes the enactment date.

The Company establishes valuation allowances in accordance with the provisions of FASB ASC Topic 740, Income Taxes. The Company reviews the adequacy of any valuation allowance and recognizes tax benefits only when it is more likely than not that the benefits will be realized.

The Company measures, classifies, and discloses uncertain tax benefits in accordance with FASB ASC Topic 740-10, Income Taxes-Overall. The Company has elected to classify interest and penalties related to uncertain tax benefits as a component of income tax expense.

Equity-based Compensation

The Company accounts for equity-based compensation under FASB ASC Topic 718, Compensation-Stock Compensation. This pronouncement requires the measurement of all equity-based payments to employees using a fair-value-based method and the recording of such expense in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss). The Company participates in an equity-based employee compensation plan, which is described more fully in Note 5.

Foreign Currency Translation

Consolidated entities that have a functional currency that differs from the Company's reporting currency include our foreign subsidiaries, which are in Canada, the United Kingdom (the "UK"), Germany and Austria. Foreign currency denominated assets and liabilities are translated using the exchange rates at the end of each reporting period. Results of foreign operations are translated at the weighted average exchange rate for each reporting period. Translation adjustments are included as a component of accumulated other comprehensive income (loss) until realized. Where amounts denominated in a foreign currency are converted into US dollars by remittance or repayment, the realized exchange differences are included in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss), primarily in general and administrative expense, and was immaterial in all periods presented.

Cash and Restricted Cash

The Company considers all cash and highly liquid investments purchased with an initial maturity of three months or less to be cash or cash equivalents.

($000's)

Cash consists primarily of cash on hand and cash on deposit. Restricted cash includes funds held for the MAP funds and securitized cash held for principal and interest payments on deposit related to the Securitization Transaction.

Cash and restricted cash as of December 31, consists of the following:

		2023		2022
Cash	$	**43,416**	$	55,741
Restricted Cash:				
Whole business securitization		**21,903**		17,422
MAP funds		**6,733**		8,941
Total cash and restricted cash	$	**72,052**	$	82,104

The Company maintains its cash in banks in which deposits may, from time to time, exceed federally insured limits. The Company has not experienced any losses in such accounts and believes that it is not exposed to any significant credit risks related to cash.

Fair Value of Financial Instruments and Non-financial Assets

In accordance with FASB ASC 820, Fair Value Measurements, certain assets and liabilities carried at fair value are categorized based on the level of judgment associated with the inputs used to measure their fair value. The standard establishes a hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three levels:

Level 1 - Inputs are unadjusted quoted market prices in active markets for identical assets or liabilities at the measurement date.

Level 2 - Inputs (other than quoted prices included in Level 1) are either directly or indirectly observable for the asset or liability through correlation with market data at the measurement date for the duration of the instrument's anticipated life.

Level 3 - Inputs are unobservable and therefore reflect management's best estimate of the assumptions that market participants would use in pricing the asset or liability.

The tradenames, systems in place, and developed technology were valued using the relief from royalty method and the franchise relationships, customer relationships, national account relationships, and insurance company relationships were valued using the multi-period excess earnings method in the periods acquired, except for those tradenames remeasured in 2023 as a result of impairment testing as discussed above. Rollover equity was valued using a combination of Level 2 observable inputs including EBITDA multiples and public company comparables as well as discounted cash flow analysis of future projections in the period issued. The future projections and estimates used to fair value the assets acquired in acquisitions, as well as those used in our long-lived asset impairment testing, are considered Level 3 inputs.

3. Debt Agreements

Through its wholly owned subsidiary, Neighborly Issuer LLC (the "Issuer"), the Company entered into the Securitization Transaction which was completed on March 25, 2021. In conjunction with the

Securitization Transaction, the Issuer issued $800 million Series 2021-1 3.584% Fixed Rate Senior Secured Notes (the "Series 2021-1 Senior Notes"). The Series 2021-1 Senior Notes have an anticipated repayment date of April 30, 2028, and a final maturity date of April 30, 2051. Scheduled principal payments of $2 million and interest are paid quarterly. As of December 31, 2023, $780 million was outstanding on the Series 2021-1 Senior Notes. As of December 31, 2022, $788 million was outstanding on the Series 2021-1 Senior Notes.

Additionally, the Securitization Transaction provided for a $10 million variable rate Delayed Draw Class A-1-LR Senior Note ("Series 2021-1 Class A-1 Notes"), with a final maturity date of April 30, 2051, which is only available for limited purposes and may not be drawn by the Issuer. Interest on draws is paid weekly at the Secured Overnight Financing Rate (SOFR) plus 300 basis points. As of December 31, 2023, no borrowings had been made on the Series 2021-1 Class A-1 Notes.

The Securitization Transaction also provided for a $30 million variable rate Class A-1-VFN Senior Note (the "2021 VFN facility"), with a maturity date of April 30, 2026, and two one-year extension options. Interest on borrowings is paid quarterly at SOFR, plus 266 basis points. For the year ended December 31, 2023, the Company had no borrowings on the facility. As of December 31, 2023, issued and undrawn letters of credit under the VFN facility were $16.95 million. Undrawn letters of credit under the VFN facility incur interest at a rate of 2.66%, which is payable quarterly. As of December 31, 2023, availability on the VFN facility was $13.05 million, and no borrowings were outstanding. As of December 31, 2022, issued and undrawn letters of credit under the VFN facility were $11.47 million. As of December 31, 2022, availability on the VFN facility was $18.53 million, and no borrowings were outstanding.

On January 19, 2022, the Company, through the Issuer, issued $410 million Series 2022-1 3.695% Fixed Rate Senior Secured Notes (the "Series 2022-1 Senior Notes") through a second whole business securitization transaction (the "Second Securitization Transaction"). The Series 2022-1 Senior Notes have an anticipated repayment date of January 30, 2029, and a final maturity date of January 30, 2052. Scheduled principal payments of $1.03 million and interest are paid quarterly. As of December 31, 2023, $402.83 million was outstanding on the Series 2022-1 Senior Notes. As of December 31, 2022, $406.93 million was outstanding on the Series 2022-1 Senior Notes.

Additionally, the Second Securitization Transaction provided for a $4 million variable rate Delayed Draw Class A-1-LR Senior Note(the "Series 2022-1 Class A-1 Notes"), with a final maturity date of January 30, 2052, which is only available for limited purposes and may not be drawn by the Issuer. Interest on draws is paid weekly at a rate equal to Prime plus 300 basis points. As of December 31, 2023, no draws had been made on the Series 2022-1 Class A-1 Notes.

In connection with the Second Securitization Transaction, issued and undrawn letters of credit on the 2021 VFN facility increased to $11.47 million as of January 19, 2022 from $7.3 million as of December 31, 2021. In connection with the Third Securitization Transaction, issued and undrawn letters of credit on the 2021 VFN facility increased to $16.95 million as of February 3, 2023 from $11.47 million as of December 31, 2022.

In conjunction with the Second Securitization Transaction, $10,353 in transaction fees were capitalized as deferred financing costs, to be amortized over the anticipated term of the notes using the straight-line method, which material approximates the effective interest rate method. For the years ended December 31, 2023 and 2022, respectively, a total of $1,510 and $1,447 of previously capitalized deferred financing costs related to the Second Securitization Transaction were amortized to interest expense on the Consolidated Statements of Operations and Comprehensive Income (Loss).

On February 3, 2023, the Company, through its indirect, wholly owned subsidiary, Neighborly Issuer LLC, issued $275 million Series 2023-1 7.308% Fixed Rate Senior Secured Notes (the "Series 2023-1 Senior Notes") through a third whole business securitization transaction (the "Third Securitization Transaction"). The Series 2023-1 Senior Notes have an anticipated repayment date of January 30, 2028, and a final maturity date of January 30, 2053. Scheduled principal payments of $687.5 and interest are paid quarterly. As of December 31, 2023, $272.94 million was outstanding on the Series 2023-1 Senior Notes.

Additionally, the Third Securitization Transaction provided for a $5.03 million variable rate Delayed Draw Class A-1-LR Senior Note (the "Series 2023-1 Class A-1 Notes"), with a final maturity date of January 30, 2053, which is only available for limited purposes and may not be drawn by the Issuer. Interest on draws is paid weekly at a rate equal to SOFR plus 300 basis points. As of December 31, 2023, no draws had been made on the Series 2023-1 Class A-1 Notes.

The Third Securitization Transaction also provided for a $125 million variable rate Class A-1-VFN Senior Note (the "2023 VFN facility"), with a maturity date of January 30, 2026, with two one-year extension options. Interest on borrowings is paid quarterly at SOFR, plus 350 basis points. As of December 31, 2023, borrowings outstanding on the 2023 VFN facility were $25 million, and availability was $100 million.

In conjunction with the Third Securitization Transaction, $14,177 in transaction fees were capitalized as deferred financing costs, to be amortized over the anticipated term of the notes using the effective interest method. For the year ended December 31, 2023, a total of $2,654 of previously capitalized deferred financing costs related to the Third Securitization Transaction were amortized to interest expense on the Consolidated Statements of Operations and Comprehensive Income (Loss).

The Series 2023-1 Senior Notes issued in conjunction with the securitization transaction are secured by substantially all assets of the Securitization Entities and guaranteed by the Securitization Entities. Proceeds were distributed to Neighborly's parent company to extinguish debt incurred by the parent to fund the Company's acquisitions.

The Series 2021-1 Senior Notes, the Series 2022-1 Senior Notes, the Series 2023-1 Senior Notes, the Series 2021-1 Class A-1 Notes, the Series 2022-1 Class A-1 Notes, the Series 2023-1 Class A-1 Notes, and VFN facility described above issued in conjunction with the Securitization Transaction, the Second Securitization Transaction, and the Third Securitization Transaction (together, the "Securitization Transactions") are secured by substantially all assets of Neighborly Issuer LLC and the other Securitization Entities, and guaranteed by the Issuer and such Securitization Entities, each of which is a bankruptcy remote entity and which owned substantially all of the Company's US intellectual property including tradenames, franchise agreements, national account relationships and systems-in-place, as well as the UK tradenames as of the date of issuance. The restrictions placed on the Issuer and its subsidiaries require that interest and scheduled principal payments on the Series 2021-1 Senior Notes, Series 2022-1 Senior Notes, Series 2023-1 Senior Notes, the Series 2021-1 Class A-1 Notes, the Series 2022-1 Class A-1 Notes, and the Series 2023-1 Class A-1 Notes be paid prior to any residual distributions to the Manager, and amounts are segregated weekly to ensure appropriate funds are reserved to pay the quarterly interest and scheduled principal amounts due. The amount of weekly cash flow that exceeds all expenses and obligations of the Issuer and its subsidiaries is generally remitted to the Manager in the form of a distribution. The Manager also receives a fee for the services it provides to the Securitization Entities that is senior to debt service. The Securitization Transactions require, among other things, maintenance of minimum debt-service coverage ratio levels and additional incurrence of indebtedness and scheduled amortization requirements are subject to compliance with maximum leverage ratio levels. As of December 31, 2023 and 2022, the Issuer was in compliance with all debt-service coverage covenants.

($000's)

The Company's long-term debt and trade notes receivable bear interest at market rates. Thus, management believes their carrying amounts approximate fair value.

Debt as of December 31, consists of the following:

		2023		2022
Series 2021-1 Senior Notes	**$**	**780,000**	$	788,000
Series 2022-1 Senior Notes		**402,825**		406,925
Series 2023-1 Senior Notes		**272,938**		-
Series 2021-1-VFN Senior Notes		**25,000**		-
Vehicle notes acquired		**-**		131
Deferred financing costs – net		**(18,919)**		(8,906)
Total debt		**1,461,844**		1,186,150
Less current portion		**10,488**		10,627
Long-term debt	**$**	**1,451,356**	$	1,175,523

Future maturities of long-term debt as of December 31, 2023, are as follows:

Years ending December 31,		
2024	$	10,488
2025		10,532
2026		10,577
2027		10,621
2028		13,191
Thereafter		1,406,435
	$	1,461,844

($000's)

4. Intangible Assets and Goodwill

Intangible assets as of December 31, 2023, consisted of the following:

	Useful Life		Gross Amount		Accumulated Impairment		Accumulated Amortization		Net Amount
Tradenames	3-20 years	$	1,001,190	$	10,814	$	111,600	$	878,776
Franchise relationships	15 years		613,289		-		94,631		518,658
National accounts	15 years		3,138		-		424		2,714
Insurance company relationships	15 years		2,300		-		358		1,942
Customer relationships	3-10 years		17,848		-		4,594		13,254
Franchise rights	1-7 years		12,200		-		3,495		8,705
Developed technology	3 years		720		-		436		284
Copyrights	5 years		143		-		66		77
Total definite-lived intangibles		$	1,650,628	$	10,814	$	215,604	$	1,424,410

	Useful Life		Gross Amount		Accumulated Impairment		Net Amount
Domain name	Indefinite	$	1,314		-	$	1,314
Total indefinite-lived intangibles		$	1,314	$	-	$	1,314

Intangible assets as of December 31, 2022, consisted of the following:

	Useful Life		Gross Amount		Accumulated Amortization		Net Amount
Tradenames	3-20 years	$	995,347	$	60,525	$	934,822
Franchise relationships	15 years		610,292		53,481		556,811
National accounts	15 years		3,121		213		2,908
Insurance company relationships	15 years		2,300		204		2,096
Customer relationships	3-10 years		17,583		1,512		16,071
Franchise rights	1-7 years		12,200		1,777		10,423
Developed technology	3 years		720		196		524
Copyrights	5 years		135		31		104
Total definite-lived intangibles		$	1,641,698		117,939	$	1,523,759

	Useful Life		Gross Amount		Accumulated Impairment		Net Amount
Domain name	Indefinite	$	1,314		-	$	1,314
Total indefinite-lived intangibles		$	1,314	$	-	$	1,314

($000's)

Amortization expense was $96,710 for the year ended December 31, 2023 and $90,997 for the year ended December 31, 2022. Estimated amortization expense for the subsequent five years is as follows:

Years ending December 31,	
2024	$ 96,420
2025	95,598
2026	95,500
2027	94,654
2028	93,001
Thereafter	949,237
	$ 1,424,410

Goodwill

The Company has assigned goodwill to its reporting units based on fair valuation analysis completed for the acquisition of the parent by KKR and from the Company's acquisitions on September 1st 2021, and with subsequent acquisitions, as discussed in Note 1.

The changes in the carrying amount of goodwill are as follows:

For the years ending December 31,	**2023**	2022
Balance at beginning of period	**$ 2,154,115**	**$ 2,069,311**
Goodwill recorded from acquisitions	**-**	**168,868**
Net goodwill adjustments from prior year acquisitions	**-**	**(5,432)**
Adjustment to goodwill for unrealized gain/loss on foreign currency	**4,577**	**(27,178)**
Goodwill impairment	**(417,591)**	**(51,454)**
Balance at end of period	**$ 1,741,101**	**$ 2,154,115**

5. Equity-based Compensation

In September 2021, Nest Management LP, a co-investor with KKR, created a profits interest plan which provides for profits interest award grants of Nest Holdings LP and its subsidiaries. A total of 202,843,686 profits interests units were approved to be granted under the plan.

On October 27, 2021, and certain dates thereafter, Nest Management LP granted awards under the plan. The profits interests are exercisable only to the extent they are vested, and do not expire. Generally, vesting of a portion of the profits interests (50%) is subject to the passage of time; the remaining (50%) vest based on achievement of defined financial criteria upon a liquidity event of the Company. Based on continuous employment, time-based profits interest units vest 20% annually, for each of five years.

($000's)

The Company accounts for equity-based compensation in accordance with ASC 718, Compensation-Stock Compensation, which requires the fair value of equity-based payments to be recognized in the consolidated statements as compensation expense over the requisite service period. For time-based awards, compensation expense is recognized on a straight-line basis, net of forfeitures which are recognized as they occur, over the requisite service period for awards that actually vest. For performance-based awards, compensation expense is estimated based on achievement of performance conditions and is recognized over the requisite service period for awards that actually vest. Equity-based compensation expense is recorded in the equity-based compensation line in the consolidated statements of operations.

The average grant date fair value of awards under the Nest Management LP profits interest plan was determined using Monte-Carlo simulation, and was $0.36 per unit for awards in the year ended December 31, 2023 and was $0.35 per unit for awards in the year ended December 31, 2022. As of December 31, 2023 and 2022 no units were both vested and exercisable.

As of December 31, 2023, the weighted average remaining contractual life of outstanding time-based awards is 3.2 years. As of December 31, 2022, the weighted average remaining contractual life of outstanding time-based awards is 4.0 years. Equity-based compensation expense recorded for the year ended December 31, 2023 was $4,194, and 2022 was $3,414. As of December 31, 2023, unamortized stock compensation expense to be recognized in future years was $11,021.

	Number of Underlying Units
Outstanding – December 31, 2021	**122,030,131**
Granted	22,750,879
Forfeited	(6,535,051)
Redeemed	-
Outstanding – December 31, 2022	138,245,959
Granted	16,124,890
Forfeited	(32,158,970)
Redeemed	-
Outstanding – December 31, 2023	122,211,879
Vested and Exercisable – December 31, 2023	-

6. Trade Notes Receivable

The Company periodically receives notes from the sale of new franchises. The rights to the related franchise territory sold generally collateralize these notes. The Company also from time-to-time receives notes for delinquent franchise service fees. Such notes, as of December 31, 2023 and 2022, bear interest at rates typically ranging from 9% to 12% and generally require equal monthly installments over a life of one to ten years.

($000's)

A summary of trade notes receivable as of December 31 is as follows:

		2023		2022
Amounts due within one year, net of allowance for credit losses of $117 as of December 31, 2023 and allowance for doubtful accounts of $230 as of December 31, 2022	$	**9,777**	$	8,461
Amounts due after one year, net of allowance for credit losses of $542 as of December 31, 2023 and allowance for doubtful accounts $466 as of December 31, 2022		**15,894**		19,893
Total trade notes receivable, net	$	**25,671**	$	28,354

An analysis of the changes in trade notes receivable is as follows:

For the years ending December 31,		2023		2022
Gross trade notes receivable, beginning of period	$	**29,050**	$	29,211
Trade notes receivable from acquisitions		**-**		1,982
Principal payments received		**(16,605)**		(13,965)
Notes issued		**15,243**		13,059
Net write-offs		**(1,356)**		(1,178)
Foreign currency translation		**(2)**		(59)
Gross trade notes receivable, end of period		**26,330**		29,050
Allowance for credit losses		**(659)**		-
Allowance for doubtful accounts		**-**		(696)
Net trade notes receivable, end of period	$	**25,671**	$	28,354

($000's)

An analysis of the changes in the trade notes receivable allowance is as follows:

For the years ending December 31,		2023		2022
Allowance, beginning of period	$	**696**	$	441
Provision for credit losses		**1,303**		-
Provision for bad debt		**-**		1,413
Net write-offs		**(1,356)**		(1,178)
Foreign currency translation		**16**		20
Allowance, end of period	$	**659**	$	696

Scheduled future maturities of trade notes receivable are as follows:

Years ending December 31,		
2024	$	9,894
2025		5,193
2026		4,125
2027		2,991
2028		2,146
Thereafter		1,981
	$	26,330

7. Property and Equipment

A summary of property and equipment as of December 31 is as follows:

		2023		2022
Land	$	**1,720**	$	1,720
Building and improvements		**31,157**		32,536
Machinery and equipment		**8,843**		1,186
Hardware		**6,519**		4,616
Software		**40,940**		20,253
Furniture and fixtures		**4,234**		7,531
Vehicles		**9,428**		11,288
Vehicles under financing lease		**19,028**		7,940
Total property and equipment		**121,869**		87,070
Less accumulated depreciation		**(32,732)**		(15,628)
Property and equipment – net	$	**89,137**	$	71,442

Depreciation expense was $20,219 for the year ended December 31, 2023 and $13,946 for the year ended December 31, 2022.

8. Leases

The Company's primary operating lease commitments consist of leases for office and retail space for its company-owned stores and corporate offices. The Company leases vehicles under financing lease agreements expiring at various dates through 2027.

We adopted ASC 842 effective January 1, 2022 using the modified retrospective adoption method, which resulted in no adjustment to opening retained earnings.

We utilized the modified retrospective option available in ASC 842, which allowed the continued application of the legacy guidance in ASC 840, including disclosure requirements, in the comparative periods presented in the year of adoption. The Company elected not to separate lease and non-lease components for new and modified leases after the adoption date, and instead will account for each separate lease component of a contract and its associated non-lease components as a single lease component. The Company elected not to recognize a right-of-use asset and a lease liability for leases with an initial term of twelve months or less.

We determine whether an agreement contains a lease at inception based on our right to obtain substantially all of the economic benefits from the use of the identified asset and the right to direct the use of the identified asset. Lease liabilities represent the present value of future lease payments and the right-of-use (ROU) assets represent our right to use the underlying assets for the respective lease terms.

The operating lease liability is measured as the present value of the unpaid lease payments and the ROU asset is derived from the calculation of the operating lease liability. Other than for leased vehicles, our leases do not generally provide an implicit rate and we use our incremental borrowing rate as the discount rate to calculate the present value of lease payments. The incremental borrowing rate represents an estimate of the interest rate that would be required to borrow over a similar term, on a collateralized basis in a similar economic environment.

Rent escalations occurring during the term of the leases are included in the calculation of the future minimum lease payments and the rent expense related to these leases is recognized on a straight-line basis over the lease term. In addition to minimum lease payments, certain leases require payment of a proportionate share of real estate taxes and certain building operating expenses allocated on a percentage of sales in excess of a specified base. These variable lease costs are not included in the measurement of the ROU asset or lease liability due to unpredictability of the payment amount and are recorded as lease expense in the period incurred. The ROU asset is adjusted to account for previously recorded lease-related expenses such as deferred rent and other lease liabilities.

The components of lease cost are as follows (in thousands):

For the years ending December 31,		2023		2022
Operating lease cost	$	**7,855**	$	7,406
Variable lease cost		**272**		365
Finance lease cost:				
Amortization of right-of-use assets		**5,079**		2,635
Interest on lease obligations		**720**		290
Total lease cost	$	**13,926**	$	10,696

The table below presents additional information related to the Company's leases:

As of December 31,	2023	2022
Weighted average remaining lease term (in years):		
Operating leases	**5.2**	5.6
Finance leases	**3.2**	2.7
Weighted average discount rate:		
Operating leases	**3.4**%	3.1%
Finance leases	**6.1**%	6.0%

Other information related to leases, including supplemental disclosures of cash flow information, is as follows (in thousands):

For the years ending December 31,		**2023**	**2022**
Cash paid for amounts included in the measurement of lease liabilities:			
Operating cash flows from operating leases	$	**7,857**	6,567
Operating cash flows from finance leases		**572**	184
Financing cash flows from finance leases		**3,455**	1,773
Right-of-use assets obtained in exchange for operating lease liabilities		**2,620**	8,507

Maturities of lease liabilities are as follows as of December 31, 2023 (in thousands):

Years ending December 31,		**Operating leases**		**Finance leases**		**Total**
2024	$	7,795		5,051		12,846
2025		7,092		3,919		11,011
2026		5,031		4,953		9,985
2027		3,342		1,764		5,106
2028		2,611		465		3,075
Thereafter		5,435		-		5,435
Total lease payments	$	31,306	$	16,152	$	47,458
Less: Interest		3,079		1,539		4,618
Total lease liabilities	$	28,227	$	14,613	$	42,840
Less: Current lease liabilities		6,925		4,426		11,351
Non-current lease liabilities	$	21,302	$	10,187	$	31,489

Rent expense for operating leases was $7,855 for the year ended December 31, 2023. Total lease cost was $13,926 for the year ended December 31, 2023, including finance lease costs and variable lease costs. Rent expense for operating leases was $7,406 for the year ended December 31, 2022. Total lease cost was $10,696 for the year ended December 31, 2022, including finance lease costs and variable lease costs.

($000's)

9. Income Taxes

The provision for income taxes is as follows:

For the years ending December 31,		**2023**		2022
Current:				
Federal	$	**16,845**	$	5,208
State		**2,958**		1,121
Foreign		**766**		4,191
Total current		**20,569**		10,520
Deferred:				
Federal		**(32,983)**		(30,205)
State		**(5,619)**		(5,763)
Foreign		**(5,757)**		(8,930)
Total deferred		**(44,359)**		(44,898)
Total tax benefit	$	**(23,790)**	$	(34,378)

A reconciliation of the provision for income taxes at statutory rates to the provision for income taxes at effective is as follows:

For the years ending December 31,		2023		**2022**
Federal income taxes at statutory rate	$	**(97,180)**	$	(14,726)
State taxes		**(3,282)**		(3,758)
Permanent differences		**77,266**		10,304
Foreign currency adjustment		**55**		(2,473)
Tax rate change		**(258)**		(1,098)
Deferred balance true-up		**1,653**		(435)
Tradename sale to SPV		**(914)**		(22,187)
Payables true-up		**(1,130)**		(40)
Other		**-**		35
Total tax benefit	$	**(23,790)**	$	(34,378)

($000's)

The Company's effective income tax rate is 5.14% for the year-ended December 31, 2023. The Company's effective income tax rate is 49.03% for the year-ended December 31, 2022. The Company's overall global effective income tax rate differs from the statutory US Federal income tax rate of 21.00% due to state income taxes and the state income tax rate change applied to the Company's net US deferred tax liabilities, impairments of GAAP goodwill for which no deferred income tax assets or liabilities are provided, as well as the US deferred income tax impact of the purchase of the Pimlico tradename by a Non-Franchisor SPV Entity within the Securitization Entities from a non-securitization entity, and true-ups to the beginning of the tax period accounts.

The components of deferred income tax assets and liabilities as of December 31 are as follows:

	2023	2022
Deferred tax assets:		
Accounts receivable allowance	**$ 540**	$ 355
Accrued expenses	**1,670**	1,765
Notes receivable allowance	**820**	855
Net operating loss carryforwards	**513**	1,234
Interest expense limitation	**32,083**	18,462
Deferred revenue	**13,850**	13,084
Operating lease liability	**6,569**	7,912
Other	**3,423**	2,363
Total deferred tax assets	**59,468**	46,030
Deferred tax liabilities:		
Prepaid expenses	**(562)**	(901)
Property and equipment	**(8,946)**	(5,284)
Intangible assets and goodwill	**(263,703)**	(293,005)
Interest rate swap	**(6)**	(6)
Operating lease right-of use assets	**(6,845)**	(7,696)
Other	**(186)**	(236)
Total deferred tax liabilities	**(280,248)**	(307,128)
Net deferred tax liabilities	**$ (220,780)**	$ (261,098)

For the periods ended December 31, 2023 and 2022, no change was recorded for uncertain tax provisions, and the balance was ($641). As of December 31, 2022, no interest or penalty has been accrued or recognized by the Company related to ASC 740 Income Taxes.

($000's)

The Company reported net operating losses in the following jurisdictions as of December 31:

Jurisdiction	2023	2022	Expiration
US Federal	$ -	$ -	Indefinite
US State	**17,085**	15,371	Various
United Kingdom	**-**	-	Indefinite
Germany	**-**	1,462	Indefinite
Austria	**-**	12	Indefinite
Canada	**91**	-	20 Years
Total	**$ 17,176**	$ 16,845	

The Company files a US consolidated federal income tax return for Nest Holdings, Inc. and Subsidiaries which includes Neighborly Company. State returns are filed on either a separate company or consolidated return basis. The company also files separate returns where required for the various LLC entities. The Company's subsidiaries file income tax returns in Canada, Germany, the UK and Austria.

The Company files US state income tax returns in nearly every state in the US. Many of the state return filings reflect net operating loss carryovers computed on a post-apportionment basis, while several states compute operating loss carryovers on a pre-apportionment basis. The US state income tax effect of the net operating loss carryforwards, net of federal income tax, amounted to $872 and $810 at December 31, 2023 and 2022, respectively. The state net operating losses have varying carryover periods. The Company expects to fully utilize all net operating loss carryovers prior to expiration.

The Company has no current or pending US income tax examinations. US Federal income tax returns for years ended December 31, 2020, August 31, 2021, December 31, 2021, and December 31, 2022 remain open for examination. State income tax returns remain open for similar years, and several states having a longer statute remain open for examination. The Company has timely filed all federal and state income tax returns. The Company underwent a federal income tax audit for the year ended December 31, 2014. The audit was closed during June 2018 with no adjustments reported.

The UK entities have no prior or pending income tax examinations with Her (now, His) Majesty's Revenue and Customs ("HMRC"), the UK's tax, payments and customs authority. The UK corporation income tax process is one of self-assessment. Following filing of the tax return, HMRC has a period of (usually) 12 months in which to raise formal inquiries. These can range from simple information requests to detailed technical challenges over treatments adopted in the tax return. HMRC has made no requests. The UK December 31, 2022 corporate tax returns remain open for examination. The UK entities have timely filed all corporate income tax returns.

The German entities have no prior or pending income tax examinations with Bundeszentralamt für Steuern ("BZSt"), Germany's federal tax office. The statute of limitations in Germany for examination is four years from the end of the year in which the return was filed. The Germany entities' tax returns for years ended December 31, 2019 and forward remain open for examination. The German entities have timely filed all corporate income tax returns.

As of December 31, 2019 (Predecessor), the Company maintained a valuation allowance of $2,009. The valuation allowance represented a reserve against certain UK net deferred tax assets for which the Company believed the "more likely than not" criterion for recognition purposes could not be met. For the year ended December 31, 2020 (Predecessor), the Company recorded a valuation allowance release with respect to these UK net deferred tax assets, on the basis of the Company's reassessment of the "more likely than not" criterion. As of each reporting date, the Company considers new evidence, both positive and negative, that could affect its view of the future realization of deferred tax assets. In the period from January 1, 2021 through August 31, 2021 (Predecessor) the Company began utilizing net operating losses in the UK tax jurisdiction and continued to do so in the period from September 1, 2021 through December 31, 2021 (Successor). The Company fully utilized all remaining net operating losses in the year ended December 31, 2022, and no valuation allowance remains. The net operating losses comprised the majority of the UK net deferred tax asset balance.

The US and foreign entities operate under transfer pricing agreements that control the pricing of intercompany management services, interest and royalties.

The Company has both the intent and ability to reinvest foreign earnings, therefore deferred tax liabilities have not been recorded on either unremitted earnings, components of other comprehensive income, or applicable foreign withholding taxes.

10. Related Party Transactions

On September 1, 2021, a Monitoring Agreement was entered into with Kohlberg Kravis Roberts & Co and Harvest Partners under which the Company will pay certain fees and expenses under the terms of the Monitoring Agreement. For the period ending December 31, 2023, the Company recognized fees and expenses of $4,638 which is included in board fees and expenses. For the period ending December 31, 2022, the Company recognized fees and expenses of $5,747 of which $4,517 is included in board fees and expenses and $1,230 in deferred debt issuance costs, which is a reduction to long-term debt, in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss).

11. Contingencies

The Company is engaged in various legal proceedings incidental to its normal business activities. Management has determined that it is not probable that the Company has incurred any loss contingencies as defined in FASB ASC Topic 450, Contingencies. Accordingly, no liabilities have been accrued for these matters as of December 31, 2023 and 2022. Management believes that the outcome of such matters will not have a material effect on the Company's consolidated financial statements.

12. Employee Benefit Plan

The Company sponsors a 401(k) plan covering the majority of its employees. Plan participants may contribute up to 70% (subject to Internal Revenue Service limitations) of their annual compensation before taxes for investment in several specified alternatives. Employees are fully vested with respect to their contributions. The Company may match a percentage of employee contributions as determined at the discretion of the Board of Directors. Company contributions recognized totaled $2,599 for the year ended December 31, 2023, and $2,261 for the year ended December 31, 2022.

13. Subsequent Events

In preparation of its financial statements, the Company considered subsequent events through April 1, 2024, which was the date the Company's financial statements were available to be issued.

Neighborly Company and Subsidiaries

Consolidated Financial Statements

As of December 31, 2022 and 2021 and for the year ended December 31, 2022 and for the periods from September 1, 2021 through December 31, 2021 (Successor) and January 1, 2021 through August 31, 2021 (Predecessor)

Neighborly Company and Subsidiaries

Consolidated Financial Statements

As of December 31, 2022 and 2021 and for the year ended December 31, 2022 and for the periods from September 1, 2021 through December 31, 2021 (Successor) and January 1, 2021 through August 31, 2021 (Predecessor)

Neighborly Company and Subsidiaries

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Report of Independent Auditors

To the Board of Directors and Stockholders of
Neighborly Company and Subsidiaries

Opinion

We have audited the consolidated financial statements of Neighborly Company and Subsidiaries (the Company), which comprise the consolidated balance sheet as of December 31, 2022, and the related consolidated statements of operations and comprehensive income (loss), changes in stockholder's equity and cash flows for the year then ended, and the related notes (collectively referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company at December 31, 2022, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Adoption of ASU No. 2016-02, Leases

As discussed in Notes 2 and 9 to the financial statements, the Company changed its method of accounting for leases due to the adoption of Accounting Standards Update (ASU) No. 2016-02, *Leases* (Topic 842) and related amendments in 2022. Our opinion is not modified with respect to this matter.

Other Matter

The financial statements of the Company for the year ended December 31, 2021 were audited by another auditor who expressed an unmodified opinion on those financial statements on March 31, 2022.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

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Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free of material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Ernst + Young LLP

Dallas, Texas
April 1, 2023

Consolidated Financial Statements

Neighborly Company and Subsidiaries

Consolidated Balance Sheets
($000's)

As of December 31,		**2022**		2021
Assets				
Current assets				
Cash	$	**55,741**	$	49,317
Restricted cash		**26,363**		23,468
Trade accounts receivable - net		**43,474**		32,423
Trade notes receivable - current portion – net		**8,461**		8,382
Inventories		**4,632**		2,985
Income tax receivable		**358**		-
Prepaid selling expenses - current		**3,143**		2,352
Other current assets		**8,898**		6,576
Total current assets		**151,070**		125,503
Property and equipment - net		**71,442**		53,546
Operating lease right of use assets		**27,904**		-
Prepaid selling expenses - less current portion		**16,882**		15,162
Trade notes receivable - less current portion - net		**19,893**		20,388
Intangible assets - net		**1,525,073**		1,529,112
Goodwill		**2,154,115**		2,069,311
Other non-current assets		**2,766**		3,657
Total assets	$	**3,969,145**	$	3,816,679

Neighborly Company and Subsidiaries

Consolidated Balance Sheets (continued)
($000's, except share and per share amounts)

As of December 31,		2022		2021
Liabilities and Stockholder's Equity				
Current liabilities				
Trade accounts payable	$	**22,199**	$	17,466
Accrued liabilities		**62,940**		50,905
Deferred revenue - current		**15,688**		14,500
Income tax payable		**-**		1,942
Current portion of long-term debt		**10,627**		8,000
Current portion of operating lease liabilities		**6,681**		-
Current portion of finance lease obligations		**2,659**		1,696
Total current liabilities		**120,794**		94,509
Long-term debt - less current portion		**1,175,523**		788,000
Operating lease obligations - less current portion		**22,141**		-
Finance lease obligations - less current portion		**4,053**		3,383
Deferred tax liabilities		**261,098**		310,705
Deferred revenue - less current portion		**64,676**		57,591
Other non-current liabilities		**1,971**		7,236
Commitments and Contingencies (Notes 9 and 11)				
Stockholder's equity				
Common stock-par value $0.01 per share; 100 shares authorized, issued and outstanding		**-**		-
Additional paid-in capital		**2,420,959**		2,576,318
Accumulated deficit		**(50,587)**		(14,841)
Accumulated other comprehensive loss		**(51,483)**		(6,222)
Total stockholder's equity		**2,318,889**		2,555,255
Total liabilities and stockholder's equity	$	**3,969,145**	$	3,816,679

See accompanying notes to consolidated financial statements

Neighborly Company and Subsidiaries

Consolidated Statements of Operations and Comprehensive Income (Loss)
($000's)

	Year-Ended December 31, 2022	September 1, 2021 through December 31, 2021 (Successor)	January 1, 2021 through August 31, 2021 (Predecessor)
Revenues and income			
Franchise service fees	$ **176,281**	$ 53,686	$ 104,184
Franchise sales fees	**20,655**	4,185	9,664
Sales of products and services	**263,318**	53,714	72,438
Advertising and promotional fund revenue	**50,870**	15,172	27,840
Other revenue	**38,056**	12,652	18,954
Total revenues and income	**549,180**	139,409	233,080
Cost of Sales			
Products and services	**154,815**	38,416	51,709
Gross Profit	**394,365**	100,993	181,371
Selling expense	**21,506**	4,947	11,894
General and administrative expense	**172,713**	45,928	63,756
Advertising and promotional fund expense	**54,235**	14,805	25,114
Equity-based compensation expense	**3,414**	509	22,376
Depreciation and amortization	**104,943**	32,066	14,976
Management and board fees and expenses	**5,207**	571	6,541
Transaction costs	**3,067**	10,591	99,886
Loss on impairment of goodwill	**51,454**	-	-
Bad debt expense	**2,398**	301	783
Operating loss	**(24,572)**	(8,725)	(63,955)
Other expenses			
Interest expense	**45,552**	9,878	30,797
Total other expenses	**45,552**	9,878	30,797
Net loss before income taxes	**(70,124)**	(18,603)	(94,752)
Income tax benefit	**(34,378)**	(3,762)	(4,724)
Net loss	**(35,746)**	(14,841)	(90,028)
Other comprehensive loss			
Foreign currency translation adjustment	**(45,261)**	(6,222)	(3,456)
Comprehensive loss	$ **(81,007)**	$ (21,063)	$ (93,484)

See accompanying notes to consolidated financial statements.

Neighborly Company and Subsidiaries

Consolidated Statements of Changes in Stockholder's Equity
($000's, except share amounts)

	Common Stock		*Additional Paid - In*	*Accumulated*	*Accumulated Other Comprehensive*	
	Shares	*Amount*	*Capital*	*Deficit*	*Income (Loss)*	*Total*
Balance - December 31, 2020 (Predecessor)	100	$ -	$ 533,065	$ (35,521)	$ 4,475	$ 502,019
Distribution	-	-	(163,771)	-	-	(163,771)
Equity-based compensation	-	-	22,376	-	-	22,376
Foreign currency translation adjustment	-	-	-	-	(3,456)	(3,456)
Net loss	-	-	-	(90,028)	-	(90,028)
Balance - August 31, 2021 (Predecessor)	100	$ -	$ 391,670	$ (125,549)	$ 1,019	$ 267,140
Balance – September 1, 2021 (Successor)	-	-	-	-	-	-
Equity contribution for acquisition of the Company	100	-	2,141,993	-	-	2,141,993
Distribution to parent	-	-	(29,197)	-	-	(29,197)
Equity contribution	-	-	429,733	-	-	429,733
Equity contribution for acquisitions	-	-	33,280	-	-	33,280
Equity-based compensation	-	-	509	-	-	509
Foreign currency translation adjustment	-	-	-	-	(6,222)	(6,222)
Net loss	-	-	-	(14,841)	$ -	(14,841)
Balance - December 31, 2021 (Successor)	100	$ -	$ 2,576,318	$ (14,841)	$ (6,222)	$ 2,555,255
Distribution to parent	-	-	(431,965)	-	-	(431,965)
Equity contribution	-	-	241,794	-	-	241,794
Equity contribution for acquisitions	-	-	31,398	-	-	31,398
Equity-based compensation	-	-	3,414	-	-	3,414
Foreign currency translation adjustment	-	-	-	-	(45,261)	(45,261)
Net loss	-	-	-	(35,746)	-	(35,746)
Balance - December 31, 2022	100	$ -	$ 2,420,959	$ (50,587)	$ (51,483)	$ 2,318,889

See accompanying notes to consolidated financial statements.

Neighborly Company and Subsidiaries

Consolidated Statements of Cash Flows
($000's)

	For the Year Ended December 31, 2022	September 1, 2021 through December 31, 2021 (Successor)	January 1, 2021 through August 31, 2021 (Predecessor)
Operating activities			
Net loss	$ **(35,746)**	$ (14,841)	$ (90,028)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:			
Depreciation and amortization	**104,943**	32,066	14,976
Amortization of deferred financing costs	**1,447**	-	1,756
Loss on impairment of goodwill	**51,454**	-	-
Debt issuance costs written off	**-**	-	8,488
Bad debt expense	**2,398**	301	783
Notes received	**(13,059)**	(4,737)	(10,546)
Collections of notes receivable	**13,965**	5,699	10,992
Deferred income taxes	**(44,898)**	(5,544)	(14,200)
(Gain) loss on disposal of assets	**(538)**	(9)	98
Equity-based compensation	**3,414**	509	22,376
Changes in assets and liabilities, net of business acquisitions:			
Trade accounts receivable	**(11,523)**	137	(5,297)
Inventories	**(1,281)**	(845)	(333)
Prepaid selling expenses and other assets	**(3,903)**	(1,703)	(4,661)
Trade accounts payable	**4,116**	(444)	491
Accrued liabilities	**8,264**	(101,718)	106,211
Other non-current liabilities	**(203)**	(1,543)	4,496
Income tax receivable	**(1,530)**	5,796	3,272
Change in operating lease assets and liabilities	**574**	-	-
Deferred revenue	**6,045**	6,854	10,936
Net cash provided by (used in) operating activities	**83,939**	(80,022)	59,810
Investing activities			
Acquisitions, net of cash received	**(254,373)**	(316,018)	-
Purchase of property, equipment and other assets	**(18,930)**	(3,980)	(7,994)
Acquisitions of intangible assets	**-**	-	67
Net cash used in investing activities	**(273,303)**	(319,998)	(7,927)
Financing activities			
Equity contribution	**241,794**	429,733	-
Distributions paid	**(431,965)**	(29,197)	(163,771)
Deferred financing costs paid	**(9,380)**	(1,282)	(19,017)
Payments on revolver	**-**	(5,000)	(39,550)
Proceeds from revolver	**-**	5,000	24,550
Payments on long-term borrowings	**(11,679)**	(2,595)	(595,137)
Proceeds from long-term borrowings	**410,915**	-	800,686
Net cash provided by financing activities	**199,685**	396,659	7,761
Effect of foreign currency translation on cash	**(1,002)**	(1,152)	(2,775)
Net increase (decrease) in cash and restricted cash	**9,319**	(4,513)	56,869
Cash and restricted cash - Beginning of period	**72,785**	77,298	20,429
Cash and restricted cash - End of period	**82,104**	72,785	77,298
Supplemental cash flow disclosures:			
Cash paid (refunds received) for income taxes	$ **3,734**	$ **(5,089)**	$ 3,101
Cash paid for interest	$ **40,950**	$ **7,384**	$ 18,106
Non-cash equity contribution for acquisition of the Company	$ **-**	$ **2,141,993**	$ -
Non-cash equity contribution for acquisitions	$ **31,398**	$ **33,280**	$ -

See accompanying notes to consolidated financial statements.

1. Organization and Description of Business

Organization and Description of Business

Neighborly Company and Subsidiaries ("we", "our", "Neighborly" and the "Company") is a Delaware corporation and is the parent company of a number of franchisors and related supporting businesses operating in the United States (the "US") and internationally which include the following companies: Mr. Rooter, Rainbow International, Mr. Electric, Aire Serv, Mr. Appliance, Glass Doctor, Grounds Guys, Molly Maid, Mr. Handyman, Five Star Painting, Mosquito Joe, Real Property Management, Window Genie, HouseMaster, Dryer Vent Wizard, ShelfGenie, Precision Door Service, Restoration 1, Junk King, ZorWare, Drain Doctor, Locatec, Countrywide, Bright and Beautiful, Dream Doors, Greensleeves, and ProTradeNet.

In addition, the Company owns and operates non-franchisor entities as follows: Portland Glass, which offers auto, home, and business glass repair and replacement through company owned stores located in Maine, Vermont, and New Hampshire; Pimlico Plumbers, which offers repair and maintenance services, concentrated in central London; Plumb Enterprises, which offers full plumbing, drain and sewer cleaning services, excavation, and repairs to customers; and Lawn Pride, which offers lawn care and maintenance services through the application of fertilizer, as well as pest control.

Acquisition of the Company

On June 29, 2021, Kohlberg Kravis and Roberts ("KKR"), and associated co-investors formed Nest Bidco Inc. which, on September 1, 2021, purchased 100% of the shares of Balcones Holdco, Inc., the parent company of Neighborly, from TDG Investment Holdings, LP. Nest Bidco Inc. is an indirectly wholly owned subsidiary of Nest Holdings LP, which is the ultimate parent company of the newly formed business. The transaction was effected to add Neighborly to KKR's investment portfolio, and allows Neighborly to gain access to KKR's capital and resources. Consideration consisted of $1,914,164 of cash to the sellers and equity rollover with a fair value of $227,829. The Company elected to apply push down accounting as a result of the change in ownership of the Company. The purchase price has been allocated to the assets acquired and liabilities assumed by the Company and its subsidiaries based on independent valuation studies and management estimates of their fair value in accordance with Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") Topic 805, Business Combinations, on September 1, 2021 (the "Date of Acquisition").

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The purchase price was allocated as follows:		
Working capital	$	(35,306)
Debt assumed, net		(831,861)
Notes receivable		30,222
Property and equipment		25,805
Trademarks		826,800
Franchise relationships		608,200
National account relationships		2,350
Insurance company relationships		2,300
Goodwill		1,833,258
Other assets		15,843
Other liabilities		(47,186)
Deferred income taxes, net		(288,432)
Total consideration transferred	$	2,141,993

Debt assumed included a provisional amount of $6,283 for tax refund liability which was subject to change as the estimated payable to the predecessor parent for realization of the tax benefit of net operating losses, which would have affected a similar amount of provisional goodwill. The Company utilized the permitted one-year measurement period, which has now ended, to adjust this estimate to the acquisition-date fair value of this provisional amount, which resulted in an increase of $349 to the estimated liability, with a corresponding increase to goodwill.

The goodwill recognized is attributable to intangible assets not qualifying for separate recognition. The Company does not expect to deduct any of the goodwill for tax purposes.

Throughout this document we refer to Successor and Predecessor. The term "Successor" refers to the Company following the Date of Acquisition, and the term "Predecessor" refers to the Company prior to the Date of Acquisition. The financial statements and footnotes include a black-line division, which appears between the columns titled Predecessor and Successor, and signifies that the amounts shown for the periods prior to and following the acquisition are not comparable.

The Company incurred acquisition costs and equity-based compensation of $78,386 and $22,376, respectively, all of which is included in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss) for the period from January 1, 2021 through August 31, 2021 (Predecessor). In addition, the Company recorded expenses of $21,500 which were contingent upon the closing of the acquisition, which is included in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss) for the period from January 1, 2021 through August 31, 2021 (Predecessor). There were no similar costs in the year ended December 31, 2022.

Acquisitions

During 2022, the Company acquired Lawn Pride in August, Greensleeves in October and Junk King in November, and repurchased three of its previously franchised Mr. Rooter territories in March, each of which operates in the home services industry. The purchase price of the acquisitions of $290,364, comprised of $258,870 of cash, consideration payable of $96, and $31,398 of rollover equity, has been allocated to the assets acquired and liabilities assumed by the Company based on independent valuation studies and management estimates of their fair value in accordance with FASB ASC Topic 805, Business Combinations, on the date of acquisition. The Company acquired 100%

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ownership of these entities, or acquired certain assets, to gain control and access to the intellectual property of each.

The total purchase price was allocated as follows:		
Working capital	$	4,326
Capital lease obligations		(613)
Other long-term assets		2,507
Property and equipment		10,486
Tradenames		80,287
Developed technology		320
Franchise relationships		9,830
Franchise rights		5,400
Customer relationships		12,400
National accounts		830
Goodwill		168,868
Other long term debt		(3,712)
Deferred tax liability		(565)
Total consideration transferred	$	290,364

For the period ending December 31, 2022, the goodwill recognized is attributable to intangible assets not qualifying for separate recognition. The Company expects to be able to deduct goodwill of $159,716 for tax purposes. Transaction costs totaling $3,067 were incurred at closing and are included in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss).

During 2021, the Company acquired Pimlico Plumbers in September, Top Drawer Components in November, Plumb Enterprises in December, and repurchased two of its previously franchised Mr. Rooter territories in December, each of which operates in the home services industry. The purchase price of the acquisitions of $353,573, comprised of $320,403 of cash, consideration payable of $150, consideration receivable of $260, and $33,280 of rollover equity, has been allocated to the assets acquired and liabilities assumed by the Company based on independent valuation studies and management estimates of their fair value in accordance with FASB ASC Topic 805, Business Combinations, on the date of acquisition. The Company acquired 100% ownership of these entities, or acquired certain assets, to gain control and access to the intellectual property of each.

The total purchase price was allocated as follows:		
Working capital	$	(2,362)
Capital lease obligations		(3,727)
Other long-term assets		2,101
Property and equipment		27,042
Tradenames		108,560
Franchise rights		6,800
Copyright		155
Customer relationships		5,907
Goodwill		236,978
Deferred tax liability		(27,881)
Total consideration transferred	$	353,573

A provisional amount was estimated for the deferred tax liability which was subject to change, which would have affected a similar amount of provisional goodwill, and for which the accounting is now complete. The Company utilized the permitted one-year measurement period to adjust, as necessary, this estimate to the acquisition-date fair value of this provisional amount, and no adjustment was required or recorded.

The goodwill recognized is attributable to intangible assets not qualifying for separate recognition. The Company expects to be able to deduct goodwill of $166,260 for tax purposes. Transaction costs totaling $10,591 were paid at closing and are included in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss).

2. Summary of Significant Accounting Policies

Recent Accounting Pronouncements

In February 2016, the FASB issued Accounting Standards Update ("ASU") 2016-02, Leases (Topic 842). The guidance in ASU 2016-02 (as subsequently amended by ASU 2018-01, ASU 2018-10, ASU 2018-11 and ASU 2018-20) requires that a lessee recognize in the statement of financial position a liability to make lease payments (the lease liability) and a right-of-use asset representing its right to use the underlying asset for the lease term. For leases with a term of 12 months or less, a lessee is permitted to make an accounting policy election by class of underlying asset not to recognize lease assets and lease liabilities. As with previous guidance, there continues to be a differentiation between finance leases and operating leases, however this distinction now primarily relates to differences in the manner of expense recognition over time and in the classification of lease payments in the statement of cash flows. Lease assets and liabilities arising from both finance and operating leases will be recognized in the statement of financial position. ASU 2016-02 leaves the accounting for leases by lessors largely unchanged from previous GAAP. The transitional guidance for adopting the requirements of ASU 2016-02 calls for a modified retrospective approach that includes a number of optional practical expedients that entities may elect to apply. In addition, ASU 2018-11 provides for an additional (and optional) transition method by which entities may elect to initially apply the transition requirements in Topic 842 at that Topic's effective date with the effects of initially applying Topic 842 recognized as a cumulative effect adjustment to the opening balance of retained earnings in the period of adoption and without retrospective application to any comparative prior periods presented. Also, ASU 2018-20 provides certain narrow-scope improvements to Topic 842 as it relates to lessors. The ASU is effective for fiscal years beginning after December 15, 2021.

The Company adopted ASC 2016-02 as of January 1, 2022 using the modified retrospective approach and elected the transition option that allows companies to continue applying the guidance under the current lease standard in the comparative periods presented in the consolidated financial statements. Companies that elect this option would record a cumulative-effect adjustment to the opening balance of retained earnings on the date of adoption. The Company elected this transition option and no cumulative effect resulted in an adjustment to opening retained earnings. The Company elected not to separate lease and non-lease components for new and modified leases after the adoption date, and instead will account for each separate lease component of a contract and its associated non-lease components as a single lease component. The Company elected not to recognize a right-of-use asset and a lease liability for leases with an initial term of twelve months or less. The Company did not elect the hindsight practical expedient. A complete population of contracts that meet the definition of a lease under ASU 2016-02 has been identified. The Company recorded right of use assets and operating lease liabilities of $28.8 million and $29.2 million, respectively, as of the transition date on the consolidated balance sheets. The adoption of this amended guidance did not have a material impact on the Company's Consolidated Statement of Operations and Comprehensive Income (Loss) and Consolidated Statements of Cash Flows. Refer to note 9 for additional lease disclosures.

In June 2016, the FASB issued ASU No. 2016-13, Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. ASU 2016-13 amends the impairment model by requiring entities to use a forward-looking approach based on expected losses to estimate credit losses on certain types of financial instruments, including trade receivables. In November 2018, the FASB issued ASU No. 2018-19, Codification Improvements to Topic 326, Financial Instruments - Credit Losses ("ASU 2018-19"), which clarifies that receivables arising from operating leases are accounted for using lease guidance and not as financial instruments. In April 2019, the FASB issued ASU No. 2019-04, Codification Improvements to Topic 326, Financial Instruments - Credit Losses, Topic 815, Derivatives and Hedging, and Topic 825, Financial Instruments ("ASU 2019-04"), which clarifies the treatment of certain credit losses. In May 2019, the FASB issued ASU No. 2019-05, Financial Instruments - Credit Losses (Topic 326): Targeted Transition Relief ("ASU 2019-05"), which provides an option to irrevocably elect to measure certain individual financial assets at fair value instead of amortized cost. In November 2019, the FASB issued ASU No. 2019-11, Codification Improvements to Topic 326, Financial Instruments - Credit Losses ("ASU 2019-11"), which provides guidance around how to report expected recoveries. ASU 2016-13, ASU 2018-19, ASU 2019-04, ASU 2019-05 and ASU 2019-11 (collectively, "ASC 326") are effective for fiscal years beginning after December 15, 2022, with early adoption permitted. The Company is currently evaluating the impact this guidance will have on its consolidated financial statements.

In January 2017, the FASB issued ASU 2017-04, Intangibles – Goodwill and Other, which simplifies the test for goodwill impairment by removing the second step of the two-step impairment test. A goodwill impairment will now be the amount by which a reporting unit's carrying value exceeds its fair value, not to exceed the carrying value of goodwill. All other goodwill impairment guidance will remain largely unchanged. Entities will continue to have the option to perform a qualitative assessment to determine if a quantitative impairment test is necessary. The same one-step impairment test will be applied to goodwill at all reporting units, even those with zero or negative carrying amounts. Entities will be required to disclose the amount of goodwill at reporting units with zero or negative carrying amounts. For nonpublic entities, the standard is effective for annual periods beginning after December 15, 2022 with early application permitted for tests performed after January 1, 2017. The Company adopted ASU 2017-04 as of January 1, 2022 on a prospective basis and the adoption resulted in no material impact on the consolidated financial statements or disclosures. The Company applied this guidance when measuring goodwill impairment in the current year, which is discussed below.

In December 2019, the FASB released ASU 2019-12, Income Taxes (Topic 740): Simplifying the Accounting for Income Taxes, which affects general principles within Topic 740, Income Taxes. The amendments of ASU 2019-12 are meant to simplify and reduce the cost of accounting for income taxes. The FASB has stated that the ASU is being issued as part of its Simplification Initiative, which is meant to reduce complexity in accounting standards by improving certain areas of GAAP without compromising information provided to users of financial statements. The standard is effective for annual periods beginning after December 15, 2021. The Company adopted the provisions of ASU 2019-12 for 2022 and the adoption resulted in no material impact on the consolidated financial statements or disclosures.

In January 2021, the FASB issued ASU 2021-01, Reference Rate Reform (Topic 848), which was an update of ASU 2020-04, and was issued in response to concerns about structural risks of interbank offered rates, and particularly the risk of cessation of LIBOR. Regulators have undertaken reference rate reform initiatives to identify alternative reference rates that are more observable or are transaction based and less susceptible to manipulation. ASU 2020-04 provides optional guidance for a limited period of time to ease the potential burden in accounting for (or recognizing the effects of) reference rate reform on financial reporting. ASU 2020-04 is elective and applies to all entities, subject to meeting certain criteria, that have contracts, hedging relationships, and other transactions that reference LIBOR or another reference rate expected to be discontinued because of reference rate reform. ASU 2021-01 clarifies that certain optional expedients and exceptions in Topic 848 for contract modifications and hedge accounting apply to derivatives that are affected by the discounting transition. In December 2022, the FASB issued ASU 2022-06, Reference Rate Reform (Topic 848) – Deferral of the Sunset Date of Topic 848 which deferred the end date to December 31, 2024. The Company adopted ASU 2021-01 as of January 1, 2022 and the adoption resulted in no material impact on the consolidated financial statements or disclosures.

Principles of Consolidation and Variable Interest Entities

The accompanying consolidated financial statements as of December 31, 2022 and 2021 include the accounts of the Company and its wholly owned subsidiaries. All intercompany accounts and transactions have been eliminated in consolidation.

FASB ASC Topic 810-10, Consolidation, applies to certain entities in which equity investors do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without additional subordinated financial support. Such an entity is referred to as a variable interest entity (“VIE”). FASB ASC Topic 810-10 requires the consolidation of a VIE by its primary beneficiary. The primary beneficiary is the entity, if any, that has the power to direct activities of a VIE that most significantly impact the VIE’s economic performance and has the obligation to absorb losses or the right to receive benefits of the VIE that could potentially be significant to the VIE.

Neighborly Assetco LLC ("Assetco") is a direct, wholly owned subsidiary of Neighborly Issuer LLC (the “Issuer”), which is a special purpose Delaware limited liability company and a direct, wholly owned subsidiary of Neighborly SPV Guarantor LLC (the “SPV Guarantor”), which is a special purpose Delaware limited liability company that is an indirect, wholly owned subsidiary of Neighborly (the “Manager").

Assetco’s subsidiaries are comprised of a number of franchisors and related supporting businesses operating in the US and internationally and include the following businesses: Aire Serv SPV LLC, Mr. Electric SPV LLC, The Grounds Guys SPV LLC, Rainbow International SPV LLC, Glass Doctor SPV LLC, Mr. Appliance SPV LLC, Mr. Rooter SPV LLC, Molly Maid SPV LLC, Mr. Handyman SPV LLC, Five Star Painting SPV LLC, Window Genie SPV LLC, Real Property Management SPV LLC, Mosquito Joe SPV LLC, HouseMaster SPV LLC, Dryer Vent Wizard SPV LLC, ShelfGenie SPV LLC and Precision Door Service SPV LLC (each an “SPV Franchisor” and together the “SPV Franchisors”) and ProTradeNet SPV LLC, Neighborly Service Solutions SPV LLC, Back Office SPV LLC, G-O Manufacturing SPV LLC, Zorware SPV LLC, NBLY Co Ops CO SPV LLC, NBLY Co Ops WA SPV LLC, Trench Right SPV LLC, and Pimlico SPV Limited (each a “Non-Franchisor SPV Entity” and together the “Non-Franchisor SPV Entities”), each of which is a direct, wholly owned subsidiary of Assetco.

Assetco holds all the equity interests in the SPV Franchisors and the Non-Franchisor SPV Entities, certain intellectual property, certain license agreements and certain vendor agreements. Each SPV Franchisor holds the trademarks and the franchise agreements related to such brand and any product supply agreements or vendor agreements related to such brand. The Non-Franchisor SPV Entities hold certain trademarks, certain product supply agreements, certain vendor agreements and the office service agreements.

Neighborly SPV Guarantor LLC, Neighborly Issuer LLC, and Neighborly Assetco LLC (collectively with the SPV Franchisors and the Non-Franchisor SPV Entities are referred to as "Securitization Entities") were formed in connection with a financing transaction (the "Securitization Transaction"), which was completed on March 25, 2021 and on subsequent dates thereafter (see Note 3).

The Company has determined that the Securitization Entities qualify as VIE's and that Neighborly is the primary beneficiary, having both power and benefits, of the Securitization Entities and accordingly, consolidation is concluded.

Reclassifications

Certain reclassifications have been made to conform prior year balances to the current year presentation. Collections of notes receivable have been included in operating activities in the accompanying Consolidated Statements of Cash Flow, for both the Successor and Predecessor periods. None of the reclassifications affected our net loss in the prior year.

Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Revenue Recognition, Accounts Receivable, Notes Receivable, and Allowances

The Company's primary sources of revenue are as follows:

- Franchise service fees from existing franchise owners based on a percentage of each franchise owner's gross sales. These fees generally range from 2% to 15% of the franchise owner's weekly sales, depending upon the particular franchise concept and upon various other factors;

- Franchise sales fees generated from the sale of new franchise territories and the sale of additional franchise territories to existing franchise owners;

- Sales of products and services to unrelated third parties;

- Advertising and promotional fund revenue represents marketing, advertising and promotional ("MAP") fund fees collected from existing franchise owners. These fees are typically a percentage of each franchise owner's gross sales and vary depending upon the particular franchise concept and various other factors;

- Other revenue consists of incentives earned from services performed for unrelated third parties and interest generated from notes receivable.

Typically, franchise agreements are granted to franchise owners for an initial term of ten years with an option to renew. Our performance obligations under franchise agreements consist of providing a license of our brand's intellectual property, a list of approved suppliers, certain training programs, an operations manual, and to maintain the MAP fund. These performance obligations are highly interrelated and we do not consider them to be individually distinct, and therefore account for them as a single performance obligation, which collectively represent the obligation to provide a license for the right to use our brand's intellectual property. Revenue related to franchise agreements is recognized on a straight-line basis over the term of the agreement with the exception of variable or sales-based royalties, MAP fund fees and revenue allocated to goods and services which are recognized as the underlying sales occur.

In the event a franchise agreement is terminated, without a corresponding agreement executed by the same franchise owner, any remaining deferred fees are recognized in the period of termination.

The Company periodically extends credit to entities for the purchase of franchises. These entities are typically controlled by individuals who operate their businesses as an owner/manager. Generally, the notes receivable are collateralized by the related franchise territory rights. The Company also extends unsecured credit to its franchise owners for unpaid franchise service fees. The Company places notes receivable on nonaccrual status when payment is ninety days past due, and ceases to recognize revenue from interest on the note until such time as the note is no longer past due. Interest on trade notes receivable is recorded as revenue when earned. Each entity's ability to perform is dependent upon the economic condition of the business. The Company maintains ongoing credit evaluations of its franchise owners. Allowances for doubtful trade accounts receivable and trade notes receivable are provided based upon past loss experience, known and inherent risks in the accounts, adverse situations that may affect a franchise owner's ability to repay, and current economic conditions.

Franchise service fee revenues represent sales-based royalties that are related entirely to our performance obligation under the franchise agreement and are recognized in the period in which the sales occur. Sales-based royalties are variable consideration related to our performance obligations to our franchise owners to maintain the intellectual property being licensed.

We have determined we act as the principal in the transaction related to the MAP fund contributions and expenditures. MAP fund contributions and expenditures are reported on a gross basis in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss). Our obligation related to these funds is to administer the MAP fund, keep unused MAP fees in segregated bank accounts and use MAP fees for certain activities related to the marketing and promotion of the individual brands. As noted above, we have concluded the advertising services provided to franchise owners are highly interrelated with the franchise rights and not a distinct performance obligation; therefore, revenues from MAP fund fees are recognized as advertising and promotion fund revenue when the related sales occur based on the application of the sales-based royalty exception within ASC 606, Revenue from Contracts with Customers.

Revenues from product sales are recognized upon transfer of title, when delivered to the customer, when the work is performed, or orders are shipped. Incentives earned are recognized as services are performed.

Contract Balances

The contract liabilities which we classify as "deferred revenue" consist primarily of the unamortized portion of initial franchise fees that are currently being recognized into revenue, amounts related to pending agreements, or other deferred revenues not related to franchise agreements. Contract deferred franchise revenue represents our remaining performance obligations to our franchise owners, as we account for our highly interrelated obligations as a single performance obligation, which collectively represent the obligation to provide a license for the right to use our brand's intellectual property excluding amounts of variable consideration related to sale-based royalties and advertising. The other deferred revenues not related to the franchise agreements are included in current deferred revenue.

During 2022, we determined that our prior year deferred revenue for MAP fund fees was overstated and the associated revenue related to prior periods was understated, resulting in immaterial errors in our previously issued financial statements. The overstatement of deferred revenue was the result of concluding, in error, that the related performance obligation had not yet been fulfilled, and that the revenue had not yet been earned. As a result, we have made certain corrections to adjust the liability and associated revenue in the consolidated balance sheet as of December 31, 2021 and the consolidated statement of operations and comprehensive income (loss) for the predecessor period from January 1, 2021 through August 31, 2021.

The cumulative effect of the adjustment to correct the misstatements in the financial statements for years prior to 2022 totaled $6.4 million, net of tax, and is reflected as an increase to retained earnings at January 1, 2022, on our Consolidated Statements of Changes in Stockholder's Equity. The correction is reflected as an $8.5 million decrease to deferred revenue – current, total current liabilities, total liabilities and stockholder's equity on our Consolidated Balance Sheets at December 31, 2021, and as increased advertising and promotional fund revenues, total revenues, and gross profit of $2.6 million, and a decrease to operating loss and net loss before income taxes of $2.6 million in our Consolidated Statements of Operations and Comprehensive Income (Loss). Additionally, there was an increase to the income tax provision of $0.6 million, and a $2 million decrease to net loss and comprehensive loss. The corrections had no impact to operating cash flows in the Consolidated Statements of Cash Flows.

We concluded that the effect of the error on prior period financial statements was immaterial but the effect of the correction is material to the current year consolidated financial statements. Prior year misstatements which, if corrected in the current year, would materially misstate the current year's financial statements, must be corrected by adjusting prior year financial statements, even though such correction previously was and continues to be immaterial to the prior year financial statements. Correcting prior year financial statements for such immaterial misstatements does not require previously issued reports to be amended as they continue to be materially accurate. Users of our financial statements can continue to rely on the prior financial statements and the auditor's opinion thereon is not modified.

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The components of the change in deferred revenue are as follows:

For the period		**For the Year ended December 31, 2022**		September 1, 2021 through December 31, 2021		January 1, 2021 through August 31, 2021
				(Successor)		(Predecessor)
Balance at beginning of period	**$**	**72,091**	$	64,590	$	54,243
MAP fund fees received from franchise owners		**50,870**		12,579		23,724
MAP fund revenue recognized		**(50,870)**		(13,040)		(23,263)
Fees received from franchise owners		**26,170**		9,425		19,559
Franchise sales fee revenue recognized		**(20,655)**		(4,185)		(9,664)
Deferred revenue from acquisitions		**3,497**		-		-
Other changes in deferred revenue		**(739)**		2,722		(9)
Balance at end of period		**80,364**		72,091		64,590
Less: current portion		**15,688**		14,500		11,162
Deferred revenue noncurrent	**$**	**64,676**	$	57,591	$	53,428

Revenue deferred as of December 31, 2021 and recognized in the period from January 1, 2022 through December 31, 2022 was $12,893. Revenue deferred as of August 31, 2021 and recognized in the period from September 1, 2021 through December 31, 2021 (Successor) was $14,443. Revenue deferred as of December 31, 2020 (Predecessor) and recognized in the period from January 1, 2021 through August 31, 2021(Predecessor) was $17,126.

As of December 31, 2022, the deferred revenue expected to be recognized for each of the next five years and in the aggregate is as follows:

Years ending December 31,		
2023	$	15,688
2024		10,371
2025		9,888
2026		9,574
2027		9,095
Thereafter		25,748
	$	80,364

Direct, incremental selling expenses incurred when the franchise agreement is executed are recorded as a contract asset and amortized over the life of the agreement consistent with the recognition of the deferred revenue. Contract assets are included in current and non-current prepaid selling expenses in the accompanying Consolidated Balance Sheets. For the year ended December 31, 2022, $6,843 of costs were paid and expense of $5,584 was recognized. For the period from September 1, 2021 through December 31, 2021 (Successor), $2,593 of costs were paid and expense of $1,068 was recognized. For the period from January 1, 2021 through August 31,2021 (Predecessor), $5,141 of costs were paid and expense of $2,337 was recognized. The ending asset for deferred contract costs as of December 31, 2022 was $20,025, of which $3,143 was current. The ending asset for deferred contract costs as of December 31, 2021 (Successor) was $17,514, of which $2,352 was current.

Advertising

The Company expenses advertising costs as incurred. Advertising expense was $22,669 for the year ended December 31, 2022. Advertising expense was $2,821 for the period from September 1, 2021 through December 31, 2021 (Successor) was $4,863 for the period from January 1, 2021 through August 31, 2021 (Predecessor). Advertising expense is included in general and administrative expense in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss).

Inventories

Inventories consist of products to be sold and are stated at the lower of cost (first-in, first-out method) or net realizable value.

Property and Equipment

Property and equipment is stated at cost and is depreciated using the straight-line method over the estimated useful lives of the respective assets which are generally as follows: buildings (30 years) and building improvements (5-10 years), capped at the lease life for leasehold improvements; machinery, equipment, and vehicles (5-10 years); furniture and fixtures (5 years); and hardware and software (3 years). Additions, renewals, and betterments are capitalized; maintenance and repairs which do not extend the useful life of the asset are expensed as incurred.

Management evaluates long-lived assets used in operations for impairment when indicators of impairment are present. Impairment losses are recorded in the amount that carrying value exceeds fair market value when the undiscounted cash flows estimated to be generated by those assets are less than the carrying amount of the assets. No impairment losses for property and equipment were recorded for the year ended December 31, 2022, the periods from September 1, 2021 through December 31, 2021 (Successor) or from January 1, 2021 through August 31, 2021 (Predecessor).

Goodwill

Goodwill represents the excess of the consideration transferred over the fair value of the identifiable net assets acquired. The Company tests goodwill annually for impairment, or earlier if events or changes in circumstances indicate that impairment may exist. Management's impairment tests are generally performed as of October 1st annually. The Company's current goodwill balance resulted from the acquisition of the Company as of September 1, 2021, and from the Company's acquisitions in the successor period, as discussed in Note 1

The Company performed a qualitative assessment of its goodwill as of October 1, 2022 and concluded that indicators of impairment existed for certain of its international brands, based on trends in financial performance. Additionally, upon measurement using present value techniques, the Company's weighted average cost of capital increased, due to increasing interest rates, combined with operating performance, unfavorably impacting the calculated fair value of those reporting units. Accordingly, a goodwill impairment charge of $51,454 was recorded in 2022.

Intangible Assets

Intangible assets consist of trademarks, franchise relationships, national accounts, insurance company relationships, customer relationships, re-acquired franchise rights, developed technology, copyrights, and domain name, and are stated at their estimated fair value as of the date of acquisition, less subsequent amortization. The Company's intangible assets are definite lived, other than domain name, which is indefinite lived.

For definite lived intangible assets, when events or changes in circumstances indicate that the carrying amount of the asset may not be recoverable, the Company evaluates the definite lived intangible assets for impairment by comparing the carrying value to the anticipated future undiscounted cash flows expected to be generated from the use of the intangible assets. If the carrying amount is not recoverable, a loss is recorded in the amount the carrying value exceeds the fair market value of the assets. No indicators of impairment were present for definite lived intangible assets in either the Successor or Predecessor periods.

Successor Period

Trademarks are amortized over their estimated useful life, which ranges from three years to 20 years, using the straight-line method. Franchise relationships, national accounts relationships, and insurance company relationships are amortized over their estimated useful lives of 15 years, using the straight-line method. Customer relationships are amortized over their estimated useful life of three to 10 years, using the straight-line method. Copyrights are amortized over their estimated useful life of five years, using the straight-line method. Developed technology is amortized over their estimated useful life of 3 years, using the straight-line method.

Domain names are stated at their estimated fair value at the date of acquisition, and are not amortized, as their useful lives are considered indefinite, but are subject to annual impairment testing. The Company performed a qualitative assessment of its indefinite lived intangible assets as of October 1 in each of 2022 and 2021 and concluded it is not more likely than not that the fair value of its domain names is less than the carrying amount and, as such, a quantitative impairment test was not considered necessary.

Predecessor Period

Franchise relationships, insurance company relationships, national accounts, and developed technology are stated at their estimated fair value at the date of acquisition, less subsequent amortization. National accounts relationships and insurance company relationships were amortized over their estimated useful lives of 15 years using the straight-line method. Franchise relationships were amortized over their estimated useful life of 10-15 years using the straight-line method. Developed technology was amortized over the estimated useful life of 3 years.

Trademarks, systems-in-place, and domain names were each stated at their estimated fair value at the date of acquisition, less any recognized impairment losses, and trademarks acquired subsequent thereto, and were not amortized, as their useful lives were considered indefinite, but were subject to annual impairment testing. No impairment expense was recorded in the period from January 1, 2021 through August 31, 2021 (Predecessor).

Income Taxes

Deferred tax assets and liabilities are recognized for the estimated future tax consequences attributable to differences between the consolidated financial statement carrying amounts of assets and liabilities and their respective tax basis. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in tax expense in the period that includes the enactment date.

The Company establishes valuation allowances in accordance with the provisions of FASB ASC Topic 740, Income Taxes. The Company reviews the adequacy of any valuation allowance and recognizes tax benefits only when it is more likely than not that the benefits will be realized.

The Company measures, classifies, and discloses uncertain tax benefits in accordance with FASB ASC Topic 740-10, Income Taxes-Overall. The Company has elected to classify interest and penalties related to uncertain tax benefits as a component of income tax expense.

Equity-based Compensation

The Company accounts for equity-based compensation under FASB ASC Topic 718, Compensation-Stock Compensation. This pronouncement requires the measurement of all equity-based payments to employees using a fair-value-based method and the recording of such expense in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss). The Company participates in an equity-based employee compensation plan, which is described more fully in Note 5.

Foreign Currency Translation

Consolidated entities that have a functional currency that differs from the Company's reporting currency include our foreign subsidiaries, which are in Canada, the United Kingdom (the "UK"), Germany and Austria. Foreign currency denominated assets and liabilities are translated using the exchange rates at the end of each reporting period. Results of foreign operations are translated at the weighted average exchange rate for each reporting period. Translation adjustments are included as a component of accumulated other comprehensive income (loss) until realized. Where amounts denominated in a foreign currency are converted into US dollars by remittance or repayment, the realized exchange differences are included in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss), primarily in general and administrative expense, and was immaterial in all periods presented.

Cash and Restricted Cash

The Company considers all cash and highly liquid investments purchased with an initial maturity of three months or less to be cash or cash equivalents.

Cash consists primarily of cash on hand and cash on deposit. Restricted cash includes funds held for the MAP funds and securitized cash held for principal and interest payments on deposit related to the Securitization Transaction.

($000's)

Cash and restricted cash as of December 31, consists of the following:

		2022		2021
Cash	$	**55,741**	$	49,317
Restricted Cash:				
Whole business securitization		**17,422**		13,405
MAP funds		**8,941**		10,063
Total cash and restricted cash	$	**82,104**	$	72,785

The Company maintains its cash in banks in which deposits may, from time to time, exceed federally insured limits. The Company has not experienced any losses in such accounts and believes that it is not exposed to any significant credit risks related to cash.

Fair Value of Financial Instruments and Non-financial Assets

In accordance with FASB ASC 820, Fair Value Measurements, certain assets and liabilities carried at fair value are categorized based on the level of judgment associated with the inputs used to measure their fair value. The standard establishes a hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three levels:

Level 1 - Inputs are unadjusted quoted market prices in active markets for identical assets or liabilities at the measurement date.

Level 2 - Inputs (other than quoted prices included in Level 1) are either directly or indirectly observable for the asset or liability through correlation with market data at the measurement date for the duration of the instrument's anticipated life.

Level 3 - Inputs are unobservable and therefore reflect management's best estimate of the assumptions that market participants would use in pricing the asset or liability.

The Company believes the carrying amounts of financial instruments as of December 31, 2022 and 2021, including cash, restricted cash, accounts receivable and accounts payable, approximate their fair values due to their short maturities. The Company's long-term debt and trade notes receivable bear interest at market rates. Thus, management believes their carrying amounts approximate fair value (Level 3).

The trade names, systems in place, and developed technology were valued using the relief from royalty method and the franchise relationships, customer relationships, national account relationships, and insurance company relationships were valued using the multi-period excess earnings method. Rollover equity was valued using a combination of Level 2 observable inputs including EBITDA multiples and public company comparables as well as discounted cash flow analysis of future projections. The future projections and estimates used to fair value the assets acquired in acquisitions are considered Level 3 inputs.

3. Debt Agreements

Through its wholly owned subsidiary, Neighborly Issuer LLC (the "Issuer"), the Company entered into the Securitization Transaction which was completed on March 25, 2021. In conjunction with the Securitization Transaction, the Issuer issued $800 million Series 2021-1 3.584% Fixed Rate Senior

Secured Notes (the "Series 2022-1 Senior Notes"). The Series 2021-1 Senior Notes have an anticipated repayment date of April 30, 2028, and a final maturity date of April 30, 2051. Scheduled principal payments of $2 million and interest are paid quarterly. As of December 31, 2022, $788 million was outstanding on the Series 2021-1 Senior Notes. As of December 31, 2021 (Successor), $796 million was outstanding on the Series 2021-1 Senior Notes.

Additionally, the Securitization Transaction provided for a $10 million variable rate Delayed Draw Class A-1-LR Senior Note ("Series 2021-1 Class A-1 Notes"), with a final maturity date of April 30, 2051, which is only available for limited purposes and may not be drawn by the Issuer. Interest on draws is paid weekly at a rate equal to Prime plus 300 basis points. As of December 31, 2022, no borrowings had been made on the Series 2021-1 Class A-1 Notes.

The Securitization Transaction also provided for a $30 million variable rate Class A-1-VFN Senior Note (the "VFN facility"), with a maturity date of April 30, 2026, and two one-year extension options. Interest on borrowings is paid quarterly at a rate of LIBOR, plus 266 basis points. For the year ended December 31, 2022, the Company had no borrowings on the facility. For the period from September 1, 2021 through December 31, 2021 (Successor), the Company, through the Issuer, borrowed and repaid $5 million on the facility during September 2021 (Successor), at an interest rate of 2.74%. There were no other borrowings under the VFN facility in either the Successor or Predecessor periods. As of December 31, 2022, issued and undrawn letters of credit under the VFN facility were $11.47 million. Undrawn letters of credit under the VFN facility incur interest at a rate of 2.66%, which is payable quarterly. As of December 31, 2022, availability on the VFN facility was $18.53 million, and no borrowings were outstanding. As of December 31, 2021, issued and undrawn letters of credit under the VFN facility were $7.75 million. Undrawn letters of credit under the VFN facility incur interest at a rate of 2.66%, which is payable quarterly. As of December 31, 2021, availability on the VFN facility was $22.25 million, and no borrowings were outstanding.

In conjunction with the Securitization Transaction, $20,283 in transaction fees were capitalized as deferred financing costs, to be amortized over the anticipated term of the notes using the effective interest method. For the period March 25, 2021 through August 31, 2021 (Predecessor) a total of $1,315 of previously capitalized deferred financing costs were amortized to interest expense on the Consolidated Statements of Operations and Comprehensive Income (Loss). Upon the acquisition of the Company, and the application of ASC 805, the remaining deferred financing costs related to the Securitization Transaction had no fair value, and accordingly no costs were capitalized in the Successor period ended December 31, 2021.

On January 19, 2022, the Company, through the Issuer, issued $410 million Series 2022-1 3.695% Fixed Rate Senior Secured Notes (the "Series 2022-1 Senior Notes") through a second whole business securitization transaction (the "Second Securitization Transaction"). The Series 2022-1 Senior Notes have an anticipated repayment date of January 30, 2029, and a final maturity date of January 30, 2052. Scheduled principal payments of $1.03 million and interest are paid quarterly. As of December 31, 2022, $406.93 million was outstanding on the Series 2022-1 Senior Notes.

Additionally, the Second Securitization Transaction provided for a $4 million variable rate Delayed Draw Class A-1-LR Senior Note(the "Series 2022-1 Class A-1 Notes"), with a final maturity date of January 30, 2052, which is only available for limited purposes and may not be drawn by the Issuer. Interest on draws is paid weekly at a rate equal to Prime plus 300 basis points. As of December 31, 2022, no draws had been made on the Series 2022-1 Class A-1 Notes.

In connection with the Second Securitization Transaction, issued and undrawn letters of credit on the VFN facility increased to $11.47 million.

In conjunction with the Second Securitization Transaction, $10,353 in transaction fees were capitalized as deferred financing costs, to be amortized over the anticipated term of the notes using the effective interest method. For the year ended December 31, 2022 a total of $1,447 of previously capitalized deferred financing costs related to the Second Securitization Transaction were amortized to interest expense on the Consolidated Statements of Operations and Comprehensive Income (Loss).

The net proceeds from the Second Securitization Transaction, after transaction expenses, were distributed to Neighborly's parent company to extinguish debt incurred by the parent to fund the Company's acquisitions.

The Series 2021-1 Senior Notes, Series 2022-1 Senior Notes, the Series 2021-1 Class A-1 Notes, Series 2022-1 Class A-1 Notes, and VFN facility described above issued in conjunction with the Securitization Transaction and Second Securitization Transaction (together, the "Securitization Transactions") are secured by substantially all assets of Neighborly Issuer LLC and the other Securitization Entities, and guaranteed by the Issuer and such Securitization Entities, each of which is a bankruptcy remote entity and which owned substantially all of the Company's US intellectual property including trademarks, franchise agreements, national account relationships and systems-in-place, as well as the UK trademarks as of the date of issuance. The restrictions placed on the Issuer and its subsidiaries require that interest and scheduled principal payments on the Series 2021-1 Senior Notes, Series 2022-1 Senior Notes, the Series 2021-1 Class A-1 Notes, and the Series 2022-1 Class A-1 Notes be paid prior to any residual distributions to the Manager, and amounts are segregated weekly to ensure appropriate funds are reserved to pay the quarterly interest and scheduled principal amounts due. The amount of weekly cash flow that exceeds all expenses and obligations of the Issuer and its subsidiaries is generally remitted to the Manager in the form of a distribution. The Manager also receives a fee for the services it provides to the Securitization Entities that is senior to debt service. The Securitization Transactions require, among other things, maintenance of minimum debt-service coverage ratio levels and additional incurrence of indebtedness and scheduled amortization requirements are subject to compliance with maximum leverage ratio levels. As of December 31, 2022 and 2021, the Issuer was in compliance with all debt-service coverage covenants.

On May 31, 2018, Harvest Partners VII, L.P. ("Harvest Partners"), and associated affiliates and co-investors, formed TDG Investments Holdings, LLC which, through other wholly owned subsidiaries acquired 100% of the shares of the Company. On that same date, the Company entered into a privately-placed uni-tranched lending facility (the "Previous Credit Agreement") to facilitate the acquisition of the Company by Harvest Partners.

As of March 25, 2021, subsequent to the Securitization Transaction, the Previous Credit Agreement was terminated and all outstanding amounts were repaid. A total of $8,488 of previously capitalized deferred financing costs were recognized in interest expense in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss) for the period from January 1, 2021 through August 31, 2021 (Predecessor), upon termination of the Previous Credit Agreement.

($000's)

Debt as of December 31, consists of the following:

		2022		2021
Series 2021-1 Senior Notes	$	**788,000**	$	796,000
Series 2022-1 Senior Notes		**406,925**		-
Vehicle notes acquired		**131**		-
Deferred financing costs – net		**(8,906)**		-
Total debt		**1,186,150**		796,000
Less current portion		**10,627**		8,000
Long-term debt	$	**1,175,523**	$	788,000

Future maturities of long-term debt as of December 31, 2022, are as follows:

Years ending December 31,		
2023	$	10,627
2024		10,057
2025		10,461
2026		10,472
2027		10,468
Thereafter		1,134,065
	$	1,186,150

4. Intangible Assets and Goodwill

Intangible assets as of December 31, 2022, consisted of the following:

	Useful Life		Gross Amount		Accumulated Amortization		Net Amount
Tradenames	3-20 years	$	995,347	$	60,525	$	934,822
Franchise relationships	15 years		610,292		53,481		556,811
National accounts	15 years		3,121		213		2,908
Insurance company relationships	15 years		2,300		204		2,096
Customer relationships	3-10 years		17,583		1,512		16,071
Franchise rights	1-7 years		12,200		1,777		10,423
Developed Technology	3 years		720		196		524
Copyrights	5 years		135		31		104
Total definite-lived intangibles		$	1,641,698		117,939	$	1,523,759

	Useful Life		Gross Amount		Accumulated Impairment		Net Amount
Domain name	Indefinite		1,314		-		1,314
Total indefinite-lived intangibles		$	1,314	$	-	$	1,314

($000's)

Intangible assets as of December 31, 2021, consisted of the following:

	Useful Life		Gross Amount		Accumulated Amortization		Net Amount
Tradenames	3-20 years	$	932,035	$	15,241	$	916,793
Franchise relationships	15 years		607,159		13,538		593,621
National accounts	15 years		2,327		118		2,209
Insurance company relationships	15 years		2,300		51		2,249
Customer relationships	3-10 years		5,785		160		5,625
Franchise rights	1-7 years		6,800		-		6,800
Developed Technology	3 years		400		44		356
Copyrights	5 years		151		7		144
Total definite-lived intangibles		$	1,556,957		29,159	$	1,527,798

	Useful Life		Gross Amount		Accumulated Impairment		Net Amount
Domain name	Indefinite		1,314		-		1,314
Total indefinite-lived intangibles		$	1,314	$	-	$	1,314

Amortization expense was $90,997 for the year ended December 31, 2022. Amortization expense was $29,107 for the period from September 1, 2021 through December 31, 2021 (Successor) and was $10,536 for the period from January 1, 2021 through August 31, 2021 (Predecessor). Estimated amortization expense for the subsequent five years is as follows:

Years ending December 31,		
2023	$	96,418
2024		96,295
2025		95,473
2026		95,375
2027		94,529
Thereafter		1,045,669
	$	1,523,759

Goodwill

The Company has assigned goodwill to its reporting units based on fair valuation analysis completed for the acquisition of the parent by KKR and from the Company's acquisitions in the successor period, as discussed in Note 1.

($000's)

The changes in the carrying amount of goodwill are as follows:

For the period	**Year ended December 31, 2022**	September 1, 2021 through December 31, 2021	January 1, 2021 through August 31, 2021
		(Successor)	(Predecessor)
Balance at beginning of period	**$ 2,069,311**	$ -	$ 385,109
Goodwill recorded from acquisitions	**168,868**	236,978	-
Net goodwill adjustments from prior year acquisitions	**(5,432)**	-	1,640
Successor goodwill recorded related to acquisition of the Company	-	1,833,258	-
Adjustment to goodwill for unrealized gain/loss on foreign currency	**(27,178)**	(925)	44
Goodwill impairment	**(51,454)**	-	-
Balance at end of period	**$ 2,154,115**	$ 2,069,311	$ 386,793

5. Equity-based Compensation

In September 2021, Nest Management LP, a co-investor with KKR, created a profits interest plan which provides for profits interest award grants of Nest Holdings LP and its subsidiaries. A total of 202,843,686 profits interests units were approved to be granted under the plan.

On October 27, 2021, and certain dates thereafter, Nest Management LP granted awards under the plan. The profits interests are exercisable only to the extent they are vested, and do not expire. Generally, vesting of a portion of the profits interests (50%) is subject to the passage of time; the remaining (50%) vest based on achievement of defined financial criteria upon a liquidity event of the Company. Based on continuous employment, time-based profits interest units vest 20% annually, for each of five years.

In May 2018, TDG Management Holdings, LP ("TDGMH"), a co-investor with Harvest Partners, created a profits interest program ("Previous Profits Interests Program") which provides for profits interest awards to be granted to officers, employees, or consultants of TDGMH or its subsidiaries. As of August 31, 2021, the plan terminated as a result of the change of control, and no units remained available for grant.

Commencing in May 2018, TDGMH granted certain employees common stock units under the Previous Profits Interest Program. Units granted under the Previous Profits Interest Program were exercisable only to the extent they were vested, and did not expire. Generally, vesting of a portion of the profits interests (25%) were subject to the passage of time; the balance (75%) vest based on TDG Investment Holdings, LP achieving defined financial goals upon a sale of the Company. The sale of the Company triggered accelerated vesting of all issued and outstanding grants in accordance with the terms of the Previous Profits Interest Program in the Predecessor period.

The Company accounts for equity-based compensation in accordance with ASC 718, Compensation-Stock Compensation, which requires the fair value of equity-based payments to be recognized in the consolidated statements as compensation expense over the requisite service period. For time-based awards, compensation expense is recognized on a straight-line basis, net of forfeitures which are recognized as they occur, over the requisite service period for awards that actually vest. For performance-based awards, compensation expense is estimated based on achievement of performance conditions and is recognized over the requisite service period for awards that actually vest. Equity-based compensation expense is recorded in the equity-based compensation line in the consolidated statements of operations.

($000's)

The average grant date fair value of awards under the Nest Management LP profits interest plan was determined using Monte-Carlo simulation, and was $0.33 per unit for awards in the year ended December 31, 2022, $0.22 per unit for awards in the period from September 1, 2021 through December 31, 2021 (Successor) and was $0.22 per unit for awards in the period from September 1, 2021 through December 31, 2021 (Successor). As of December 31, 2022 and 2021 no units were vested and exercisable. The average grant date fair value of awards under the Previous Profits Interest Plan was determined using a Black-Scholes methodology, and was $39.13 per unit for units awarded in the period from January 1, 2021 through August 31, 2021 (Predecessor). As of August 31, 2021 (Predecessor), all outstanding units vested as accelerated by the acquisition of the Company, and had an average grant date fair value of $24.05 per unit.

As of December 31, 2022, the weighted average remaining contractual life of outstanding time-based awards is 4.0 years. As of December 31, 2021 (Successor), the weighted average remaining contractual life of outstanding time-based awards is 4.7 years. Equity-based compensation expense recorded for the year ended December 31, 2022 was $3,414. Equity-based compensation expense recorded for the period from September 1, 2021 through December 31, 2021 (Successor) was $509 and for the period from January 1, 2021 through August 31, 2021 (Predecessor) was $22,376. As of December 31, 2022, unamortized stock compensation expense to be recognized in future years was $15,442.

	Number of Underlying Units
Outstanding –September 1, 2021 (Successor)	-
Granted	122,334,397
Forfeited	(304,266)
Redeemed	-
Outstanding – December 31, 2021 (Successor)	122,030,131
Granted	22,750,879
Forfeited	(6,535,051)
Redeemed	-
Outstanding – December 31, 2022	138,245,959
Vested and Exercisable – December 31, 2022	–

6. Trade Notes Receivable

The Company periodically receives notes from the sale of new franchises. The rights to the related franchise territory sold generally collateralize these notes. The Company also from time-to-time receives notes for delinquent franchise service fees. Such notes, as of December 31, 2022 and 2021, bear interest at rates typically ranging from 9% to 12% and generally require equal monthly installments over a life of one to ten years.

($000's)

A summary of trade notes receivable as of December 31 is as follows:

		2022		2021
Amounts due within one year, net of allowance for doubtful accounts of $230 as of December 31, 2022 and $144 as of December 31, 2021	**$**	**8,461**	$	**8,382**
Amounts due after one year, net of allowance for doubtful accounts of $466 as of December 31, 2022 and $297 as of December 31, 2021		**19,893**		**20,388**
Total trade notes receivable, net	**$**	**28,354**	$	**28,770**

An analysis of the changes in trade notes receivable is as follows:

For the period		**Year ended December 31, 2022**		September 1, 2021 through December 31, 2021 (Successor)		January 1, 2021 through August 31, 2021 (Predecessor)
Gross trade notes receivable, beginning of period	**$**	**29,211**	$	-	$	34,577
Trade notes receivable from acquisitions		**1,982**		30,221		-
Principal payments received		**(13,965)**		(5,699)		(10,992)
Notes issued		**13,059**		4,737		10,546
Net write-offs		**(1,178)**		-		(864)
Foreign currency translation		**(59)**		(48)		37
Gross trade notes receivable, end of period		**29,050**		29,211		33,304
Allowance for doubtful accounts		**(696)**		(441)		(3,083)
Net trade notes receivable, end of period	**$**	**28,354**	$	28,770	$	30,221

($000's)

An analysis of the changes in the trade notes receivable allowance for doubtful accounts is as follows:

For the period	Year ended December 31, 2022	September 1, 2021 through December 31, 2021 (Successor)	January 1, 2021 through August 31, 2021 (Predecessor)
Allowance, beginning of period	$ **441**	$ -	$ 3,561
Provisions for bad debts	**1,413**	440	355
Net write-offs	**(1,178)**	-	(864)
Foreign currency translation	**20**	1	31
Allowance, end of period	$ **696**	$ 441	$ 3,083

Scheduled future maturities of trade notes receivable are as follows:

Years ending December 31,	
2023	$ 8,691
2024	5,806
2025	4,995
2026	3,992
2027	2,716
Thereafter	2,850
	$ 29,050

7. Property and Equipment

A summary of property and equipment as of December 31 is as follows:

	2022	2021
Land	$ **1,720**	$ 1,237
Building and improvements	**32,536**	22,219
Machinery and equipment	**1,186**	4,951
Hardware	**4,616**	2,897
Software	**20,253**	12,675
Furniture and fixtures	**7,531**	991
Vehicles	**11,288**	6,686
Vehicles under financing lease	**7,940**	4,699
Total property and equipment	**87,070**	56,355
Less accumulated depreciation	**15,628**	2,809
Property and equipment – net	$ **71,442**	$ 53,546

Depreciation expense was $13,946 for the year ended December 31, 2022. Depreciation expense was $2,959 for the period from September 1, 2021 through December 31, 2021 (Successor) and was $4,440 for the period from January 1, 2021 through August 31, 2021 (Predecessor).

8. Leases

The Company's primary operating lease commitments consist of leases for office and retail space for its company-owned stores and for certain various corporate employees. The Company leases vehicles under financing lease agreements expiring at various dates through 2027.

As discussed in Note 1, we adopted ASC 842 effective January 1, 2022 using the modified retrospective adoption method, which resulted in no adjustment to opening retained earnings.

We utilized the modified retrospective option available in ASC 842, which allowed the continued application of the legacy guidance in ASC 840, including disclosure requirements, in the comparative periods presented in the year of adoption.

We determine whether an agreement contains a lease at inception based on our right to obtain substantially all of the economic benefits from the use of the identified asset and the right to direct the use of the identified asset. Lease liabilities represent the present value of future lease payments and the right-of-use (ROU) assets represent our right to use the underlying assets for the respective lease terms.

The operating lease liability is measured as the present value of the unpaid lease payments and the ROU asset is derived from the calculation of the operating lease liability. Other than for leased vehicles, our leases do not generally provide an implicit rate and we use our incremental borrowing rate as the discount rate to calculate the present value of lease payments. The incremental borrowing rate represents an estimate of the interest rate that would be required to borrow over a similar term, on a collateralized basis in a similar economic environment.

Rent escalations occurring during the term of the leases are included in the calculation of the future minimum lease payments and the rent expense related to these leases is recognized on a straight-line basis over the lease term. In addition to minimum lease payments, certain leases require payment of a proportionate share of real estate taxes and certain building operating expenses allocated on a percentage of sales in excess of a specified base. These variable lease costs are not included in the measurement of the ROU asset or lease liability due to unpredictability of the payment amount and are recorded as lease expense in the period incurred. The ROU asset is adjusted to account for previously recorded lease-related expenses such as deferred rent and other lease liabilities.

The components of lease cost are as follows (in thousands):

		For the Year ended December 31, 2022
Operating lease cost	$	7,406
Variable lease cost		365
Finance lease cost:		
Amortization of right-of-use assets		2,635
Interest on lease obligations		290
Total lease cost	$	10,696

The table below presents additional information related to the Company's leases as of December 31, 2022:

	As of December 31, 2022
Weighted average remaining lease term (in years):	
Operating leases	5.6
Finance leases	2.7
Weighted average discount rate:	
Operating leases	3.1%
Finance leases	6.0%

Other information related to leases, including supplemental disclosures of cash flow information, is as follows (in thousands):

		For the year ended December 31, 2022
Cash paid for amounts included in the measurement of lease liabilities:		
Operating cash flows from operating leases	$	6,567
Operating cash flows from finance leases		184
Financing cash flows from finance leases		1,773
Right-of-use assets obtained in exchange for operating lease liabilities		8,507

Maturities of lease liabilities are as follows as of December 31, 2022 (in thousands):

Years ending December 31,	Operating leases	Finance leases	Total
2023	$ 7,444	$ 2,938	$ 10,382
2024	6,751	2,195	8,946
2025	5,661	1,072	6,733
2026	3,570	1,061	4,631
2027	2,047	129	2,176
Thereafter	6,276	-	6,276
Total lease payments	$ 31,749	$ 7,395	$ 39,144
Less: Interest	2,927	683	3,610
Total lease liabilities	$ 28,822	$ 6,712	$ 35,534
Less: Current lease liabilities	6,681	2,659	9,340
Non-current lease liabilities	$ 22,141	$ 4,053	$ 26,194

Rent expense for operating leases was $7,406 for the year ended December 31, 2022. Total lease cost was $10,696 for the year ended December 31, 2022, including finance lease costs and variable lease costs. Rent expense was $1,536 for the period from September 1, 2021 through December 31, 2021 (Successor) and was $2,221 for the period from January 1, 2021 through August 31, 2021 (Predecessor), which amount was net of sublease rental income of $54 and $32, respectively.

Obligations under capital lease as of December 31, 2021 were as follows:	
Future minimum payments due under capital leases	**$ 5,502**
Less amounts representing interest	**423**
Present value of obligations under capital leases	**$ 5,079**
Current portion of obligations under capital leases	**1,696**
Long-term portion of obligations under capital leases	**$ 3,383**

($000's)

9. Income Taxes

The provision for income taxes is as follows:

	For the Year ended December 31, 2022	September 1, 2021 through December 31, 2021 (Successor)	January 1, 2021 through August 31, 2021 (Predecessor)
Current:			
Federal	$ **5,208**	$ 573	$ 1,827
State	**1,121**	137	2,128
Foreign	**4,191**	1,072	5,521
Total current	**10,520**	1,782	9,476
Deferred:			
Federal	**(30,205)**	(3,202)	(10,172)
State	**(5,763)**	(398)	(2,006)
Foreign	**(8,930)**	(1,944)	(2,022)
Total deferred	**(44,898)**	(5,544)	(14,200)
Total tax benefit	$ **(34,378)**	$ (3,762)	$ (4,724)

A reconciliation of the provision for income taxes at statutory rates to the provision for income taxes at effective is as follows:

	For the Year ended December 31, 2022	September 1, 2021 through December 31, 2021 (Successor)	January 1, 2021 through August 31, 2021 (Predecessor)
Federal income taxes at statutory rate	$ **(14,726)**	$ (3,906)	$ (19,898)
State taxes	**(3,758)**	(375)	(1,970)
Permanent differences	**10,304**	1,318	13,309
Foreign currency adjustment	**(2,473)**	-	-
Foreign taxes	**-**	92	115
Tax rate change	**(1,098)**	-	-
Foreign tax rate change	**-**	-	1,734
Deferred balance true-up	**(435)**	(1,224)	(987)
Trademark sale to SPV	**(22,187)**	-	-
Payables true-up	**(40)**	248	3,176
Other	**35**	85	(203)
Total tax benefit	$ **(34,378)**	$ (3,762)	$ (4,724)

($000's)

The Company's effective income tax rate is 49.03% for the year-ended December 31, 2022. The Company's effective income tax rate is 20.22% for the period from September 1, 2021 through December 31, 2021 (Successor) and 4.99% for the period from January 1, 2021 through August 31, 2021 (Predecessor). The Company's overall global effective income tax rate differs from the statutory US Federal income tax rate of 21.00% due to state income taxes and the state income tax rate change applied to the Company's net US deferred tax liabilities, impairments of GAAP goodwill for which no deferred income tax assets or liabilities are provided, as well as the US deferred income tax impact of the purchase of the Pimlico tradename by a Non-Franchisor SPV Entity within the Securitization Entities from a non-securitization entity, and true-ups to the beginning of the tax period accounts.

The components of deferred income tax assets and liabilities as of December 31 are as follows:

	2022	2021
Deferred tax assets:		
Accounts receivable allowance	$ **355**	$ 322
Accrued expenses	**1,765**	3,453
Notes receivable allowance	**855**	904
Net operating loss carryforwards	**1,234**	2,897
Interest expense limitation	**18,462**	12,426
Deferred revenue	**13,084**	14,631
Operating lease liability	**7,912**	-
Other	**2,363**	2,284
Total deferred tax assets	**46,030**	36,917
Deferred tax liabilities:		
Prepaid expenses	**(901)**	(890)
Property and equipment	**(5,284)**	(6,202)
Intangible assets and goodwill	**(293,005)**	(340,396)
Interest rate swap	**(6)**	(6)
Operating lease right-of use assets	**(7,696)**	
Other	**(236)**	(128)
Total deferred tax liabilities	**(307,128)**	(347,622)
Net deferred tax liabilities	$ **(261,098)**	$ (310,705)

For the period ended December 31, 2022, no change was recorded for uncertain tax provisions, and the balance is $0. For the period from September 1, 2021 through December 31, 2021 (Successor), no change was recorded for uncertain tax provisions, and the balance recorded remains at $0. For the period from January 1, 2021 through August 31, 2021 (Predecessor), no change was recorded for uncertain tax provisions, and the balance recorded remained at $0. As of December 31, 2022, no interest or penalty has been accrued or recognized by the Company related to ASC 740 Income Taxes.

($000's)

The Company reported net operating losses in the following jurisdictions as of December 31:

Jurisdiction	2022	2021	Expiration
US Federal	$ -	$ 13,462	Indefinite
US State	**15,371**	45,764	Various
United Kingdom	-	112	Indefinite
Germany	**1,462**	-	Indefinite
Austria	**12**	46	Indefinite
Canada	-	2	20 Years
Total	$ **16,845**	$ 59,386	

The Company files a US consolidated federal income tax return for Nest Holdings, Inc. and Subsidiaries which includes Neighborly Company. State returns are filed on either a separate company or consolidated return basis. The company also files separate returns where required for the various LLC entities. The Company's subsidiaries file income tax returns in Canada, Germany, the UK and Austria.

The Company files US state income tax returns in nearly every state in the US. Many of the state return filings reflect net operating loss carryovers computed on a post-apportionment basis, while several states compute operating loss carryovers on a pre-apportionment basis. The US state income tax effect of the net operating loss carryforwards, net of federal income tax, amounted to $810 and $1,963 at December 31, 2022 and 2021, respectively. The state net operating losses have varying carryover periods. The Company expects to fully utilize all net operating loss carryovers prior to expiration.

The Company has no current or pending US income tax examinations. US Federal income tax returns for years ended December 31, 2019, December 31, 2020, August 31, 2021 and December 31, 2021 remain open for examination. State income tax returns remain open for similar years, and several states having a longer statute remain open for examination. The Company has timely filed all federal and state income tax returns. The Company underwent a federal income tax audit for the year ended December 31, 2014. The audit was closed during June 2018 with no adjustments reported.

The UK entities have no prior or pending income tax examinations with Her (now, His) Majesty's Revenue and Customs ("HMRC"), the UK's tax, payments and customs authority. The UK corporation income tax process is one of self-assessment. Following filing of the tax return, HMRC has a period of (usually) 12 months in which to raise formal inquiries. These can range from simple information requests to detailed technical challenges over treatments adopted in the tax return. HMRC has made no requests. The UK December 31, 2021 corporate tax returns remain open for examination. The UK entities have timely filed all corporate income tax returns.

The German entities have no prior or pending income tax examinations with Bundeszentralamt für Steuern ("BZSt"), Germany's federal tax office. The statute of limitations in Germany for examination is four years from the end of the year in which the return was filed. The Germany entities' tax returns for years ended December 31, 2018 and forward remain open for examination. The German entities have timely filed all corporate income tax returns.

As of December 31, 2019 (Predecessor), the Company maintained a valuation allowance of $2,009. The valuation allowance represented a reserve against certain UK net deferred tax assets for which the Company believed the "more likely than not" criterion for recognition purposes could not be met. For the year ended December 31, 2020 (Predecessor), the Company recorded a valuation allowance release with respect to these UK net deferred tax assets, on the basis of the Company's reassessment of the "more likely than not" criterion. As of each reporting date, the Company considers new evidence, both positive and negative, that could affect its view of the future realization of deferred tax assets. In the period from January 1, 2021 through August 31, 2021 (Predecessor) the Company began utilizing net operating losses in the UK tax jurisdiction and continued to do so in the period from September 1, 2021 through December 31, 2021 (Successor). The Company fully utilized all remaining net operating losses in the year ended December 31, 2022. The net operating losses comprised the majority of the UK net deferred tax asset balance.

The Company included in its 2020 (Predecessor) tax calculations the provision of the CARES Act which allowed the five-year carryback provision for net operating losses. The CARES Act, signed into law on March 23, 2020, permitted a five year carryback of certain net operating losses. The Company maintained an approximate $30,000 net operating loss which was carried back in full. The net operating loss was carried to years prior to 2018, when the federal statutory rate was 35%. As a result, the Company realized a tax windfall of approximately $3,900 as reflected in the reconciliation of income tax expense. As of December 31, 2020 (Predecessor), approximately $5,200 of the refund claim was received and as of December 31, 2021 (Successor) the remaining $4,900 was received.

The US and foreign entities operate under transfer pricing agreements that control the pricing of intercompany management services, interest and royalties.

The Company has both the intent and ability to reinvest foreign earnings, therefore deferred tax liabilities have not been recorded on either unremitted earnings, components of other comprehensive income, or applicable foreign withholding taxes.

10. Related Party Transactions

On September 1, 2021, a Monitoring Agreement was entered into with Kohlberg Kravis Roberts & Co and Harvest Partners under which the Company will pay certain fees and expenses under the terms of the Monitoring Agreement. For the period ending December 31, 2022, the Company recognized fees and expenses of $5,747 of which $4,517 is included in board fees and expenses and $1,230 in in deferred debt issuance costs, which is a reduction to long-term debt, in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss). During the period from September 1, 2021 through December 31, 2021 (Successor), the Company recognized fees and expenses of $6,708, of which $6,323 is included in transaction costs and $385 is included in management and board fees and expenses in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss).

On May 31, 2018, a Management Agreement was entered into with Harvest Partners under which the Company will pay certain fees and expenses under the terms of the Management Agreement. During the period from January 1, 2021 through August 31, 2021 (Predecessor), the Company paid fees and expenses of $69,176, of which $60,326 is included in transaction costs in the accompanying Consolidated Statements of Operations and Comprehensive Income (Loss) due to the acquisition of the Company; $6,172 is included in management and board fees and expenses and $2,678 was included in deferred financing costs, and is no longer capitalized.

A subsidiary of the Company is a party to a property lease agreement with an officer of the Company. Lease payments associated with this agreement totaled $217 for the year-ended December 31, 2022 and $70 for the period from September 1, 2021 through December 31, 2021 (Successor), and $141 for the period from January 1, 2021 through August 31, 2021 (Predecessor).

11. Contingencies

The Company is engaged in various legal proceedings incidental to its normal business activities. Management has determined that it is not probable that the Company has incurred any loss contingencies as defined in FASB ASC Topic 450, Contingencies. Accordingly, no liabilities have been accrued for these matters as of December 31, 2022 (Successor) and 2021 (Successor). Management believes that the outcome of such matters will not have a material effect on the Company's consolidated financial statements.

12. Employee Benefit Plan

The Company sponsors a 401(k) plan covering the majority of its employees. Plan participants may contribute up to 70% (subject to Internal Revenue Service limitations) of their annual compensation before taxes for investment in several specified alternatives. Employees are fully vested with respect to their contributions. The Company may match a percentage of employee contributions as determined at the discretion of the Board of Directors. Company contributions recognized totaled $2,261 for the year ended December 31, 2022, $2,549 for the period from September 1, 2021 through December 31, 2021 (Successor),$987 for the period from January 1, 2021 through August 31, 2021 (Predecessor).

13. Subsequent Events

In preparation of its financial statements, the Company considered subsequent events through March 31, 2023, which was the date the Company's financial statements were available to be issued.

Subsequent to the date of the financial statements, on February 3, 2023, the Company, through its indirect, wholly owned subsidiary, Neighborly Issuer LLC, issued $275 million Series 2023-1 7.308% Fixed Rate Senior Secured Notes (the "Series 2023-1 Senior Notes") through a third whole business securitization transaction. The Series 2023-1 Senior Notes have an anticipated repayment date of January 30, 2028, and a final maturity date of January 30, 2053. Scheduled principal payments of $687.5 and interest are paid quarterly.

Additionally, that securitization transaction provided for a $125 million variable rate facility with a maturity date of January 30, 2026 with two one-year extension options. Interest is paid quarterly at the Secured Overnight Financing Rate (SOFR), plus 350 basis points. The securitization transaction also provided for a $5.03 million variable rate Delayed Draw Class A-1-LR Senior Note, with a final maturity date of January 30, 2053, which is only available for limited purposes and cannot be drawn by Neighborly Issuer LLC. Interest on draws is paid weekly at a rate equal to Prime plus 300 basis points. In connection with that securitization transaction, issued and undrawn letters of credit increased to $16.95 million.

Also on January 1, 2023, and certain dates thereafter, the Manager contributed to the Securitization Entities through a series of asset transfers to the SPV Guarantor, the Issuer, Assetco and its subsidiaries, substantially all of the intellectual property, as well as certain other assets and rights, acquired in 2022 in the business combinations with Lawn Pride and Junk King. The Manager, certain Securitization Entities and Non-Franchisor SPV Entities entered into a license agreement pursuant to which they granted a non-exclusive license to use Securitization intellectual property in connection with owning and operating company-owned locations in relation to Lawn Pride, Junk King, and Greensleeves.

The Series 2023-1 Senior Notes issued in conjunction with the securitization transaction are secured by substantially all assets of the Securitization Entities and guaranteed by the Securitization Entities. Proceeds were distributed to Neighborly's parent company to extinguish debt incurred by the parent to fund the Company's acquisitions.

EXHIBIT D

PARENT GUARANTEE

GUARANTEE OF PERFORMANCE

For value received, NEIGHBORLY ASSETCO LLC, a Delaware limited liability company, (the "Guarantor"), located at 1010 North University Parks Drive, Waco, Texas 76707, absolutely and unconditionally guarantees to assume the duties and obligations of **MOSQUITO JOE SPV LLC, a Delaware limited liability company, located at 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452** (the "Franchisor"), under its franchise registration in each state where the franchise is registered, and under its Franchise Agreement identified in its 2024 Franchise Disclosure Document, as it may be amended, and as that Franchise Agreement may be entered into with franchisees and amended, modified or extended from time to time. This guarantee continues until all such obligations of the Franchisor under its franchise registrations and the Franchise Agreement are satisfied or until the liability of Franchisor to its franchisees under the Franchise Agreement has been completely discharged, whichever first occurs. The Guarantor is not discharged from liability if a claim by a franchisee against the Franchisor remains outstanding. Notice of acceptance is waived. The Guarantor does not waive receipt of notice of default on the part of the Franchisor. This guarantee is binding on the Guarantor and its successors and assigns.

The Guarantor signs this guarantee at Waco, Texas on the 1st day of April, 2024.

Guarantor: NEIGHBORLY ASSETCO LLC

By: ____________________

Jon Shell, Interim President

EXHIBIT E-1
TABLE 1
LIST OF FRANCHISEES
(As of December 31, 2023)

Note: This list is arranged alphabetically by state and then alphabetically by cities in each state.

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Alabama	2	Gulsby, Victoria: M3 Family Group, LLC	334-315-3235	8702 Tara Lane	Auburn, AL 36830
Alabama	1	Yongue, Gail and Jim: Yongue Ventures, Inc.	251-923-8025	10674 Redfern Road	Daphne, AL 36526
Alabama	1	Walker, Joshua & Danielle: J&D Walker Company LLC	334-470-8075	113 Blackhawk Dr.	Enterprise, AL 36330
Alabama	5	Jackson, Mitchell & Denise: North Alabama Vector Control, LLC	256-506-0098	85 Ney A Ti Dr	Guntersville AL 35976
Arizona	2[1]	Logan, Denis: DCDL Enterprises LLC	602-501-8790	26043 W. Firehawk Drive	Buckeye, AZ 85396
Arizona	1	Burnett, Jimmy and Kay; TL Legacy LLC	928-856-1492	21657 S. 158th St	Gilbert, AZ 85298
Arizona	1	Foley, Michelle & Patrick: Irish Snowman LLC	602-793-5503	12011 S Appaloosa Drive	Phoenix, AZ 85044
Arkansas	1	Clark, Stephen and Bringle, Brandon: NoMosquitoes Inc	901-476-8188	1090 Burnett Lane	Covington, TN 38019
Arkansas	5	Simon, Brad and Stephanie: Simon Business Ventures, LLC	479-644-2959	133 5th St. Loop	Paris, AR 72855
California	2	Bright, William and Jenifer: JB Bright Inc.	661-932-8014	6703 Park West Circle	Bakersfield, CA 93308
California	2[1]	Gallenkamp, Kirk: 5G Bugbiz Inc	661-305-9151	42197 Wild Stallion Way	Coarsegold, CA 93614

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
California	1	Rechlecki, Jason and Jennifer: J&J Coastal Holdings, Inc	310-261-0531	5929 Fidler Ave	Lakewood, CA 90712
California	1	Kay, Kenneth & Dinnen, Evelyn: Kedem, Inc	562-335-9689	3632 Nipomo Ave.	Long Beach, CA 90808
California	1[2]	Sheahan, Matthew and Daniela; Zanzara Holdings Inc.	310-592-1936	10753 Weyburn Ave	Los Angeles, CA 90024
California	1	Gallardo, Tony: W.A. Gallardo Inc.	619-838-0369	4373 Corte de la Fonda	San Diego, CA 92130
California	1	Delgadillo, Ken	626-242-0814	10347 Samoa Ave	Tujunga, CA 91042
California	1	Nott, Mark;Notto's Adventures Inc	661-993-0713	27004 Cerro Verde Ave	Valencia, CA 91355
Colorado	3	Fried, Craig: The Fried 3 Incorporated	360-460-5041	1559 41st Avenue	Greeley, CO 80634
Connecticut	2	Molusis, Thomas and Hutkova, Martina: Small World Sales, LLC	860-853-8495	81Wheeler Road	Avon, CT 06001
Connecticut	1	Savinelli, Robert & Kimberly: AXE LLC	860-839-1297	20 Sand Hill Lane	Glastonbury, CT 06033
Connecticut	1	Elliott, Jodi: Midway Enterprises, LLC	508-415-6069	10 Cadish Avenue	Hull, MA 02045
Connecticut	3	Shaw, Scott: Bug Off LLC	649-249-6654	4 Lundy Lane	Larchmont, NY 10538
Connecticut	3	Perdue, Patrick & Renee: RPP CT Franchise, LLC	917-276-8161	576 Opening Hill Road	Madison, CT 06443
Delaware	3	Nunziato, Stephanie and Alkire, Ken: Delaware Mosquito Control, LLC	302-530-1443	4 Cobblestone Crossing	Newark, DE 19702
Delaware	1	Dougherty, Edwin: Tilly LLC	410-422-8400	12654 Balte RD	Ocean City, MD 21842
District of Columbia	1	Gaskill, Ronald L.: Oaklare Management Corp	202-213-0179	7406 Alban Station Court, Suite B213	Springfield, VA 22150

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Florida	3	Lawson, Bryce and Lawson, Robbin: Lawson & Sons LLC	609-471-1470	2301 Spanish River Road	Boca Raton, FL 33432
Florida	1	Lopez Aguilar, Barbaro, Rogelio and Lopez, Pamela: Ant Bees and Butterflies Environmental Health LLC	863-332-0789	557 Disa Drive	Davenport, FL 33837
Florida	2	Wipke, Flint: BTE Holdings, LLC	352-339-0328	2331 Northwest 13th St.	Gainesville, FL 32609
Florida	3	Wipke, Sidney and Osborne, Jason & Bobbi: V3 Pest Enterprises LLC	352-339-0328	2331 Northwest 13th Street	Gainesville, FL 32609
Florida	1	Beber, Kevin: Kenn Tech LLC	510-872-9975	1258 Alto Vista Dr.	Melbourne, FL 32940
Florida	4	Gutierrez, Yoel and Sanchez, Omar: Spray Miami LLC	305-915-4893	9127 sw 113th Pl	Miami, FL 33176
Florida	1	Fitzpatrick, Ted: Gulfshore Vanda Grantwood Services, Inc	239-910-7994	2636 Orange Grove Trail	Naples, FL 34120
Florida	2	Bess, Michael Sean & Sara A.: Mozzies No More LLC	919-904-8775	922 Lido Circle West	Niceville, FL 32578
Florida	3	Polster, Gregory;Polster Industries LLC	843-368-0942	604 Wild Turkey Rd	Savannah, GA 31046
Florida	1	Norris, Lance and Carrie	850-510-2900	515 River Pond Court	Tallahassee, FL 32312
Florida	15	Nielsen, Torben; Holcomb, Chase; Cardinale, Blaine; and Cardinale, Kristin: Blackhawk Pest Management, LLC	561-213-1800	6704 Garden Ave	West Palm Beach, FL 33405
Georgia	2	Fisher, Andrew: WallyQuinn, Co.	404-909-9117	2502 Overlook Way N.E.	Atlanta, GA 30345

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Georgia	4	Bartlett, Adam & Brittany: Sadie & Sons, Inc.	678-622-0008	1775 Parker Rd, SE Bldg C	Conyers, GA 30094
Georgia	4	Sparks, Adriana Marcela Espinosa: Buzz Busters, LLC	404-694-2686	1889 Leiden Court	Dunwoody, GA 30338
Georgia	5	Efird, Matthew and Kathy R.: The Efird Group LLC	706-781-5310	80 Heron Court	Jefferson, GA 30549
Georgia	1	Powell, Trey	803-917-7717	309 Marina Court	Lexington, SC 29072
Georgia	2	Cookman, Chris: Cookman Enterprises Inc.	770-845-9178	107 Chipstone Ct	Peachtree City, GA 30269
Georgia	1	Polster, Greg: Polster Industries LLC	843-368-0942	604 Wild Turkey Rd	Savannah, GA 31406
Illinois	2	Schlichting, Elyce and Jake: Schlick Work, Inc.	815-222-7520	11605 Tanglewood Trail	Belvidere, IL 61008
Illinois	1	Patel, Ankit	587-778-1543	670 Sandhurst Court	Carol Stream, IL 60188
Illinois	1	Patel, Arpesh: Arpesh, Inc.	630-765-0362	670 Sandhurst Court	Carol Stream, IL 60188
Illinois	3	Dunbar, James: JD Inc.	312-810-3534	6938 N. Medford Avenue	Chicago, IL 60646
Illinois	1	Mann, Leon: Mannsquito, LLC	312-401-0299	3570 Old Mill Road	Highland Park, IL 60035
Illinois	4	Draus, Andrew J.: Rogue Beagle Initiative, LLC	630-660-8814	350 S. Fairfield Avenue	Lombard, IL 60148
Illinois	2	Newcomer, James: JPNewcomer Enterprises, LLC	618-215-5941	4 Perigen Lane	Pontoon Beach, IL 62040
Illinois	1	Sommers, Michele and Jeff: Mosquito Finito Inc.	773-805-3450	1601 Holmes Avenue	Springfield, IL 62704
Illinois	1	Schwarzentraub, Adam & Charbonneau, Zac: Team Charbentraub LLC	309-230-6313	7403 Nottingham Drive	Tinley Park, IL 60477
Illinois	2	Fuller, Brad & Lisa; Go South Inc	309-303-1216	904 Mallard Way	Washington, IL 61571

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Indiana	1	Buchert, Fran & Matthew: Cabin on the Creek, LLC	513-293-9370	5310 Haft Rd	Cincinnati, OH 45247
Indiana	2	Welsch, Alex & Stair, Kelli: KSA Control LLC	517-392-7958	69224 Country Trace	Edwardsburg, MI 49112
Indiana	1	Huff, Paul: Huff Enterprises, LLC	812-725-2177	74 Wolfe Trace	New Albany, IN 47150
Indiana	5	Treash, Bob and Utterback, Jon: Fairway Investments Corp	317-409-4901	3310 Guilford Lane	Plainfield, IN 46168
Iowa	1	Houck, Ryder and Clausen, Jennie: GMAG Enterprises, LLC	563-213-1560	6262 Morgan Court	Bettendorf, IA 52722
Iowa	1	Stevens, Bradley	319-759-9424	300 Center St	Middletown, IA 52638
Kansas	3	Maginness, David: Biting Bugs PCO, Inc.	805-843-4074	19770 Canterbury	Stilwell, KS 66085
Kansas	2	Fritz, Terry: The T.L. Fritz Group, LLC	785-213-6874	4422 SE Stone Creek Road	Topeka, KS 66609
Kansas	1	Warren, Daniel and Laura: OGJ Holdings LLC	330-620-0338	580 Messina Drive	Wadsworth, OH 44281
Kentucky	5	Yager, John T.; Yager, Pat Anthony; and Hightower, Travis: Hightower and Yager LLC	502-435-0848	7311 KY-329	Crestwood, KY 40014
Kentucky	2	Ebelhar, Richard and West, Nicholas: Makin It Rain, LLC	270-792-0066	2948 Waterside Way	Owensboro, KY 42303
Kentucky	1	Meyer, Scott; Scott Meyer Productions, LLC	513-708-6199	7107 Overton Way	Maineville, OH 45039
Louisiana	2	Mullins, Howard and Marla: H. Mullins & M. Enterprises LLC	225-802-7870	3238 McClendon Court	Baton Rouge, LA 70810
Louisiana	1	Jean, Ty & Amanda: Tiger Bear Corp	870-904-1188	2317 Hickory Ridge Dr	Bossier City, LA 71111

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Louisiana	1	Boutte, Brian & Kay	504-875-8175	104 Seven Oaks Court	Destrehan, LA 70047
Louisiana	1	DeHart, Steven: SCD Group LLC	337-249-6001	664 Arsene LeBleu Rd	Lake Charles, LA 70607
Louisiana	3	Farmer, Terry: Cajun-Up Outdoors LLC	504-416-9669	324 40th St	New Orleans, LA 70124
Louisiana	1	Shields, Charles & Teresa and Cormeaux, Austin: Shields Team Home Services, Inc	512-922-3322	2611 Whitehurst Dr	Round Rock, TX 78681
Maryland	5	Weckesser, Eileen and Kenneth: Keko, LLC	410-206-1701	6115 Hour Hand Court	Columbia, MD 21044
Maryland	6	Sandridge, Justin Wayne: MOZZIX, LLC	443-927-4206	10206 New Bridge Road	Middle River, MD 21220
Maryland	5	VanWagner, Veronica: MoCoSquito, LLC	301-802-2698	14512 Faraday Drive	Rockville, MD 20853
Maryland	2	Yost, Myles & Wood, Jessica: M&J Yost LLC	503-380-4851	103 Canterbury Court	Nottingham, PA 19362
Massachusetts	1	Hatch, Lynn A.: Bright & Clear Enterprise, LLC	413-531-6903	731 S East Street	Amherst, MA 01002
Massachusetts	3	Larence, Robert: MA Buzz Kill, LLC	401-742-4157	8 Steere Rd	Cumberland, RI 02864
Massachusetts	1	Walker, John and Glazier, Thomas	413-522-2037	30 Plum Tree Lane	Greenfield, MA 01301
Massachusetts	1	Bonaccorsi, Noelle : Summit Angel Inc.	603-489-2669	21 Cherubs Way	Hampstead, NH 03841
Massachusetts	2	Araujo, Antonio: Araujo & Sons, Inc.	508-596-6143	42 Karen Circle	Holliston, MA 01746
Massachusetts	1	Elliott, Jodi: Cadish Enterprises	508-415-6069	10 Cadish Avenue	Hull, MA 02045
Massachusetts	3	Scharman, Alan: Scharman South Shore Mosquito Swatter, Inc.	508-904-6294	56 Broadway	North Attleboro, MA 02760

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Massachusetts	4	Samargedlis, Katherine and Eric: EK Partners, Inc.	508-734-0705	56 Beethoven Avenue	Walpole, MA 02081
Massachusetts	2	Finneran, Neil: Rine LLC	978-360-4799	17 Ministerial Road	Windham, NH 03087
Michigan	3[1]	Brooks, Joseph	201-850-3885	614 Whitehills Drive	East Lansing, MI 48823
Michigan	1	Welsch, Alexander and Stair, Kelli; KSA Control LLC	517-392-7958	69224 Country Trace	Edwardsburg, MI
Michigan	1	Brummel, Andrew: Braam LLC	616-260-7445	4520 Blackfoot Dr. SW	Grandville, MI 49512
Michigan	1[1]	Czerny, Sebastian and Grey, Julie: Monkledonkle LLC	716-435-6014	26861 Hickler Lane	Harrison Township, MI 48045
Michigan	6	Johnson, Scott: Johnson Inertia Microenterprise, Inc.	248-778-6923	1575 Belford Rd	Holly, MI 48442
Michigan	1	Hoeh, Joshua & Rebecca: Hoeh Outdoors LLC	231-670-2097	3226 Hart Rd	Twin Lake, MI 49457
Minnesota	1	Petrie, Trevor K. and Jacquelyn L.: 4 Summer Fun Enterprises, LLC	320-808-5007	739 Bluffs Rd, N.W.	Alexandria, MN 56308
Minnesota	1[2]	Schultz, Angela Renee and Justin: Zamboni, Inc.	612-382-7187	18758 Javelin Avenue	Lakeville, MN 55044
Minnesota	1	Pietrowski, Brian: BP Enterprises, LLC	612-512-6309	4820 Bulrush Boulevard	Shakopee, MN 55379
Mississippi	1	Clark, Stephen and Bringle, Brandon: NoMosquitoes Inc	901-476-8188	1090 Burnett Lane	Covington, TN 38019
Mississippi	2	Hardeman, Dorsey and Carleton, Robert: R&D Advantage, LLC	601-421-0020	197 Reunion Dr	Madison, MS 39110
Missouri	1	Yuhas, Tracy Ann and Herzog, Leonard: Skywater Enterprise, LLC	732-500-1642	335 Skywater Road	Gravois Mills, MO 65037

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Missouri	3	Perry, Matt: C.J. Thomas Companies, LLC	727-560-3075	511 E. 110th Terrace	Kansas City, MO 64131
Missouri	3	Strasser, Laura:The Third Paige, LLC	314-503-0427	13555 Weston Park Dr	Town & Country, MO 63131
Missouri	1	Dowell, Sam & Holmes, Lisbeth: Dowell Enterprise LLC	417-849-2887	7 E. Summerton Dr	Bluffton, SC 29910
Missouri	1	Maher, Samuel: Maher Outdoors LLC	913-449-4285	3930 Cedarbrush Drive	Dallas, TX 75229
Nebraska	1	Lapke, Steven and Brook	402-212-5946	9861 S 97th Ave Circle	Papillion, NE 68046
New Hampshire	2	Bernard, Daniel and Kristine: No Bites of NH, LLC	603-548-4290	44 Cedar Crest Lane	Auburn, NH 03032
New Hampshire	1	Walker, Leslie and Brown, Clinton: Walker Brown 5 LLC	603-782-1466	67 Point of View Drive	Littleton, NH 03561
New Hampshire	1	Whitaker, Timothy John and Christina Marie: Bugfree603 LLC	603-440-4463	11 Pollard Road	Merrimack, NH 03054
New Jersey	3	Tuosto, John: Berkeley Group Enterprises, Inc.	732-614-9576	201 Leach Court	Bayville, NJ 08721
New Jersey	3	Aldaresi, Eric: Triple-A Pest Control LLC	917-974-1207	15 Greentree Court	Howell, NJ 07731
New Jersey	1[1]	Corino, Corey	848-333-6881	7 Penny Lane	Little Egg Harbor, NJ 08087
New Jersey	1	Annepu, Jagadish and Hanumanthu, Rajanigandhi: Rudra NJ LLC	317-652-0473	161 Colchester Rd	New Providence, NJ 07974
New Jersey	2	Cacchiola, Joseph Matthew: North Pest LLC	908-447-8257	29 Phyllis Place	Randolph, NJ 07869
New Jersey	1	Sunquist, Jesse: MT Sophia Capital, LLC	732-800-1906	167 South St	Red Bank, NJ 07701

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
New Jersey	4	Roberts, Bobby & Brown, Daniel: ELBO Enterprises LLC	973-903-1977	4 Overlook Drive	Riverdale, NJ 07457
New Jersey	1	Hill, Dom	347-992-4609	663 Adee Avenue 2	Bronx, NY 10467
New Jersey	3	Beck, Abraham and Sales, Sheina: Mosquito Holding CO, LLC	347-725-1766	1425 E. 13th	Brooklyn, NY 11230
New York	3	Stein, Dennis and Melissa: Skeeter Dens Mosquito Services LLC	631-327-4510	34 Pacific Avenue	East Islip, NY 11730
New York	1	Stein, Bobby: Bob Stein Inc	516-790-5836	41 Quintuck Lane	East Islip, NY 11730
New York	1	Aldaresi, Eric: Triple A Pest Control, LLC	917-974-1207	15 Greentree Ct	Howell, NJ 07731
New York	2	Shaw, Scott: Bug Off, LLC	649-249-6654	4 Lundy Lane	Larchmont, NY 10538
New York	3	Zawadzki, Anthony S.: GT Mosquito Spray, LLC	631-793-5386	26 Old East Neck Road	Melville, NY 11747
New York	3	Franasiak, Kathlene and Scott: Mosquito Joe's of WNY, LLC	716-867-4795	787 Ruie Road	North Tonawanda, NY 14120
New York	4	Carr, Patrick & Deborah and Carr, Timothy: Skeeter Solutions, Inc.	845-699-5932	19 Angelo Drive	Pine Bush, NY 12566
New York	1	Mastropierro, Jason and Whitney: MastroMac LLC	631-766-0756	1 Commercial Park Rd	Quogue, NY 11959
New York	2[1]	Mochner, John Alexander and Katie Ruth: JJ Bugs Inc.	585-623-7527	3950 W Henrietta Rd Ste #114	Rochester, NY 14623
North Carolina	1	Morton, Keith Ryan: Morton Industries, LLC	828-779-3246	15 Fox Dr	Asheville, NC 28803
North Carolina	3	Tolbert, Richard and Laura: Laurick Enterprise LLC	980-621-9411	517 Sunnyside DR	Concord, NC 28025

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
North Carolina	2	Johnson, Anne & Jonathan: ABJ-JSJ LLC	919-407-9867	906 Merry Street	Dunn, NC 28334
North Carolina	1	Dzurick, William	919-656-1886	242 Windjammer W	Emerald Isle, NC 28594
North Carolina	1	Brock, Steve: KAP Investments Incorporated	336-392-6903	3820 N Elm Ste 101	Greensboro, NC 27455
North Carolina	1	Burdine, David: Burdine Enterprises, LLC	919-274-3606	800 Sweetwood Trace Court	Holly Springs, NC 27540
North Carolina	4	Cohen, Richard and Margarita: Back Porch Carolina, LLC	919-523-2298	8817 Westgate Park Dr, Ste 108	Raleigh, NC 27617
North Carolina	2	Dietz, Don: DietzPro Pest Solutions LLC	919-368-8250	9509 Greenfield Drive	Raleigh, NC 27615
North Carolina	1	Wiley, Amanda: The Swat Team, LLC	252-412-4880	6207 Reedy Branch Road	Winterville, NC 28590
North Carolina	2	Tanguay, Christine: CMGT Partners, LLC	603-490-2701	12 Bald Eagle Rd	Clover, SC 29710
North Carolina	1	Black, Sloan: Home Services of the Carolinas, Inc.	502-974-6439	332 Lake Carolina Boulevard	Columbia, SC 29229
North Dakota	1	Unhjem, Michael Anthony and Karin Rene	701-340-2024	2713 Heritage Drive	Minot, ND 58703
Ohio	2	Nicastro, Dan: LRN Ohio, Inc.	330-565-7294	379 Sycamore Circle	Avon Lake, OH 44012
Ohio	1	Fisher, Shannon and Deanne: Fisher's Pest Control, Inc.	937-219-6842	3080 Stolle Court	Beavercreek, OH 45434
Ohio	1	Mullins, Daniel and Terri	740-586-8690	9225 Canal Road	Frazeysburg, OH 43822
Ohio	2	White, Michael: Snopes Enterprises Inc.	614-580-2323	1587 Wilhoit Avenue	Lewis Center, OH 43035
Ohio	1	Meyer, Scott: Scott Meyer Productions, LLC	513-708-6199	7107 Overton Way	Maineville, OH 45039

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Ohio	2	Baumgartner, Judy and Charles: Baumgartner Adventures, LLC	419-261-5100	6914 Morningdew Blvd	Maumee, OH 43537
Ohio	3	Meyer, Deborah: Buzz Killer,Inc.& Pestimist, LLC	513-227-9224	3139 Willow Wind Court	Morrow, OH 45152
Ohio	3	Wolff, Gregory R.: Buzzkill Services, Inc.	330-819-0882	1540 Eastern Road	New Franklin, OH 44203
Ohio	2	Maalouf, Kimberly: Maalouf Enterprises, LLC	937-626-0218	140 E. Broadway St	Tipp City, OH 45371
Oklahoma	3	Anthony, Richard and Anthony, Amber: LBA Holdings, LLC	405-819-2144	6024 Marlow Lane	Oklahoma City, OK 73132
Oklahoma	2	Dowell, Sam & Holmes, Lisbeth: Dowell Enterprise LLC	417-849-2887	7 E. Summerton Dr	Bluffton, SC 29910
Pennsylvania	1	Sunquist, Jesse: MT Sophia Capital, LLC	732-800-1906	167 South ST	Red Bank, NJ 07701
Pennsylvania	2	Bowman, Daniel Joseph and Rebecca : Sucker & Biter Disposal LLC	610-573-4330	242 Grandview Boulevard	Bethlehem, PA 18018
Pennsylvania	3	March, Nelson:March Management Inc.	302-547-7181	201 Balmoral Circle	Chadds Ford, PA 19317
Pennsylvania	1	Reeger, Sean: Excel Outdoor Services,LLC	724-388-1916	409 Houck Rd	Indiana, PA 15701
Pennsylvania	4	Dawson, Jeff and Sherry: BellaLu Corporation	443-528-5940	146 Huntingwood Drive	Lancaster, PA 17602
Rhode Island	3	Larence, Robert: RI Buzz Kill, LLC	401-742-4157	8 Steere Road	Cumberland, RI 02864
South Carolina	1	Polster, Greg: Polster Industries LLC	843-368-0942	604 Wild Turkey Road	Savannah, GA 31406

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
South Carolina	3	Crouch, George & Morgan: MollyMac, Inc. & Mosquito Mitigators II, LLC	803-920-3879	3406 Blossom Street	Columbia, SC 29205
South Carolina	1	Black, Sloan: Home Services of the Carolinas, Inc.	502-974-6439	332 Lake Carolina Boulevard	Columbia, SC 29229
South Carolina	2	Spearman, Sr., William: SpearTech, LLC	864-616-4861	607 Williams Ave	Easley, SC 29642
South Carolina	1	Blackwell, Eric: Resolute Property Management, LLC	864-205-1148	2518 S. Blackstock Road	Landrum, SC 29356
South Carolina	1	Powell, Trey	803-917-7717	309 Marina Court	Lexington, SC 29072
South Carolina	1	Beltrami, John and Beltrami, John J	570-582-8282	508 Primrose Court	Myrtle Beach, SC 29579
Tennessee	3	Clark, Stephen Band Bringle, Brandon: NoMosquitoes, Inc	901-476-8188	1090 Burnett Lane	Covington, TN 38019
Tennessee	2	Lanai, Tim M. and Lisa L.:Lanai Enterprises Inc	615-887-3635	219 King Arthur Circle	Franklin, TN 37067
Tennessee	3	Smith, Dianne & Wade, Brett: Aedes, LLC	615-305-7416	3011 Ned Shelton Rd	Nashville, TN 37217
Tennessee	2	Wheatley, Audie Prescott and Stephanie Dawn: Buzz Killers Corp	865-599-8151	7207 Autumn View Lane	Powell, TN 37849
Tennessee	1[1]	Lathrop, Robert and Ford, Dawn: Southeast Environmental Health Services LLC	423-987-2816	1216 Sunset Drive	Signal Mountain, TN 37377
Texas	7	Lien, Joshua P.: Mosquito Tech, LLC	254-289-4482	14000 Echo Lane	Austin, TX 78732
Texas	2	Brekel, Debra Shawn Gordon and Patrick David: Solo Ventures, Inc.	409-553-2910	835 Sudduth Drive	Bridge City, TX 77611

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Texas	2	Watts, Cole: Cudder LLC	325-518-1972	245 Western Trail	Buffalo Gap, TX 79508
Texas	2	Schwartz, Timothy and Marlowe: Skeeter Treater, Inc	469-781-1911	2923 FM 3211	Caddo Mills, TX 75135
Texas	3	Sites, Michael: MV Performance Solutions	817-480-5800	842 LaSierra Drive	Crowley, TX 76036
Texas	2	Coker, Timothy: Red Stick Services LLC	281-772-1675	11402 Stonecreek Bend Lane	Cypress, TX 77433
Texas	5	Woodham, Lurie Lee and Hollie M.: Lurmar Investments, LLC	817-800-9267	3311 Mayfair Court	Highland Village, TX 75077
Texas	1	Bui, Uyen	914-987-8752	14515 Briar Forest Dr	Houston, TX 77077
Texas	5	Thompson, Brooke: Buzzzz Be Gone, LLC	713-301-2664	5138 Beechnut	Houston, TX 77096
Texas	2	Caruthers, Clayton: The Caruthers Group Inc	281-841-5394	26203 Hudson Falls Lane	Katy, TX 77494
Texas	1	Armstrong, Chad and Smith, Ronald: The Mosquito Guys, LLC	903-736-1674	200 Cherokee St	Longview, TX 75604
Texas	3	Cheatham, Todd and Rhonda: Havenside Way, Inc.	501-940-1237	1009 Copperleaf Drive	Mansfield, TX 76063
Texas	2	Gould, Kate & Paul:KPCo, Inc	936-827-2177	4318 Honea Egypt Rd	Montgomery, TX 77316
Texas	4	McReynolds, Jack and McReynolds, Matthew: Hero Unlimited LLC	512-426-5564	514 Cedarbird Trail	Murphy, TX 75094
Texas	3	Sanders, Jr., Wynn and Sanders- Elli, Jane: ELBA Stratton Enterprises LLC	830-837-8858	2347 Oak Willow	New Braunfels, TX 78132
Texas	2	Jackson, Sara & Jacob: Circle J Specialties LLC	817-915-8682	7113 Stephanie Court	North Richland Hills, TX 76182

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Texas	1	Huddleston, Jason Bryan and Huddleston, Jason Bryan (aka JB): J Blu Enterprise LLC	806-202-7580	2101 SW 22nd Ave	Perryton, TX 79070
Texas	2	Hilton, Matthew Glenn and Sara: Hectic Hustle, Inc	214-457-1475	718 Knoll Forest Drive	Sugar Land, TX 77479
Texas	2	Nevins, Darryl: Paradigm Creek Corp	814-722-3156	36 Whistler Walk PL	The Woodlands, TX 77381
Vermont	1	Walker, Leslie & Brown, Clinton: Walker Brown 5 LLC	603-782-1466	67 Point of View Dr	Littleton, NH 03561
Virginia	5	Snead, Christopher: J-TY LLC	301-343-2774	9029 Marseille Drive	Potomac, MD 20854
Virginia	2	Corrigan, Dennis M. and Celeste R.: Orion Endeavors, Inc.	571-236-7980	2628 Logmill Rd	Haymarket, VA 20169
Virginia	3	Deiters, Jeffrey K. and Annette M.: Deiters of Virginia Entities, LLC	540-907-1085	11505 Little Bay Harbor Way	Spotsylvania, VA 22551
Virginia	2	Gaskill, Ronald L.: Oaklare Management Corp	202-213-0179	7406 Alban Station Court, Ste B213	Springfield, VA 22150
Virginia	2	Payntar, Tracey S. and Coffey, Jonathan G., Poole, Melissa: Southside MoJo, Inc.	757-268-1608	358 N. Main St.	Suffolk, VA 23433
Virginia	4	Rummells, Robert: Military Services, LLC	757-717-0165	2302 Merl Circle	Virginia Beach, VA 23455
Wisconsin	1	Schlichting, Elyce and Jake: Schlick Work, Inc.	815-222-7520	11605 Tanglewood Trail	Belvidere, IL 61008
Wisconsin	1	Genschaw, Sarah & Shane: Geniva LLC	608-295-9421	1114 Starlight Lane	Cottage Grove, WI 53527
Wisconsin	1	Reithel, Kathryn: Edmund Mitchell Corporation	612-859-2503	322 Orchard Drive	Madison, WI 53705

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Wisconsin	1	Ahola, Billy Jack and George, Loretta Ann: LMAGE, LLC	920-912-7685	924 N. 6th Street	Manitowoc, WI 54220
Wisconsin	1	Cornett, Brett, Cornett, Ryan and Burnstad, Derek Victor: Cornstad LLC	608-387-9777	26741 County HWYCA	Tomah, WI 54636
Wisconsin	2	Lepak, David and Lynn: Mosquito Free Yards, Inc.	414-315-3365	W258S2595 Genesee Road	Waukesha, WI 53188

[1] Area Developer

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EXHIBIT E-1
TABLE 2

FRANCHISEES IN THE UNITED STATES WHO HAVE SIGNED A FRANCHISE AGREEMENT BUT ARE NOT YET OPERATIONAL AS OF DECEMBER 31, 2023

Note: This list is arranged alphabetically by state and then alphabetically by cities in each state.

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Alaska	1	Seaford, David & Jessica	704-791-6488	35555 Kenai Spur Highway	Soldotna, AK 99669
Arizona	1	O'Neal, Patrick: PWO Solutions LLC	602-743-9621	1821 Finch trail	Northlake, TX 76224
California	1	Rechlecki, Jason and Jennifer: J&J Coastal Holdings Inc	310-261-0531	5929 Fidler Ave	Lakewood, CA 90712
California	1	Kay, Kenneth and Dinnen, Evelyn: Kedem Inc.	562-335-9689	3632 Nipomo Ave	Long Beach, VA 90808
California	1	Fernandez, Julian: Integraserve Corp	562-505-0503	30773 Old Windmill Rd	Menifee, CA 32584
California	2	Hosbein, David		1508 Woodhaven Circle	Roseville, CA 95747
California	1	Delgadillo, Kenneth:	626-242-0814	10347 Samoa Avenue	Tujunga, CA 91042
Connecticut	1	Molusis, Thomas and Hutkova, Martina;Small World Sales, LLC	860-853-8495	81Wheeler Rd	Avon, CT 06001
Connecticut	1	Savinelli, Robert & Kimberly: Axe LLC	860-839-1297	20 Sand Hill Lane	Glastonbury, CT 06033
Connecticut	1	Elliott, Jodi: Midway Enterprises LLC	508-415-6069	10 Cadish Ave	Hull, MA 02045
Florida	1	Wipke, Sidney and Osborne, Jason & Bobbi: V3 Pest Enterprises LLC	352-339-0328	2331 Northwest 13th Street	Gainesville, FL 32609
Florida	1	Beber, Kevin:Kenn Tech LLC	510-872-9975	1258 Alto Vista Dr.	Melbourne, FL 32940
Illinois	1	Froehlich, Christian and Froehlich, Peter: Froehlich Enterprises LLC	847-951-1286	1026 Holly Circle	Lake Zurich, IL 60047
Iowa	1	Fratianni, Joseph	515-577-9745	3445 Scenic Vista Dr	West Des Moines, IA 50265
Maryland	1	Dougherty, Jed	410-422-8400	12654 Balte Rd	Ocean City, MD 21842

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Massachusetts	1	Finneran, Neil: Rine LLC	978-360-4799	17 Ministerial Rd	Windham, NH 03087
Michigan	1	Wolff, Noah	734-646-5520	12351 Waters Road	Chelsea, MI 48118
Michigan	1	Brummel, Andrew: Braam LLC	616-260-7445	4520 Blackfoot Dr. SW	Grandville, MI 49512
Nebraska	2	Lapke, Steven G. and Brook A.	402-212-5946	9861 S 97th Ave Circle	Papillion, NE 68046
New Jersey	1	Parikh, Kush	201-926-8379	2 E. Pearl St, Unit B105	Burlington, NJ 08016
New Jersey	1	Cacchiola, Joseph:North Pest LLC	908-447-8257	761 Morton St	East Rutherford, NJ 07073
New Jersey	1	Hooks,Marvin & Liana	845-558-1298	229 Reaville Rd	Flemington, NJ 08822
New Jersey	1	Annepu, Jagadish and Hanumanthu, Rajanigandhi: Rudra NJ LLC	317-652-0473	161 Colchester Rd	New Providence, NJ 07974
New York	1	Zawadzki, Anthony: GT Mosquito Spray, LLC	631-793-5386	26 Old east Neck Rd	Melville, NY 11747
New York	1	Godsil, Elizabeth and Hanks, Robert	615-624-2585	14 Larkspur Drive	Saratoga Springs, NY 12866
Ohio	1	Kajganich, David, Cynthia, Kristyn, Brett: Kajganich Family Inc	440-570-3560	19807 Lytle Rd	North Royalton, OH 44133
Texas	1	Coker, Timothy Ernest: Red Stick Services LLC	281-772-1675	11402 Stonecreek Bend Lane	Cypress, TX 77433
Texas	1	Downing, Michael: 5 Sea Sons LLC	512-228-9763	2447 Dimmit Dr	New Braunfels, TX 78130
Texas	1	Huddleston, Jason: J Blu Enterprise LLC	806-202-7580	2101 SW 22nd Ave	Perryton, TX 79070

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EXHIBIT E-1
TABLE 3

COMPANY -OWNED LOCATIONS IN THE UNITED STATES
AS OF DECEMBER 31, 2023

Note: This list is arranged alphabetically by state and then alphabetically by cities in each state.

State	Number of Units	Operating Manager	Phone Number	Address	City, State, Zip
Virginia	2	David Price	(757) 494-3440	468 S. Independence Boulevard, Suite A-102	Virginia Beach, VA 23452

EXHIBIT E-2

FRANCHISEES IN THE UNITED STATES WHO LEFT THE SYSTEM IN THE PAST 12 MONTHS AS OF DECEMBER 31, 2023

Note: This list is arranged alphabetically by state and then alphabetically by cities in each state

**Indicates franchisee left the system as a result of transferring their franchise agreement.*
^ Indicates that franchisee remained in the system owning other franchise units.

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Arkansas	1*	Reed, Beau and Spikes, Wes: Reed & Spikes Enterprises LLC	501-993-4240	2212 Auburn Dale Cove	Jonesboro, AR 72404
California	2	Lima, Victor: Triple Vs LLC	209-207-8633	8880 Almendra Way	Tracy, CA 95304
Maryland	1	Page, Brian and Dulaney, William and Burey, Jonathan: Tri-State Pest LLC	301-331-9007	1736 W Rahn Rd	Dayton, OH 45459
Massachusetts	3*	Longo, Eric and Nowakowski, Lori: Longo Services, Inc.	978-335-0898	768 Elm St	Leominster, MA 01453
Massachusetts	2*	Barry, Greg & Wendy: Buzzkill Services LLC	617-398-6961	2 Lee Rd	North Reading, MA 01864
Michigan	1*	Schadenberg, Brent: Great Backyards LLC	616-635-8313	3641 Eckert Rd	Freeport, MI 49325
Michigan	2	Comer, Craig: Michigan Joe, LLC	248-342-4518	28719 Wall St	Wixom, MI 48381
Mississippi	1*	Reed, Beau and Spikes, Wes: Reed & Spikes Enterprises LLC	501-993-4240	2212 Auburn Dale Cove	Jonesboro, AR 72404
Mississippi	1^	Carleton, Robert and Hardeman, Dorsey	601-421-0020	218 Industrial Drive	Ridgeland, MS 39157
Missouri	1	Stonecipher, Timothy	573-429-1660	6901 Woodland Meadow Dr.	Poplar Bluff, MO 63901

State	Number of Units	Franchisee / Principal Owner(s)	Phone Number	Address	City, State, Zip
Pennsylvania	1*	Whiteside, Chris: Ardor Acquisitions LLC	215-932-4849	2134 W. Wellington Rd	Newtown, PA 18940
Texas	2*^	Woodham Lee & Holly: Lurmar Investments LLC	817-800-9267	3311 Mayfair Court	Highland Village, TX 75077
West Virginia	1	Page, Brian and Dulaney, William and Burey, Jonathan: Tri-State Pest LLC	301-331-9007	1736 W Rahn Rd	Dayton, OH 45459
Wisconsin	2	Bailey, Jim and Taide: ELD 2.0 Inc	832-760-6237	721 N Irwin Ave	Green Bay, WI 54302

If you buy this franchise your contact information may be disclosed to other buyers when you leave the franchise system.

EXHIBIT F

AREA DEVELOPMENT AGREEMENT AND SCHEDULES

MOSQUITO JOE

Area Development Agreement

MOSQUITO JOE

AREA DEVELOPMENT AGREEMENT

EXHIBITS

MOSQUITO JOE
AREA DEVELOPMENT AGREEMENT

This Area Development Agreement (the "Agreement") is entered into on ___________________, 20____ by and between MOSQUITO JOE SPV LLC (the "Franchisor", or "Mosquito Joe"), and ____________________, a ________________ having its principal offices located at ________________, _________, _______ (the "Area Developer").

WITNESSETH:

WHEREAS, Franchisor has developed a method and concept (the "System") to provide a seasonal business controlling undesirable outdoor insects, such as mosquitoes, ticks and fleas, to both residential and commercial customers using the System and the Marks (as both are defined below) (the "Business or Businesses");

WHEREAS, Franchisor identifies the System by means of certain trade names, service marks, trademarks, logos, emblems, and indicia of origin, including but not limited to, the mark "Mosquito Joe" and logo, and such other trade names, service marks, and trademarks as are now designated (and may hereinafter be designated by Franchisor in writing) for use in connection with the System (the "Marks"); and

WHEREAS, Area Developer wishes to obtain certain development rights to operate Businesses under Franchisor's System and wishes to obtain franchises from Franchisor for that purpose.

NOW, THEREFORE, the parties, in consideration of the undertakings and commitments of each party to the other party set forth herein, hereby agree as follows:

1. GRANT

1.1 Franchisor hereby grants development rights to Area Developer, and Area Developer hereby accepts the obligation, pursuant to the terms and conditions of this Area Development Agreement, to develop the number of Businesses as specified in Schedule A to this Agreement. Each Business for which a development right is granted hereunder shall be established and operated pursuant to: (i) a separate Mosquito Joe Franchise Agreement ("Franchise Agreement") to be entered into between Area Developer and Franchisor in accordance with Section 3.1 below; and (ii) the development schedule set forth in Paragraph 2 of Schedule A attached hereto (the "Development Schedule"). Each Business developed hereunder shall be located in the area described in Paragraph 1 of Schedule A, attached hereto (the "Development Area").

1.2 So long as Area Developer is in compliance with its obligations under this Agreement and/or any other agreements with the Franchisor or its affiliates, Franchisor shall not establish, nor license anyone other than Area Developer to establish, a Business under the System in the Development Area, until the last date specified in the Development Schedule. Franchisor retains all rights not specifically granted to Area Developer, including, for example, the right: (i) to use and license others to use the System and Marks for the operation of "Mosquito Joe" Businesses at any location outside the Development Area; (ii) to acquire and operate businesses of any kind at any location within or outside of the Development Area (excluding Businesses in the same line of service operated under the System within the Development Area); (iii) to use and license others to use the System and/or the Marks at any location within or outside of the Development Area other than for the operation of a "Mosquito Joe" Business; and (iv) to use and license others to use marks other than the Marks in connection with the operation of businesses at any location within or outside of the Development Area, which businesses are the same as, similar to, or different from the Businesses, all on terms and conditions as Franchisor deems advisable, and without granting Area Developer any rights therein. Franchisor may dispatch franchisees from neighboring territories to service customers in the Development Area as provided in Mosquito Joe Franchise Agreements. Area Developer's rights within the Development Area are also subject to other franchisees' rights under Franchisor's various programs and policies.

1.3 This Agreement is not a franchise agreement, and does not grant to Area Developer any right to use in any manner Franchisor's Marks or System.

1.4 Area Developer shall have no right under this Agreement to license others to use in any manner the Marks or the System.

2. DEVELOPMENT FEE

2.1 In consideration of the development rights granted herein, Area Developer has paid to Franchisor upon execution of this Agreement a development fee of ______________________ Dollars ($________), receipt of which is hereby acknowledged by Franchisor, which has been fully earned and is non-refundable in consideration of administrative and other expenses incurred by Franchisor and for the development opportunities lost or deferred as a result of the rights granted Area Developer herein.

3. DEVELOPMENT OBLIGATIONS

3.1 Area Developer (or an entity controlled by Area Developer (hereafter "Affiliate")) shall execute a Franchise Agreement for each Business in a territory approved by Franchisor in the Development Area as hereinafter provided (the "Territory"). The Franchise Agreement for the first Business (or the first two Businesses, if Franchisor requires Area Developer to develop two within the first year) developed hereunder shall be in the form of the Franchise Agreement attached hereto as Schedule C (the "First Franchise Agreement"). The Franchise Agreement for each additional Business developed hereunder shall be in the form of the Franchise Agreement being offered generally by Franchisor at the time each such Franchise Agreement is executed. The Franchise Agreement for each Business shall be executed by Area Developer and submitted to Franchisor within fifteen (15) days of its receipt from Franchisor. If the Area Developer is in full compliance with this Agreement, then, notwithstanding anything to the contrary in any of the Franchise Agreements, the initial franchise fee to be paid by Area Developer shall be Two Thousand Five Hundred Dollars ($2,500) for each Franchise Agreement executed by Area Developer or its Affiliates for each Business to be located in the Development Area during the term of this Agreement. Area Developer must execute the at least one Franchise Agreement, and make all payments required thereunder at the time of signing, at the time this Area Development Agreement is signed.

Franchisor's duty to offer or grant franchises is subject to the requirement to maintain franchise disclosure documents and franchise registrations as required by law. If Franchisor may not lawfully offer or sell a franchise at a time Area Developer desires to execute the Franchise Agreement, Franchisee's and Area Developer's duties hereunder shall be deferred until such documents are amended and, if applicable, approved for use, and delivered to Area Developer.

3.2 Recognizing that time is of the essence, Area Developer agrees to satisfy the Development Schedule. Failure by Area Developer to adhere to the Development Schedule, shall constitute a default under this Agreement as provided in Section 6.2 hereof.

4. TERM

Unless sooner terminated in accordance with the terms of this Agreement, the term of this Agreement and all rights granted hereunder shall expire on the date when Area Developer has open and in operation all of the Businesses required by the Development Schedule.

5. DUTIES OF THE PARTIES

5.1 For each Business developed hereunder, Franchisor shall furnish to Area Developer the following:

5.1.1 Such developer training for Area Developer as Franchisor may deem advisable.

5.2 Area Developer accepts the following obligations:

5.2.1 An Area Developer which is a corporation shall comply, except as otherwise approved in writing by Franchisor, with the following requirements throughout the term of this Agreement:

5.2.1.1 Area Developer shall furnish Franchisor with its Articles of Incorporation, Bylaws, other governing documents, any other documents Franchisor may reasonably request, and any amendments thereto;

5.2.1.2 Area Developer shall confine its activities, and its governing documents, if any, shall at all times provide that its activities are confined, exclusively to the management and operation of the business contemplated hereunder, including the establishment and operation of the Businesses to be developed hereunder;

5.2.1.3 Area Developer shall maintain stop transfer instructions against the transfer on its records of any voting securities and shall issue no certificates for voting securities upon the face of which the following printed legend does not legibly and conspicuously appear:

> The transfer of this stock is subject to the terms and conditions of an Area Development Agreement with Mosquito Joe dated _____________. Reference is made to the provisions of said Area Development Agreement and to the Articles and Bylaws of this Corporation.

5.2.1.4 Area Developer shall maintain a current list of all owners of record and all beneficial owners of any class of voting stock of Area Developer and shall furnish the list to Franchisor upon request.

5.2.2 An Area Developer which is a partnership or a limited liability company shall comply, except as otherwise approved in writing by Franchisor, with the following requirements throughout the term of this Agreement:

5.2.2.1 Area Developer shall furnish Franchisor with its partnership agreement or membership agreement as well as such other documents as Franchisor may reasonably request, and any amendments thereto; and

5.2.2.2 Area Developer shall prepare and furnish to Franchisor, upon request, a list of all general and limited partners and all members in Area Developer.

5.2.3 Area Developer shall at all times preserve in confidence any and all materials and information furnished or disclosed to Area Developer by Franchisor, and shall disclose such information or materials only to such of Area Developer's employees or agents who must have access to it in connection with their employment. Area Developer shall not at any time, without Franchisor's prior written consent, copy, duplicate, record, or otherwise reproduce such materials or information, in whole or in part, nor otherwise make the same available to any unauthorized person.

5.2.4 Area Developer shall comply with all requirements of federal, state and local laws, rules and regulations.

5.2.5 Area Developer shall provide Franchisor with annual unaudited balance sheets and statements of financial condition.

6. DEFAULT

6.1 Area Developer shall be deemed to be in default under this Agreement, and all rights granted herein shall automatically terminate without notice to Area Developer, if Area Developer shall become insolvent or makes a general assignment for the benefit of creditors; or if a petition in bankruptcy is filed by Area Developer or such a petition is filed against and not opposed by Area Developer; or if Area Developer is adjudicated a bankrupt or insolvent; or if a bill in equity or other proceeding for the appointment of a receiver of Area Developer or other custodian for Area Developer's business or assets is filed and consented to by Area Developer; or if a receiver or other custodian (permanent or temporary) of Area Developer's assets or property, or any part thereof, is appointed by any court of competent jurisdiction; or if proceedings for a composition with creditors under any state or federal law should be instituted by or against Area Developer; or if a final judgment remains unsatisfied or of record for thirty (30) days or longer (unless supersedeas bond is filed); or if Area Developer is dissolved; or if execution is levied against Area Developer's business or property; or if suit to foreclose any lien or mortgage against the premises or equipment of any Business developed hereunder is instituted against Area Developer and not dismissed within thirty (30) days; or if the real or personal property of Area Developer shall be sold after levy thereupon by any sheriff, marshal or constable.

6.2 If Area Developer fails to meet its obligations under the Development Schedule, such action shall constitute a default under this Agreement, upon which Franchisor, in its discretion, may terminate the rights granted in Section 1.2 hereof, effective thirty (30) days following notice from Franchisor.

6.3 Except as otherwise provided in Sections 6.1 and 6.2 above, if Area Developer fails to comply with any material term and/or condition of this Agreement, or fails to comply with the terms and/or conditions of any Franchise Agreement between the Area Developer (or a person or entity affiliated with or controlled by the Area Developer) and the Franchisor, such action shall constitute a default under this Agreement. Upon the occurrence of any such default, Franchisor may terminate this Agreement by giving written notice of termination stating the nature of such default to Area Developer at least fifteen (15) days prior to the effective date of termination; provided, however, that Area Developer may avoid termination by immediately initiating a remedy to cure such default, curing it to Franchisor's satisfaction, and by promptly providing proof thereof to Franchisor within the fifteen (15)-day period. If any such default is not cured within the specified time, or such longer period as applicable law may require, this Agreement and all rights granted hereunder (including but not limited to the right to develop new Businesses) shall terminate without further notice to Area Developer effective immediately upon the expiration of the fifteen (15)-day period or such longer period as applicable law may require. Notwithstanding the foregoing, if Area Developer is in default under any Franchise Agreement, the provisions of this Section 6.3 shall not be construed to grant any cure period that is in addition to, or longer than, any cure period applicable to such breach under the Franchise Agreement, and any cure period, if applicable, shall be as set forth in the Franchise Agreement.

6.4 Upon termination of this Agreement, Area Developer shall have no right to establish or operate any Business for which a Franchise Agreement has not been executed by Franchisor at the time of termination. Thereafter, Franchisor shall be entitled to establish, and to license others to establish, Businesses in the Development Area except as may be otherwise provided under any Franchise Agreement which has been executed between Franchisor and Area Developer.

6.5 No default under Section 6.2 of this Area Development Agreement shall constitute a default under any Franchise Agreement between the parties hereto.

6.6 No right or remedy herein conferred upon or reserved to Franchisor is exclusive of any other right or remedy provided or permitted by law or equity.

7. TRANSFERS

7.1 Franchisor may assign this Agreement to an assignee who agrees to remain bound by its terms, without obtaining Area Developer's approval. Neither Area Developer nor an owner with an interest in this Agreement (collectively "transferor") may transfer, sub-license, or sub-franchise its rights granted by this Agreement.

8. COVENANTS

8.1 Area Developer covenants that during the term of this Agreement, except as otherwise approved in writing by Franchisor, Area Developer (or, if Area Developer is a corporation, limited liability company or partnership, a principal of Area Developer approved by Franchisor) shall devote sufficient time, energy and best efforts to the management and operation of the business contemplated hereunder, including the establishment and operation of the Businesses to be developed hereunder.

8.2 Area Developer specifically acknowledges that, pursuant to this Agreement, Area Developer shall receive valuable specialized training and confidential information, including, without limitation, a manual and other information regarding the site selection, operational, sales, promotional and marketing methods and techniques of Franchisor and the System, and that Area Developer has the exclusive right and obligation to develop the Development Area. Area Developer covenants that during the term of this Agreement, except as otherwise approved in writing by Franchisor, Area Developer shall not, either directly or indirectly, for itself, or through, on behalf of, or in conjunction with any person, persons, partnership or corporation, divert or attempt to divert any business or customer of any Business using the System to any competitor, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with Franchisor's Marks and the System.

8.3 Area Developer covenants that, except as otherwise approved in writing by Franchisor, Area Developer shall not, during the term of this Agreement, either directly or indirectly, for itself, or through, on behalf of, or in conjunction with any person, persons, partnership or corporation, own, maintain, operate, engage in or have any interest in any business which is the same as or similar to the business contemplated hereunder which is located in whole or in part within the Development Area, other than those Businesses provided for in the Development Schedule; and shall not for a continuous uninterrupted period of two (2) years from the date of: (a) a transfer permitted under Section 7, above; (b) the expiration or termination of this Agreement (regardless of the cause for termination); or (c) a final order of a duly authorized court of competent jurisdiction (after all appeals have been taken) with respect to any of the foregoing or with respect to the enforcement of this Section 8.3; either directly or indirectly, for itself, or through, on behalf of, or in conjunction with any persons, partnership or corporation, own, maintain, operate, engage in or have any interest in any business which develops, finances or offers outdoor insect control services and which business is, or is intended to be, conducted within the Development Area or within a fifteen (15)-mile radius of the territory of any other franchisee then using the System or any of our affiliate-owned businesses.

8.4 Section 8.3 hereof shall not apply to ownership by Area Developer of less than a one percent (1 %) beneficial interest in the outstanding equity securities of any publicly-held corporation. As used in this Agreement, the term "publicly-held corporation" shall be deemed to refer to a corporation which has securities that have been registered under the federal Securities and Exchange Act of 1934.

8.5 At Franchisor's request, Area Developer shall require and obtain execution of covenants similar to those set forth in this Section 8 (including covenants applicable upon the termination of a person's relationship with Area Developer) from any or all of the following persons: (1) all officers, directors and holders of a beneficial interest of five percent (5%) or more of the securities of Area Developer, and of any corporation directly or indirectly controlling Area Developer, if Area Developer is a corporation or other entity; and (2) the general partners (including any corporation, and the officers, directors and holders of a beneficial interest of five percent (5%) or more of the securities of any corporation which controls, directly or indirectly, any general partner), if Area Developer is a partnership. Every covenant required by this Section 8.5 shall be in a form satisfactory to Franchisor, including, without limitation, specific identification of Franchisor as a third party beneficiary of such covenants with the independent right to enforce them. Failure by Area Developer to obtain execution of a covenant required by this Section 8.5 shall constitute a default under Section 6.3 hereof.

8.6 The parties agree that each of the foregoing covenants shall be construed as independent of any other covenant or provision of this Agreement. If all or any portion of a covenant in this Section 8 is held unreasonable or unenforceable by a court or agency having valid jurisdiction in an unappealed final decision to which Franchisor is a party, Area Developer expressly agrees to be bound by any lesser covenant subsumed within the terms of such covenant that imposes the maximum duty permitted by law, as if the resulting covenant were separately stated in and made a part of this Section 8.

8.7 Area Developer understands and acknowledges that Franchisor shall have the right, in its sole discretion, to reduce the scope of any covenant set forth in this Section 8, or any portion thereof, without Area Developer's consent, effective immediately upon receipt by Area Developer of written notice thereof; and Area Developer agrees that it shall comply forthwith with any covenant as so modified, which shall be fully enforceable notwithstanding the provisions of Section 13 hereof.

8.8 Area Developer expressly agrees that the existence of any claims it may have against Franchisor, whether or not arising from this Agreement, shall not constitute a defense to the enforcement by Franchisor of the covenants in this Section 8. Area Developer agrees to pay all costs and expenses (including reasonable attorneys' fees and expert fees) incurred by Franchisor in connection with the enforcement of this Section 8, and any of Franchisor's other rights under this Agreement.

8.9 Area Developer acknowledges that Area Developer's violation of the terms of this Section 8 would result in irreparable injury to Franchisor for which no adequate remedy at law may be available, and Area Developer accordingly consents to the issuance of an injunction prohibiting any conduct by Area Developer in violation of the terms of this Section 8.

9. NOTICES

Any notice or request hereunder must be given by mail or courier, postage fully prepaid, or delivered personally or by facsimile, to Franchisor's President at Franchisor's National Headquarters, presently 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452. Telephone: (757) 512-7780. Facsimile: (757) 215-4505. Any such notice may also be given to Area Developer in the same manner or by electronic mail at the address indicated below the Area Developer's signature on this Agreement. Either party may change the address at which it shall receive notices by sending a notice to the other party as provided in this section.

10. PERMITS AND COMPLIANCE WITH LAWS

10.1 Area Developer shall comply with all federal, state, and local laws, rules, and regulations, and shall timely obtain any and all permits, certificates or licenses necessary for the full and proper conduct of the business contemplated under this Agreement.

10.2 Area Developer shall notify Franchisor in writing within five (5) days of the commencement of any action, suit, or proceeding, and of the issuance of any order, writ, injunction, award, or decree of any court, agency, or other governmental instrumentality, which may adversely affect the operation or financial condition of Area Developer and/or any Business established pursuant to this Agreement.

11. INDEPENDENT CONTRACTOR AND INDEMNIFICATION

11.1 Area Developer is an independent contractor. Area Developer is not Franchisor's agent, partner, employee or a participant in a joint venture and has no authority to hold itself out as such to third parties. Area Developer does not have any authority to bind or obligate Franchisor. Franchisor is not and shall not be liable for any act, omission, debt or other obligation of Area Developer.

11.2 Area Developer is responsible for all loss or damage and for all contractual liability to third parties arising out of or incurred in connection with the operation of the Area Developer's business and for all claims or demands for damage directly or indirectly related thereto. Area Developer agrees to defend, indemnify and hold harmless Franchisor and its employees of and from and with respect to any such claim, loss or damage.

12. APPROVALS AND WAIVERS

12.1 Whenever this Agreement requires the prior approval or consent of Franchisor, Area Developer shall make a timely written request to Franchisor therefore, and such approval or consent must be obtained in writing. A request for approval shall be deemed denied unless or until Franchisor grants its written approval.

12.2 Franchisor makes no warranties or guarantees upon which Area Developer may rely, and assumes no liability or obligation to Area Developer, by providing any waiver, approval, consent, or suggestion to Area Developer in connection with this Agreement, or by reason of any neglect, delay or denial of any request therefor.

12.3 No delay, waiver, omission or forbearance on the part of Franchisor to exercise any right, option, duty, or power arising out of any breach or default by Area Developer under any of the terms, provisions, covenants, or conditions hereof, shall constitute a waiver by Franchisor to enforce any such right, option, duty, or power as against Area Developer, or as to subsequent breach or default by Area

Developer. Subsequent acceptance by Franchisor of any payments due to it hereunder shall not be deemed to be a waiver by Franchisor of any preceding breach by Area Developer of any terms, provisions, covenants, or conditions of this Agreement.

13. ENTIRE AGREEMENT AND AMENDMENT

13.1 This Agreement is the entire agreement between Area Developer and Franchisor. This Agreement supersedes all other prior oral and written agreements and understandings between Area Developer and Franchisor with respect to the subject matter herein. Nothing in this Agreement or in any related agreement is intended to disclaim the representations we made in the Franchise Disclosure Document.

13.2 No modifications to this Agreement shall have any effect unless such modification is in writing and signed by Area Developer and by Franchisor's authorized officer.

14. RELEASE OF PRIOR CLAIMS

By executing this Agreement, the undersigned entity, if any, and all individuals, on behalf of themselves and Area Developer and their heirs, legal representatives, successors and assigns, and each assignee of this Agreement, hereby forever release and discharge Franchisor, its past and present employees, agents, officers and directors, including Franchisor's parent, subsidiary and affiliated corporations, their respective past and present employees, agents, officers and directors, from any and all claims relating to or arising out of any Area Development Agreement, Franchise Agreement or other agreement or relationship, between the parties executed prior to the date of this Agreement, and all other claims relating to any dealings between any of the parties. However, this release does not apply to Franchisor's renewal obligations, as contained in any prior or other area development agreement, or to any duty it may have to comply with franchise sales laws applicable to this transaction.

15. NON-WAIVER OF BREACH

The failure of either party hereto to enforce any one or more of the terms or conditions of this Agreement shall not be deemed a waiver of such terms or conditions or of either party's rights thereafter to enforce each and every term and condition of this Agreement.

16. DISPUTE RESOLUTION

16.1 Governing Law. This Agreement takes effect upon its acceptance and execution by Franchisor, and shall be interpreted and construed exclusively under the laws of the State of Texas, which laws shall prevail in the event of any conflict of law (without regard to, and without giving effect to, the application of Texas choice of law rules); provided, however, that if the covenants in Section 8 of this Agreement would not be enforceable under the laws of Texas, and Area Developer is located outside of Texas, then such covenants shall be interpreted and construed under the laws of the state in which the Area Developer's principal place of business is located. Nothing in this Section 16.1 is intended by the parties to subject this Agreement to any franchise or similar law, rule, or regulation of the State of Texas to which this Agreement would not otherwise be subject.

16.2 Mediation, Litigation and Arbitration.

a. Mediation. Before any party may bring an action in court or against the other, or commence an arbitration proceeding (except as noted in Section 16.2b below), the parties must first meet to mediate the dispute. The mediation will be held in McLennan County, Texas. Any such mediation shall be non-binding and shall be conducted by the American Arbitration Association (the "AAA") in accordance with its then-current rules for mediation of commercial disputes unless the parties agree otherwise in writing. The mediator will be appointed in accordance with the rules and regulations of the AAA unless the parties agree on a mediator in writing within 10 days after either party gives written notice of mediation. The mediation hearing will be held within 20 days after the mediator has been appointed. Each party will bear its own costs and expenses for the mediation and will be responsible to pay 50% of the mediator's costs and expenses.

b. Exceptions to Mediation. Notwithstanding Section 16.2a. or any other provision of this Agreement, the parties agree that the following claims will not be subject to mediation and may be brought in any court of competent jurisdiction, subject to Sections 16.1 and 16.2c:

  a. any action for temporary, preliminary or permanent injunctive relief, ex parte seizure, specific performance, writ of attachment, or other equitable relief necessary to enjoin any harm or threat of harm to such party's tangible or intangible property, including trademarks, service marks and other intellectual property, confidential and/or trade secret information, or noncompetition covenants. Area Developer specifically acknowledges that its breach or threatened breach of any of its obligations under this Agreement, including but not limited to Sections 7 and 8, would cause irreparable harm to our tangible and/or intangible property. Area Developer understands that irreparable harm is an injury for which monetary damages are not an adequate remedy. Therefore, upon any such breach or threatened breach by Area Developer, in addition to any other rights or remedies that may be available to Franchisor at law, equity or otherwise, Area Developer acknowledges that Franchisor will be entitled to equitable relief, including an injunction, restraining order or specific performance, without any requirement to prove irreparable harm. In addition, Area Developer hereby waives any right to request that a bond be issued as security (except for a nominal bond not to exceed $100);

  b. any action in ejectment or for possession of any interest in real or personal property; and

  c. any action related solely to the collection of moneys owed to Franchisor or its affiliates under this Agreement or any related agreement, including, without limitation, any promissory note or a guarantee executed hereunder. "Moneys owed" also includes attorneys' fees incurred in the collection of moneys owed, including through the judicial process.

c. Litigation; Venue. Any dispute between Area Developer and Franchisor or any of their respective affiliates, including without limitation, Area Developer's owners and guarantors, arising under, out of, in connection with or in relation to this Agreement, the parties' relationship, or the Area Developer's business operated hereunder (collectively, "Dispute"), including disputes not resolved through mediation, must be brought in the state or federal district court located in McLennan County, Texas. Both parties hereto irrevocably submit themselves to, and consent to, the jurisdiction of said courts and specifically waive any objection to the jurisdiction and venue of such courts. The parties specifically waive the right to remove any action brought in the state court of McLennan County, Texas to a federal district court. The provisions of this Section will survive the termination of this Agreement. The parties are aware of and acknowledge the business purposes and needs underlying the language of this Section, and with a complete understanding thereof, agree to be bound in the manner set forth.

d. Arbitration. If a court of competent jurisdiction determines that Section 16.3 (Jury Waiver) and/or Section 16.4 (No Class or Consolidated Actions) is invalid or unenforceable with respect to the Dispute, then and only then, notwithstanding any other provision of this Agreement to the contrary, the Dispute must be submitted to binding arbitration under the authority of the Federal Arbitration Act and must be determined by arbitration administered by the AAA pursuant to its then-current commercial arbitration rules and procedures. The arbitration must take place in McLennan County, Texas. The arbitration must be conducted by a single arbitrator. The arbitrator must follow the law and not disregard the terms of this Agreement. The arbitrator must have at least five years of significant experience in franchise law. The court shall decide the gateway issue of arbitrability. Any arbitration must be on an individual basis and the parties and the arbitrator will have no authority or power to proceed with any claim as a class action or otherwise to join or consolidate any claim with any other claim or any other proceeding involving third parties. If this limitation on joinder of or class action certification of claims within arbitration is held to be unenforceable, then this entire commitment to arbitrate shall become null and void and the parties shall submit all claims to the jurisdiction of the courts. A judgment may be entered upon the arbitration award in any court of competent jurisdiction. The decision of the arbitrator will be final and binding on all parties to the dispute; however, the arbitrator may not under any circumstances: (1) stay the effectiveness of any pending termination of this Agreement; (2) except as provided in Section 16.5, assess punitive or exemplary damages; or (3) make any award which extends, modifies or suspends any lawful term of this Agreement or any reasonable standard of business performance that Franchisor sets. Each party will bear its own costs and expenses for the arbitration and will be responsible to pay 50% of the arbitrator's fees and costs (including arbitrator's and AAA's fees and costs); provided that the prevailing party will be entitled to reimbursement of its fees and costs under Section 16.5.

16.3 **Jury Waiver. ALL PARTIES HEREBY WAIVE ANY AND ALL RIGHTS TO A TRIAL BY JURY IN CONNECTION WITH THE ENFORCEMENT OR INTERPRETATION BY JUDICIAL PROCESS OF ANY PROVISION OF THIS AGREEMENT, AND IN CONNECTION WITH ALLEGATIONS OF STATE OR FEDERAL STATUTORY VIOLATIONS, FRAUD, MISREPRESENTATION OR SIMILAR CAUSES OF ACTION OR ANY LEGAL ACTION INITIATED FOR THE RECOVERY OF DAMAGES FOR BREACH OF THIS AGREEMENT AND CLAIMS ARISING OUT OF THE PARTIES' RELATIONSHIP**.

16.4 No Class or Consolidated Actions**. ALL CLAIMS, CONTROVERSIES AND DISPUTES MAY ONLY BE BROUGHT BY THE AREA DEVELOPER ON AN INDIVIDUAL BASIS AND MAY NOT BE COMBINED OR CONSOLIDATED WITH ANY CLAIM, CONTROVERSY OR DISPUTE FOR OR ON BEHALF OF ANY OTHER AREA DEVELOPER OR FRANCHISEE OR BE PURSUED AS PART OF A CLASS ACTION.**

16.5 Compensatory Damages; Attorney's Fees. Except with respect to indemnification obligations hereunder with respect to third party claims and except for damages under the Lanham Act, Area Developer and Franchisor and their respective affiliates agree to waive, to the fullest extent permitted by law, the right to or claim for any consequential, indirect, special, punitive or exemplary damages against the other and agree that in the event of any dispute between them, each will be limited to the recovery of actual damages sustained. Notwithstanding anything herein to the contrary, each party waives, to the fullest extent permitted by law, the right to or claim for any punitive or exemplary damages against the other. Further, the prevailing party in any dispute shall be awarded its reasonable attorneys' fees and expert fees.

16.6 Statute of Limitations. All suits must be filed within one (1) year after the event(s) giving rise to the claim or the suit will be forever barred based on this agreed one (1) year statute of limitations.

17. ACKNOWLEDGMENTS

Area Developer acknowledges that it has read Franchisor's franchise disclosure document and this Agreement and that Area Developer has been given the opportunity to clarify any provision that it does not understand. Area Developer further acknowledges that it has independently investigated the business offered hereunder and bases its decision to enter into this Agreement solely on such investigation. Area Developer acknowledges that Franchisor's representatives are not authorized to make and have not made any representations as to Area Developer's likely revenues, expenses, profits or success, and Area Developer is not relying on any such representations.

18. GUARANTY

If Area Developer is a business entity, all persons and entities that, as of the date of this Agreement hold, or during the term of this Agreement become holders of, 5% or more of Area Developer's ownership interests must personally guarantee Area Developer's performance hereunder to Franchisor by executing the personal guarantee attached hereto as Schedule B. If two (2) or more persons are the Area Developer or guarantors, their obligations and liability to Franchisor shall be joint and several.

IN WITNESS WHEREOF, the parties hereto have duly executed and delivered this Agreement in duplicate on the day and year first above written.

MOSQUITO JOE SPV LLC

FRANCHISOR:

By:____________________________

Name:__________________________

Title:___________________________

Notices to Franchisor:
MOSQUITO JOE SPV LLC
4490 Holland Office Park, Suite 100
Virginia Beach, VA 23452

Notices to Area Developer:
____
____
____
Attention: ______________________
Fax:____________________________

____

AREA DEVELOPER:

By:____________________________

Name:__________________________

Title:___________________________

By:____________________________

Name:__________________________

Title:___________________________

By:____________________________

Name:__________________________

Title:___________________________

By:____________________________

Name:__________________________

Title:___________________________

MOSQUITO JOE AREA DEVELOPMENT AGREEMENT

Schedule A

DEVELOPMENT SCHEDULE

1. Each Business developed under this Area Development Agreement shall be located in the following area (the "Development Area", as more specifically described in Section 1.1 of this Agreement):

2. Recognizing that time is of the essence, Area Developer agrees to satisfy the development schedule set forth below:

By Date:	**Cumulative Total Number of Businesses Which Area Developer Shall Have Opened and in Operation:**

INITIALED:

FRANCHISOR: ___ AREA DEVELOPER: ___

MOSQUITO JOE AREA DEVELOPMENT AGREEMENT

Schedule B

PERSONAL GUARANTEE AND AGREEMENT TO BE BOUND PERSONALLY BY THE TERMS AND CONDITIONS OF THE AREA DEVELOPMENT AGREEMENT

In consideration of the execution of the Area Development Agreement by MOSQUITO JOE SPV LLC ("us" or "we"), and for other good and valuable consideration, the undersigned, for themselves, their heirs, successors, and assigns, do jointly, individually and severally hereby become surety and guarantor for the payment of all amounts and the performance of the covenants, terms and conditions in the Area Development Agreement, to be paid, kept and performed by the area developer, including without limitation the dispute resolution provisions of the Area Development Agreement.

Further, the undersigned, individually and jointly, hereby agree to be personally bound by each and every condition and term contained in the Area Development Agreement, including without limitation the provisions in Sections 8, 14 and 16, and agree that this Personal Guarantee will be construed as though the undersigned and each of them executed an Area Development Agreement containing the identical terms and conditions of the Area Development Agreement.

Each of the undersigned waives: (1) notice of demand for payment of any indebtedness or nonperformance of any obligations hereby guaranteed; (2) protest and notice of default to any party respecting the indebtedness or nonperformance of any obligations hereby guaranteed; and (3) any right he/she may have to require that an action be brought against the area developer or any other person as a condition of liability.

In addition, each of the undersigned consents and agrees that: (1) the undersigned's liability will not be contingent or conditioned upon our pursuit of any remedies against the area developer or any other person; and (2) such liability will not be diminished, relieved or otherwise affected by area developer's insolvency, bankruptcy or reorganization, the invalidity, illegality or unenforceability of all or any part of the Area Development Agreement, or any amendment or extension of the Area Development Agreement, with or without notice to the undersigned. It is further understood and agreed by the undersigned that the provisions, covenants and conditions of this Guarantee will inure to the benefit of our successors and assigns.

AREA DEVELOPER: ____________________

PERSONAL GUARANTORS:

____
_________________, individually
Address
City, State, Zip Code
Telephone

MOSQUITO JOE AREA DEVELOPMENT AGREEMENT

Schedule C

FRANCHISE AGREEMENT

The form of Franchise Agreement currently offered by Franchisor is attached.

AREA DEVELOPMENT AGREEMENT

STATE SPECIFIC AMENDMENTS

ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT
MOSQUITO JOE SPV LLC

FOR THE STATE OF CALIFORNIA

This Addendum to the Area Development Agreement is entered to this _____ day of _____________, 20___, between **MOSQUITO JOE SPV LLC** ("we", "us" or Franchisor") and ____ ("you" or "Franchisee") to amend and revise the Area Development Agreement as follows:

1. In recognition of the requirements of the California Franchise Investment Law, Cal. Corp. Code §§31000-3516 and the California Franchise Relations Act, Cal. Bus. And Prof. Code §§20000-20043, the Area Development Agreement shall be amended as follows:

   a. Section 7.11 of the Area Development Agreement requires Franchisee to sign a general release as a condition of transfer of the area development rights. Under California Corporations Code Section 31512, any condition, stipulation or provision purporting to bind any person acquiring a franchise to waive compliance with any provision of that law or any rule or order related to that law is void.

   b. Section 6.1 of the Area Development Agreement which terminates the Area Development Agreement upon the bankruptcy of the Franchisee may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101, *et seq.)*.

   c. Section 8.3 of the Area Development Agreement contains a covenant not to compete which extends beyond the expiration or termination of the Area Development Agreement; this covenant may not be enforceable under California law.

   d. Section 16.1 of the Area Development Agreement is amended to provide that in the event of a conflict of law, California Law will prevail.

   e. Section 16.2 of the Area Development Agreement requires litigation to be conducted in the State of Texas; the requirement may not be enforceable under California law.

2. Each provision of this Addendum shall be effective only to the extent that the jurisdictional requirements of the California Investment Law and/or the California Franchise Relations Act are met independent of this Addendum. To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said Area Development Agreement or exhibits or attachments thereto, the terms of this Addendum shall govern.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

MOSQUITO JOE SPV LLC

By:____________________________________
Name:__________________________________

Title:____

Area Developer:______________________________

By:____
Name:_______________________________________
Title:____

Area Developer:______________________________

By:____
Name:_______________________________________
Title:____

Area Developer:______________________________

By:____
Name:_______________________________________
Title:____

Area Developer:______________________________

By:____
Name:_______________________________________
Title:____

ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT
MOSQUITO JOE SPV LLC

FOR THE STATE OF ILLINOIS

This Addendum to the Area Development Agreement is entered into this ___ day of _____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ______________________________ ("you" or "Area Developer") to amend and revise the Area Development Agreement as follows:

1. In recognition of the requirements of the Illinois Franchise Disclosure Act, 815 ILCS 705, the Area Development Agreement for Mosquito Joe SPV LLC shall be amended as follows:

a. Illinois law governs the franchise agreements.

b. In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a franchise agreement that designates jurisdiction and venue in a forum outside of the State of Illinois is void. However, a franchise agreement may provide for arbitration to take place outside of Illinois.

c. Franchisees rights upon termination and non-renewal are set forth in sections 19 and 20 of the Illinois Franchise Disclosure Act.

d. In conformance with Section 41 of the Illinois Franchise Disclosure Act, any condition, stipulation or provision purporting to bind any person acquiring any franchise to waive compliance with the Illinois Franchise Disclosure Act **or any other law of Illinois** is void.

2. No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including, fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with this franchise.

3. Each provision of this Addendum shall be effective only to the extent that the jurisdictional requirements of the Illinois Franchise Disclosure Act are met independent of this Addendum. To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said Area Development Agreement or exhibits or attachments thereto, the terms of this Addendum shall govern.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

MOSQUITO JOE SPV LLC

By:_____________________________________
Name:__________________________________
Title:___________________________________

Area Developer:____________________________

By:_______________________________________
Name:_____________________________________
Title:_____________________________________

Area Developer:____________________________

By:_______________________________________
Name:_____________________________________
Title:_____________________________________

Area Developer:____________________________

By:_______________________________________
Name:_____________________________________
Title:_____________________________________

Area Developer:____________________________

By:_______________________________________
Name:_____________________________________
Title:_____________________________________

ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT
MOSQUITO JOE SPV LLC

FOR THE STATE OF INDIANA

This Addendum to the Area Development Agreement is entered into this ___ day of _____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and _______________________________ ("you" or "Area Developer") to amend and revise the Area Development Agreement as follows:

1. In recognition of the requirements of the Indiana Deceptive Franchise Practices Law, IC 23-2-2.7 and the Indiana Franchise Disclosure Law, IC 23-2-2.5, the Area Development Agreement for Mosquito Joe SPV LLC shall be amended as follows:

   a. Section 14 of the Area Development Agreement does not provide for a prospective general release of claims against Franchisor which may be subject to the Indiana Deceptive Franchise Practices Law or the Indiana Franchise Disclosure Law.

   b. Section 16.1 is amended to provide that in the event of a conflict of law, the Indiana Franchise Disclosure Law, IC 23-2-2.5, and the Indiana Deceptive Franchise Practices Law, 23-2-2.7, will prevail.

2. Each provision of this Addendum shall be effective only to the extent that the jurisdictional requirements of the Indiana Law applicable to the provisions are met independent of this Addendum. To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said Area Development Agreement or exhibits or attachments thereto, the terms of this Addendum shall govern.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

MOSQUITO JOE SPV LLC

By:_____________________________________
Name:___________________________________
Title:____________________________________

Area Developer:___________________________

By:_____________________________________
Name:___________________________________
Title:____________________________________

Area Developer:___________________________

By:_____________________________________

Name:_______________________________________
Title:____

Area Developer:_____________________________

By:____
Name:_______________________________________
Title:____

Area Developer:_____________________________

By:____
Name:_______________________________________
Title:____

ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT
MOSQUITO JOE SPV LLC

FOR THE STATE OF MARYLAND

This Addendum to the Area Development Agreement is entered into this ____ day of __________, 20___, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ___________________________ ("you" or "Area Developer") to amend and revise the Area Development Agreement as follows:

1. In recognition of the requirements of the Maryland Franchise Registration and Disclosure Law, Md. Code Ann. Bus. Reg. §§14-201 et seq., the Area Development Agreement shall be amended as follows:

   a. Section 6.1 of the Area Development Agreement which terminates the Area Development Agreement upon bankruptcy of the Area Developer may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101, *et seq.*).

   b. Section 7.11 requires Area Developer to sign a general release as a condition of transfer of the area development rights; such release shall exclude claims arising under the Maryland Franchise Registration and Disclosure Law.

   c. Section 16.1 of the Area Development Agreement states that the laws of the State of Texas govern; however, in the event of a conflict of laws, to the extent required by the Maryland Franchise Registration and Disclosure Law, the laws of the State of Maryland shall prevail.

   d. Section 16.2 of the Area Development Agreement requires litigation to be conducted in the State of Texas; the requirement shall not limit any rights Area Developer may have under the Maryland Franchise Registration and Disclosure Law to bring suit in the State of Maryland.

   e. Section 17 of the Area Development Agreement requires the Area Developer to disclaim the occurrence and/or non-occurrence of certain acts; such disclaimers are not intended to, nor shall they act as, a release, estoppel or waiver of any liability incurred under the Maryland Franchise Registration and Disclosure Law.

   f. Any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the franchise.

2. No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including, fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with this franchise.

3. Each provision of this Addendum shall be effective only to the extent that the jurisdictional requirements of the Maryland Franchise Registration and Disclosure Law applicable to the provisions are met independently of this Addendum. To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said Area Development Agreement or exhibits or attachments

thereto, the terms of this Addendum shall govern.

4. Unless expressly amended by this Addendum, all other provisions of the Area Development Agreement remain unchanged.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

MOSQUITO JOE SPV LLC

By:______________________________________
Name:____________________________________
Title:_____________________________________

Area Developer:___________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

Area Developer:___________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

Area Developer:___________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

Area Developer:___________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT
MOSQUITO JOE SPV LLC

FOR THE STATE OF MINNESOTA

This Addendum to the Area Development Agreement is entered into this ___ day of _____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and _____________________________ ("you" or "Area Developer") to amend and revise said Area Development Agreement as follows:

1. In recognition of the Minnesota Franchise Law, Minn. Stat., Chapter 80C, Sections 80C.01 through 80C.22, and the Rules and Regulations promulgated pursuant thereto by the Minnesota Commission of Securities, Minnesota Rule 2860.4400, et. seq., the parties to the attached Area Development Agreement agree as follows:

a. Sections 4 and 6 shall be amended to add that with respect to franchises governed by Minnesota law, the Franchisor will comply with the Minnesota Franchise Law which requires, except in certain specified cases, that an Area Developer be given 90 days' notice of termination (with 60 days to cure) and 180 days' notice of non-renewal of the Agreement.

b. Section 14 does not provide for a prospective general release of claims against Franchisor which may be subject to the Minnesota Franchise Law. Minn. Rule 2860.4400(D) prohibits an area developer from requiring a franchisee to assent to a general release.

c. Section 16.1 shall be amended to add that Franchisor shall not in any way abrogate or reduce Area Developer's rights as provided for under the Minnesota Franchise Law including the right to submit matters to the jurisdiction of the courts of Minnesota.

d. In addition, Section 16.1 shall be amended to state that any claim concerning the Business or this Agreement or any related agreement will be barred unless an action for the claim is commenced within three (3) years from the date on which Area Developer or Franchisor knew or should have known, in the exercise of reasonable diligence, of the facts giving rise to or the claim.

e. Minn. Stat. Sec. 80C.21 and Minn. Rule 2860.4400(J) prohibit Franchisor from requiring litigation to be conducted outside Minnesota, requiring waiver of a jury trial, or requiring the franchisee to consent to liquidated damages, termination penalties or judgment notes. In addition, nothing in the Franchise Disclosure Document or agreement(s) can abrogate or reduce (1) any of Area Developer's rights as provided for in Minnesota Statutes, Chapter 80C, or (2) Area Developer's rights to any procedure, forum or remedies provided for by the laws of the jurisdiction.

2. Each provision of this Addendum shall be effective only to the extent that the jurisdictional requirements of the Minnesota Franchise Law applicable to the provisions are met independent of this Addendum. To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said Area Development Agreement or exhibits or attachments thereto, the terms of this Addendum shall govern.

3. No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including, fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with this franchise.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum understands and consents to be bound by all of its terms.

MOSQUITO JOE SPV LLC

By:_________________________________
Name:_______________________________
Title:_______________________________

Area Developer:______________________

By:_________________________________
Name:_______________________________
Title:_______________________________

Area Developer:______________________

By:_________________________________
Name:_______________________________
Title:_______________________________

Area Developer:______________________

By:_________________________________
Name:_______________________________
Title:_______________________________

Area Developer:______________________

By:_________________________________
Name:_______________________________
Title:_______________________________

ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT
MOSQUITO JOE SPV LLC

FOR THE STATE OF NEW YORK

This Addendum to the Area Development Agreement is entered into this ____ day of __________, 20___, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ____________________________ ("you" or "Area Developer") to amend and revise the Area Development Agreement as follows:

1. In recognition of the requirements of the General Business Laws of the State of New York, Article 33, §§ 680 et seq., the Area Development Agreement is amended as follows:

   a. Under Section 7.1, we will not transfer and assign our rights and obligations under the Area Development Agreement unless the transferee will be able to perform our obligations under the Area Development Agreement, in our good faith judgment, so long as it remains subject to the General Business Laws of the State of New York.

   b. Section 7.11 requires you to sign a general release as a condition to transfer of the area development rights; the release excludes claims arising under the General Business Laws of the State of New York.

   c. Section 16.1 of the Area Development Agreement states that the franchise must be governed by the laws of the state in which our principal business is then located. This requirement will not be considered a waiver of any right conferred upon the Area Developer by Article 33 of the General Business Laws.

2. Each provision of this Addendum is effective only to the extent that the jurisdictional requirements of the New York Law applicable to the provisions are met independently of this Addendum. To the extent this Addendum is inconsistent with any terms or conditions of the Area Development Agreement or exhibits or attachments thereto, the terms of this Addendum govern.

3. Unless expressly amended by this Addendum, all other terms of the Area Development Agreement remain unchanged.

IN WITNESS WHEREOF, each party has caused its duly authorized representative to sign and deliver this Addendum on the date written below.

MOSQUITO JOE SPV LLC

By:______________________________________
Name:____________________________________
Title:_____________________________________

Area Developer:____________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

Area Developer:____________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

Area Developer:____________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

Area Developer:____________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT
MOSQUITO JOE SPV LLC

FOR THE STATE OF NORTH DAKOTA

This Addendum to the Area Development Agreement is entered into this ___ day of _____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ______________________________ ("you" or "Area Developer") to amend and revise the Area Development Agreement as follows:

1. In recognition of the requirements of the North Dakota Franchise Investment Law, the Area Development Agreement for Mosquito Joe SPV LLC shall be amended as follows:

(a) Section 8.3 of the Area Development Agreement is amended to add:

Covenants not to compete such as those mentioned above are generally considered unenforceable in the State of North Dakota.

(c) Section 16.1 of the Area Development Agreement is amended to add:

Notwithstanding the foregoing, the Area Development Agreement will be governed by North Dakota law.

(d) Section 16.2 of the Area Development Agreement is amended to add:

Notwithstanding the foregoing, any claim arising under the North Dakota Franchise Investment Law shall be litigated in the State of North Dakota.

(e) Section 16.3 of the Area Development Agreement regarding waiver of jury trial is deleted in its entirety.

(f) Section 16.5 of the Area Development Agreement is amended to delete the waiver of the right to seek or recover punitive damages.

2. Each provision of this Addendum shall be effective only to the extent that the jurisdictional requirements of the North Dakota Franchise Investment Law applicable to the provisions are met independently of this Addendum. To the extent that this Addendum shall be deemed inconsistent with any terms or conditions of the Area Development Agreement or exhibits or attachments thereto, the terms of this Addendum shall govern.

3. Unless expressly amended by this Addendum, all other terms of the Area Development Agreement remain unchanged.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

MOSQUITO JOE SPV LLC

By:______________________________________
Name:_____________________________________
Title:______________________________________

Area Developer:____________________________

By:______________________________________
Name:_____________________________________
Title:______________________________________

Area Developer:____________________________

By:______________________________________
Name:_____________________________________
Title:______________________________________

Area Developer:____________________________

By:______________________________________
Name:_____________________________________
Title:______________________________________

Area Developer:____________________________

By:______________________________________
Name:_____________________________________
Title:______________________________________

ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT
MOSQUITO JOE SPV LLC

FOR THE STATE OF RHODE ISLAND

This Addendum to the Area Development Agreement is entered into this ___ day of _____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and _______________________________ ("you" or "Area Developer") to amend and revise the Area Development Agreement as follows:

1. In recognition of the requirements of the Rhode Island Franchise Investment Act, the Area Development Agreement for Mosquito Joe SPV LLC shall be amended as follows:

(a) Section 16.1 of the Area Development Agreement is amended to add:

Notwithstanding the foregoing, the Area Development Agreement will be governed by Rhode Island law.

(b) Section 16.2 of the Area Development Agreement is amended to add:

Notwithstanding the foregoing, any claim arising under the Rhode Island Franchise Investment Act shall be litigated in the State of Rhode Island.

2. Each provision of this Addendum shall be effective only to the extent that the jurisdictional requirements of the Rhode Island Franchise Investment Act applicable to the provisions are met independently of this Addendum. To the extent that this Addendum shall be deemed inconsistent with any terms or conditions of the Area Development Agreement or exhibits or attachments thereto, the terms of this Addendum shall govern.

3. Unless expressly amended by this Addendum, all other terms of the Area Development Agreement remain unchanged.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

MOSQUITO JOE SPV LLC

By:_____________________________________
Name:___________________________________
Title:____________________________________

Area Developer:__________________________

By:_____________________________________
Name:___________________________________
Title:____________________________________

Area Developer:____________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

Area Developer:____________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

Area Developer:____________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT
MOSQUITO JOE SPV LLC

FOR THE COMMONWEALTH OF VIRGINIA

This Addendum to the Area Development Agreement is entered into this ____ day of __________, 20___, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ____________________________ ("you" or "Area Developer") to amend and revise the Area Development Agreement as follows:

1. In recognition of the requirements of the Virginia Retail Franchising Act, Va. Code §§13.1-557 et seq., the Area Development Agreement shall be amended as follows:

a. Section 6.3 states that the Franchisor may terminate the Area Development Agreement if the Area Developer commits a default under any franchise agreement with Franchisor; this provision may not be enforceable if the grounds for default or termination do not constitute "reasonable cause" as that term is defined in the Virginia Retail Franchising Act or laws of Virginia.

2. Unless expressly amended by this Addendum, all other terms of the Area Development Agreement remain unchanged.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

MOSQUITO JOE SPV LLC

By:_____________________________________
Name:___________________________________
Title:____________________________________

Area Developer:___________________________

By:_____________________________________
Name:___________________________________
Title:____________________________________

Area Developer:___________________________

By:_____________________________________
Name:___________________________________
Title:____________________________________

Area Developer:___________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

Area Developer:___________________________

By:______________________________________
Name:____________________________________
Title:_____________________________________

ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT
MOSQUITO JOE SPV LLC

FOR THE STATE OF WASHINGTON

This Addendum to the Area Development Agreement is entered into this ___ day of _____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ______________________________ ("you" or "Area Developer") to amend and revise the Area Development Agreement as follows:

1. In recognition of the requirements of the State of Washington Franchise Investment Protection Act, the Area Development Agreement for Mosquito Joe SPV LLC shall be amended as follows:

(a) Section 2.1 of the Area Development Agreement is amended to add the last sentence:

Because the Franchisor has material pre-opening obligations with respect to each Business the franchisee opens under the Area Development Agreement, the Division will require that the Area Development Fee be released proportionally with respect to each Business.

(b) Section 7.12 of the Area Development Agreement is amended to add:

Transfer fees are collectable to the extent that they reflect Franchisor's reasonable estimated or actual costs in effecting a transfer.

(c) Section 16.1 of the Area Development Agreement is amended to add:

In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.

2. The following paragraphs are added to the end of the Agreement:

RCW 19.100.180 may supersede the Area Development Agreement in your relationship with the Franchisor including the areas of termination and renewal of your Area Development Agreement. There may also be court decisions which may supersede the Area Development Agreement in your relationship with the Franchisor including the areas of termination and renewal of your Area Development Agreement.

In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the Area Development Agreement, an Area Developer may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.

A release or waiver of rights executed by an area developer may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the

Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.

Transfer fees are collectable to the extent that they reflect the Franchisor's reasonable estimated or actual costs in effecting a transfer.

Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee (or area developer), unless the employee's earnings from the party seeking enforcement, when annualized, exceed $100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee (or area developer) under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed $250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the Area Development Agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.

RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting an area developer from (i) soliciting or hiring any employee of a franchisee (or area developer) of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the Area Development Agreement or elsewhere are void and unenforceable in Washington.

3. A release or waiver or rights executed by Area Developer shall not include rights under the Act except when executed pursuant to a negotiated settlement after the Area Development Agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, rights or remedies under the Act such as a right to a jury trial may not be enforceable.

4. No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including, fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with this franchise.

5. Each provision of this Addendum shall be effective only to the extent that the jurisdictional requirements of the Washington Franchise Investment Protection Act applicable to the provisions are met independently of this Addendum. To the extent that this Addendum shall be deemed inconsistent with any terms or conditions of the Area Development Agreement or exhibits or attachments thereto, the terms of this Addendum shall govern.

6. Unless expressly amended by this Addendum, all other terms of the Area Development Agreement remain unchanged.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

MOSQUITO JOE SPV LLC

By:____________________________________
Name:__________________________________
Title:___________________________________

Area Developer:__________________________

By:____________________________________
Name:__________________________________
Title:___________________________________

Area Developer:__________________________

By:____________________________________
Name:__________________________________
Title:___________________________________

Area Developer:__________________________

By:____________________________________
Name:__________________________________
Title:___________________________________

Area Developer:__________________________

By:____________________________________
Name:__________________________________
Title:___________________________________

ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT
MOSQUITO JOE SPV LLC

FOR THE STATE OF WISCONSIN

This Addendum to the Area Development Agreement is entered into this ____ day of __________, 20___, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ___________________________ ("you" or "Area Developer") to amend and revise the Area Development Agreement as follows:

1. The Wisconsin Fair Dealership Law Title XIV-A Ch. 135, Sec. 135.01-135.07, will supersede any conflicting terms of the Area Development Agreement.

2. This provision of this Addendum shall be effective only to the extent that the jurisdictional requirements of the Wisconsin Fair Dealership Law applicable to the provisions are met independent of this Addendum. To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said Area Development Agreement or exhibits or attachments thereto, the terms of this Addendum shall govern.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

MOSQUITO JOE SPV LLC

By:_____________________________________
Name:___________________________________
Title:____________________________________

Area Developer:__________________________

By:_____________________________________
Name:___________________________________
Title:____________________________________

Area Developer:__________________________

By:_____________________________________
Name:___________________________________
Title:____________________________________

Area Developer:___________________________

By:_____________________________________
Name:___________________________________
Title:___________________________________

Area Developer:___________________________

By:_____________________________________
Name:___________________________________
Title:___________________________________

EXHIBIT G
OPTION TO PURCHASE AGREEMENT

This OPTION TO PURCHASE AGREEMENT (the "Option") is entered into as of ___________ (the "Effective Date") by and between MOSQUITO JOE SPV LLC, a Delaware limited liability company, located at 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452 ("Franchisor"), and _____________, a __________ having an address of __________________________________ ("Franchisee").

WHEREAS, Franchisor and Franchisee have contemporaneously herewith entered into a Franchise Agreement (the "Agreement") pursuant to which Franchisor granted Franchisee a license to use the Marks and the System to operate a Mosquito Joe® franchise in a specified geographical area more fully described in the Agreement (the "Territory"), and Franchisee desires and Franchisor is willing to grant Franchisee an Option to acquire the territory described on Exhibit "A" hereto (the "Additional Territory").

NOW, THEREFORE, for and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

1. Franchisor acknowledges that Franchisee has paid Franchisor the non-refundable sum of $____________ (the "Deposit"), which shall be credited toward the initial franchise fee of $___________ for the Additional Territory (the "Initial Franchise Fee") upon Franchisee's exercise of this Option.

2. Franchisee is hereby granted an Option, for a period beginning on the Effective Date and ending on January 15th of the calendar year immediately following the Effective Date (the "Option Period"), to acquire the rights to the Additional Territory so long as the foregoing conditions are fulfilled:

a. Franchisee must be in compliance with the Agreement during the Option Period in order to exercise its Option hereunder. All rights created hereunder shall terminate should Franchisee at any time be in material breach of the Agreement.

b. Franchisee may exercise this Option at any time during the Option Period by notifying Franchisor in writing of Franchisee's intent to purchase the Additional Territory (if Franchisee does not notify Franchisor by the end of the Option Period, this Option will expire and the consideration paid will be forfeited).

c. Franchisee must meet Franchisor's then-current qualifications for expansion.

d. Franchisor will deliver to Franchise a franchise agreement for the grant of the Additional Territory (or, in Franchisor's discretion, an amendment to the Agreement adding the Additional Territory) within 30 business days after receipt of Franchisee's notice.

e. Franchisee shall sign and return the franchise agreement (or amendment, as the case may be) and pay the Initial Franchise Fee (minus the Deposit) within the time specified by Franchisor.

3. Nothing in this Option shall be construed to grant Franchisee any rights to the Additional Territory. During the Option Period, if Franchisor permits Franchisee to provide services in the Additional Territory, Franchisee agrees and acknowledges that it will be subject to competition in the Additional Territory from other franchisees.

Signed this ________ day of _______________, 20__.

FRANCHISEE:

____
____________________________, individually

Accepted as of this _____ day of _________________, 20__, in Waco, Texas.

FRANCHISOR:

MOSQUITO JOE SPV LLC

BY:___________________________________

EXHIBIT A
TO THE OPTION TO PURCHASE AGREEMENT

Additional Territory Description	[*INSERT TERRITORY DESCRIPTION*] **Areas with Special Laws or Requirements:** To the extent any portion of the Territory includes an area designated as an Indian Reserve, a governmental territory or other territory that may have separate or additional laws, regulations or other requirements for performing work in such territory, Franchisee is granted such territory only to the extent and for so long as Franchisee is qualified under such separate or additional requirements to perform work in such territory; knowledge of and compliance with such requirements being the sole responsibility of Franchisee.

EXHIBIT H

RENEWAL ADDENDUM WITH TERMINATION OF ORIGINAL FRANCHISE AGREEMENT AND RELEASE

This RENEWAL ADDENDUM WITH TERMINATION OF FRANCHISE AGREEMENT AND RELEASE (this "Addendum") is entered into by and between MOSQUITO JOE SPV LLC, a Delaware limited liability company having a principal place of business at 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452 ("Franchisor"), and ______________, individually, having an address of ____________________________________ ("Franchisee").

WHEREAS, Franchisor and Franchisee have entered into a franchise agreement dated as of ___ pursuant to which Franchisor has granted Franchisee a right and obligation to establish and operate a Mosquito Joe® franchise using the Marks and the System in and for the Territory (the "Original Franchise Agreement"); and

WHEREAS, on the terms set forth below, Franchisor and Franchisee desire to terminate and cancel the Original Franchise Agreement; and

WHEREAS, Franchisor and Franchisee have contemporaneously herewith entered into a franchise agreement pursuant to which Franchisor has granted Franchisee a renewal license, granting Franchisee the right and obligation to continue operation of the franchise using the Marks and the System in and for the Territory (the "Agreement"); and

[WHEREAS, Franchisee acknowledges and agrees that Franchisee's execution of the Agreement is pursuant to Franchisee's last renewal option under the Original Franchise Agreement and Franchisee has no further rights of renewal; and]

WHEREAS, the parties have agreed to alter the terms stated in the Agreement, as provided herein to reflect the parties' intentions and the terms of renewal stated in the Original Franchise Agreement.

NOW, THEREFORE, that for and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

1. The Original Franchise Agreement is hereby terminated by mutual agreement, except for Franchisee's indemnification obligations thereunder.

2. Notwithstanding anything to the contrary in the Agreement, in the event of a conflict between the provisions of the Agreement and the provisions of this Addendum, the provisions of this Addendum shall control. The parties agree that the Agreement remains fully effective in all respects except as specifically modified herein, and all the respective rights and obligations of Franchisee and Franchisor remain as written unless modified specifically herein.

3. Franchisee agrees that the renewal fee will be collected via electronic ACH from Franchisee's bank account at signing of the Agreement, and Franchisee hereby represents and warrants to Franchisor that all necessary action for the execution of this Addendum has been taken.

4. If Franchisee is executing the Agreement at least 60 days prior to the expiration date of the then-current term of the Original Franchise Agreement (such expiration date, the "Original FA Expiration Date"), then Section 4.A, <u>Term</u>, of the Agreement is hereby amended so that the term of the Agreement is the time period from the Effective Date of the Agreement until the Original FA Expiration Date, plus 10 years. (For example, if the Agreement was signed 12 months before the Original Franchise

Agreement expires, the term of the Agreement would be 11 years).

[Because Franchisee is hereby exercising its last renewal option under the Original Franchise Agreement, Section 4.B (Renewal Term and Conditions of Renewal) of the Original Franchise Agreement is hereby deleted.]

5. Section 8.A, Initial License Fee, is amended to provide that no initial franchise fee shall be due upon execution of the Agreement.

6. Section 8.B, License Fee, is amended to provide that Franchisee must report and pay a weekly License Fee beginning the 1st week of the Agreement at the rate stated in the Agreement, unless one of the provisions below applies:

☐ Franchisee has executed the Agreement at least 60 days prior to the Original FA Expiration Date. Accordingly, the License Fees and MAP Fees as set forth in the Original Franchise Agreement shall continue to apply under the Agreement until the Original FA Expiration Date, and thereafter the License Fees and MAP Fees set forth in the Agreement shall apply.

☐ Franchisee is renewing for the first renewal term and has executed the Agreement at least 7 calendar days prior to the expiration of the Original Franchise Agreement and the license fee under the Original Franchise Agreement is less than Franchisor's current standard license fee by more than 0.25% (for example, if the current standard license fee is 10% and the license fee under the Original Franchise Agreement was less than 9.75%). Accordingly, for the first 12 months of the renewal term, Franchisee's License Fee under the Agreement will equal the license fee under the Original Franchise Agreement, and thereafter the License Fee under the Agreement will increase gradually over time until the Franchisee's License Fee equals the Franchisor's standard license fee rate set forth in the Data Sheet to the Agreement, as follows:

Renewal Term Time Period	Months 1-12				
License Fee Rate					

☐ Franchisee is renewing for a second renewal term and has executed the Agreement at least 7 calendar days prior to the expiration of the Original Franchise Agreement and the license fee under the Original Franchise Agreement is less than Franchisor's current standard license fee by more than 0.25%. Accordingly, for the first 24 months of the renewal term, Franchisee's License Fee under the Agreement will equal the license fee under the Original Franchise Agreement, and thereafter the License Fee under the Agreement will increase gradually over time until the Franchisee's License Fee equals the Franchisor's standard license fee rate set forth in the Data Sheet to the Agreement, as follows:

Renewal Term Time Period	Months 1-12				
License Fee Rate					

If any of the provisions above is selected and, at any time, Franchisee is not in compliance with the terms of the Agreement, Franchisor may immediately increase Franchisee's License Fee up to Franchisor's standard license fee at the time of renewal.

The Minimum License Fee payment obligation (in the amount provided in the Agreement) begins the first week of the term of the Agreement, at the highest rate stated in the Original Franchise

Agreement.

7. Franchisee, for itself and each of its past and present heirs, executors, administrators, representatives, affiliates, directors, officers, owners, successors and assigns and on behalf of any other party claiming an interest through Franchisee, in their corporate and individual capacities (collectively "Releasor"), hereby releases and forever discharges Franchisor and each of its predecessors, successors, affiliates, subsidiaries, assigns, past and present officers, directors, shareholders, agents and employees, and their respective heirs, executors, administrators, representatives, successors and assigns, in their corporate and individual capacities (collectively "Releasees"), from, in respect of and in relation to any and all claims, actions, causes of action, suits, debts, obligations, liabilities, sums of money, costs and expenses, acts, omissions or refusals to act, damages, judgments and demands, of any kind whatsoever, joint or several, known or unknown, vested or contingent, which the Releasor ever had, now has or which Releasor hereinafter can, will or may have, against Releasees related to, arising from, for, upon or by reason of any matter, cause or thing whatsoever related to the Original Franchise Agreement and the business operated thereunder or any other agreement between Releasor and Releasees, or the relationship between Releasor and Releasees, through the Effective Date (collectively, the "Claims"), for known or unknown damages or other losses, including but not limited to any alleged violations of any deceptive or unfair trade practices laws, franchise laws, or other local, municipal, state, federal, or other laws, statutes, rules or regulations, and any alleged violations of the Original Franchise Agreement or any other related agreement between the Releasor and Releasees or the relationship between Releasor and Releasees through and including the Effective Date. For avoidance of doubt, the Releasor does not release Releasees from any obligations arising by virtue of the Agreement and any claims arising from the Releasees' failure to comply with those obligations or the Franchise Disclosure Document furnished to Franchisee as part of entering into the Agreement and the franchise laws that apply to the specific offer, sale and signing of the Agreement.

The release of the Claims as set forth above is intended by the Releasor to be full and unconditional general releases, as that phrase is used and commonly interpreted, extending to all claims of any nature, whether or not known, expected or anticipated to exist in favor of the Releasees regardless of whether any unknown, unsuspected or unanticipated claim would materially affect settlement and compromise of any matter mentioned herein. In making this voluntary express waiver, the Releasor acknowledges that claims or facts in addition to or different from those which are now known to exist with respect to the matters mentioned herein may later be discovered and that it is the Releasor's intention to hereby fully and forever settle and release any and all matters, regardless of the possibility of later discovered claims or facts. The Releasor acknowledges that Releasor has had adequate opportunity to gather all information necessary to enter into this Addendum and to grant the releases contained herein, and needs no further information or knowledge of any kind that would otherwise influence the decision to enter into this Addendum. The Releasor, for itself and its heirs, successors and assigns, hereby expressly, voluntarily, and knowingly waives, relinquishes and abandons each and every right, protection, and benefit to which they would be entitled, now or at any time hereafter under Section 1542 of the Civil Code of the State of California, as well as under any other statutes or common law principles of similar effect to said Section 1542, whether now or hereafter existing under the laws of California or any other applicable federal or state law with jurisdiction over the parties' relationship. The Releasor acknowledges that Section 1542 of the Civil Code of the State of California provides as follows:

> "A general release does not extend to claims which the creditor or releasing party does not know or suspect to exist in his favor at the time of executing the release, which if known by him must have materially affected his settlement with the debtor or released party."

This release is and shall be and remain a full, complete and unconditional general release. The Releasor acknowledges and agrees that this release is an essential, integral and material term of this Addendum. The Releasor further acknowledges and agrees that no violation of this Addendum shall void the release set forth herein.

8. Notwithstanding the releases contained herein, all rights and obligations created under this Addendum will specifically survive the execution of this Addendum and the releases contained herein.

9. Each person executing this Addendum on behalf of any of the parties hereto represents and warrants that he or she has been fully empowered to execute this Addendum and that all necessary action has been taken.

10. The provisions of this Addendum shall inure to the benefit of and be binding upon the heirs, successors and assigns in interest of the parties.

11. Each of the parties hereto represents and warrants to each other party that it has not heretofore assigned or transferred, or purported to assign or transfer to any person, entity or corporation whatsoever, any of the claims released hereunder. Each party agrees to indemnify and hold harmless each other party against any claim, demand, debt, obligation, liability, cost, expense, right of action or cause of action based on, arising out of, or in connection with any such transfer or assignment or purported transfer or assignment.

12. If any provision of this Addendum shall for any reason be held violative of any applicable law, governmental rule or regulation, or if said agreement is held to be unenforceable or unconscionable, then the invalidity of such specific provisions herein shall not be held to invalidate the remaining provisions of this Addendum.

< SIGNATURES APPEAR ON THE NEXT PAGE >

Signed on this ___________ day of _________________, 20__ (the "Effective Date").

FRANCHISEE:

____
_________________________, individually

Accepted as of the ________ day of __________________, 20__, in Waco, Texas.

FRANCHISOR:

MOSQUITO JOE SPV LLC

BY: ________________________________

EXHIBIT I

GENERAL RELEASE

This GENERAL RELEASE (this "Release") is made and executed by [NAME], individually ("you"), as of __________________ ("Effective Date").

WHEREAS, you entered into a franchise agreement dated ________ with MOSQUITO JOE SPV LLC ("us"), and [*describe facts*].

NOW, THEREFORE, in consideration of good and valuable consideration, the receipt and sufficiency of which are acknowledged, you agree as follows:

You, for yourself and each of your past and present heirs, executors, administrators, representatives, affiliates, directors, officers, owners, successors and assigns and on behalf of any other party claiming an interest through you, in their corporate and individual capacities (collectively "Releasor"), hereby releases and forever discharges us and each of our predecessors, successors, affiliates, subsidiaries, assigns, past and present officers, directors, shareholders, agents and employees, and their respective heirs, executors, administrators, representatives, successors and assigns, in their corporate and individual capacities (collectively "Releasees"), from, in respect of and in relation to any and all claims, actions, causes of action, suits, debts, obligations, liabilities, sums of money, costs and expenses, acts, omissions or refusals to act, damages, judgments and demands, of any kind whatsoever, joint or several, known or unknown, vested or contingent, which the Releasor ever had, now has or which Releasor hereinafter can, will or may have, against Releasees related to, arising from, for, upon or by reason of any matter, cause or thing whatsoever, through the Effective Date (collectively, the "Claims"), for known or unknown damages or other losses, including but not limited to any alleged violations of any deceptive or unfair trade practices laws, franchise laws, or other local, municipal, state, federal, or other laws, statutes, rules or regulations, and any alleged violations of any agreement between the Releasor and Releasees or the relationship between Releasor and Releasees through and including the Effective Date.

The release of the Claims as set forth above is intended by the Releasor to be full and unconditional general releases, as that phrase is used and commonly interpreted, extending to all claims of any nature, whether or not known, expected or anticipated to exist in favor of the Releasees regardless of whether any unknown, unsuspected or unanticipated claim would materially affect settlement and compromise of any matter mentioned herein. In making this voluntary express waiver, the Releasor acknowledges that claims or facts in addition to or different from those which are now known to exist with respect to the matters mentioned herein may later be discovered and that it is the Releasor's intention to hereby fully and forever settle and release any and all matters, regardless of the possibility of later discovered claims or facts. The Releasor acknowledges that Releasor has had adequate opportunity to gather all information necessary to enter into this Release and to grant the releases contained herein, and needs no further information or knowledge of any kind that would otherwise influence the decision to enter into this Release. The Releasor, for itself and its heirs, successors and assigns, hereby expressly, voluntarily, and knowingly waives, relinquishes and abandons each and every right, protection, and benefit to which they would be entitled, now or at any time hereafter under Section 1542 of the Civil Code of the State of California, as well as under any other statutes or common law principles of similar effect to said Section 1542, whether now or hereafter existing under the laws of California or any other applicable federal or state law with jurisdiction over the parties' relationship. The Releasor acknowledges that Section 1542 of the Civil Code of the State of California provides as follows:

> "A general release does not extend to claims which the creditor or releasing party does not know or suspect to exist in his favor at the time

> of executing the release, which if known by him must have materially affected his settlement with the debtor or released party."

This Release is and shall be and remain a full, complete and unconditional general release.

____
Name, individually

STATE OF _________________ §
§
COUNTY OF ________________ §

I hereby certify that before me, a notary public, personally appeared [NAME] who made oath in due form of law that s/he was executing the foregoing General Release for the purposes therein contained.

As witness, my hand and Notarial Seal on __________________, 20___.

____
Notary Public

My Commission Expires: __________________

EXHIBIT J

PROTRADENET AGREEMENT

WHEREAS, ______________, individually, having an address of ___________________________________ ("Franchisee," sometimes referred to as "Contractor") is a Franchisee of **MOSQUITO JOE SPV LLC**, a Delaware limited liability company, located at 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452 ("Franchisor," sometimes referred to as "Trading Partner"), the trading partner of **PROTRADENET SPV LLC** ("PROTRADENET") having an address of 1010 N. University Parks Drive, Waco, TX 76707 and Franchisee desires to participate in discounts, rebates, incentives and other benefits ("Programs") negotiated by PROTRADENET with selected vendors, manufacturers and distributors ("Vendors");

NOW, THEREFORE, for good and valuable consideration, the sufficiency of which is acknowledged by all parties, the parties hereto agree to the following terms and conditions:

1. **Term and Default.** The term of this Agreement shall commence on ______________________ and end on December 31 of this year and the Agreement will automatically renew for an additional one (1) calendar year period each year thereafter, commencing on January 1 of next year and each January 1st thereafter, unless earlier terminated in accordance with this Agreement. Notwithstanding the foregoing, PROTRADENET may terminate this Agreement at any time, with or without cause, for any reason whatsoever upon providing the other party written notice of intent to terminate the Agreement and this agreement will automatically terminate upon expiration or termination of the franchise agreement by and between Franchisee and Franchisor with no notice of termination required. In any case, PROTRADENET may terminate this Agreement at any time upon notice to Franchisee if Franchisee is in default of his Franchise Agreement with Franchisor or if Franchisee has failed to comply with the terms and conditions of participation in this Program as set forth in this Agreement, on the website of PROTRADENET or as specified by Franchisor. Upon any termination of this agreement neither PROTRADENET nor any of its affiliates will have any liability to Franchisee or any other party.

2. **PROTRADENET Administration.** PROTRADENET or Franchisor may, but are not required to, return a portion of the fees paid to PROTRADENET from Vendors on behalf of purchases made by Franchisee ("Rebates") directly to Franchisee if Franchisee meets certain conditions, such as Vendor terms and conditions, attendance at Franchisor annual meetings, and other criteria as established by Vendor, PROTRADENET or Franchisor. All fees or Rebates not returned to franchisees may be retained by PROTRADENET or Franchisor and used to cover administrative costs, or promote Franchisor's system and brand. The allocation of these Rebates may change at the sole discretion of PROTRADENET. Accordingly, subject to the terms and conditions set forth in this Agreement, PROTRADENET agrees to process Program Rebates when paid by Vendor within terms as agreed upon by Franchisor. PROTRADENET will pay Franchisor or Franchisee directly, at the discretion of Franchisor. Franchisor reserves the right to deny Program Rebates otherwise due to Franchisee if Franchisor deems Franchisee not qualified for a Rebate(s). PROTRADENET may also withhold or deny Program Rebates if terms of the Program are not met.

3. **Franchisee Exclusion from Vendor Program.** Franchisee acknowledges the Vendor's right to exclude Franchisee from the Program for failure to meet Vendor's terms or for other reasons at the Vendor's discretion.

4. **Access and Release of Information.** Franchisee authorizes PROTRADENET to provide information including, but not limited to, Franchisee's Federal Tax Identification Number "FTIN") and

purchase orders, invoices, payments, purchase history or other purchasing information to its Vendors regarding Franchisee, and Franchisee authorizes PROTRADENET to request, and Vendors to provide, information manually or electronically regarding purchase orders, invoices, payments, purchase history or other purchasing information from Vendors for the purpose of administration of the Program. Franchisee hereby releases PROTRADENET and its parent, affiliates, past and present members, officers, employees, agents, successors and assigns from any liability whatsoever with regard to PROTRADENET providing Franchisee's confidential information, including Franchisee's FTIN, to Vendors or Franchisor pursuant to this Agreement.

5. **Confidentiality.** Franchisee acknowledges the proprietary and confidential nature of PROTRADENET's, Franchisors' and Vendor's Program details and shall use this information only for the purposes of inquiry or purchasing of VENDOR's products and services from the Program. Franchisee shall not provide PROTRADENET's, Franchisors' and/or Vendor's confidential Program information to a third party. This section shall survive the expiration or termination of this Agreement.

6. **Vendors.** Vendors may be added or removed from the Program at any time. Franchisee will receive written, email, or website notification of a change in Vendor status from PROTRADENET or Franchisor. Franchisors have SOLE DISCRETION over whether or not they choose to participate in a Vendor Program and offer that Program to their franchisees.

7. **Miscellaneous**

7.1 **No Guarantee of Rebates.** PROTRADENET does not guarantee any Vendor rebates or payments by Vendors. If PROTRADENET does not receive payment from the Vendor, rebates will not be paid.

7.2 **No Guarantee of Accuracy.** PROTRADENET makes no guarantee of accuracy or uninterrupted delivery of the data exchanged using the e-commerce web solution software as a part of the Program. It is the responsibility of the Franchisee to notify PROTRADENET or Vendor if the purchasing information represented on the e-commerce website is incorrect. Franchisee must notify PROTRADENET within sixty (60) days of the transaction date if the purchasing information is missing or invalid.

7.3 **Effective Date.** This Agreement shall become effective on the date that it is signed by PROTRADENET.

8. **Electronic Invoicing.** Franchisee agrees by its signature below to receive invoices from any Vendor electronically that offers this service though the PROTRADENET e-commerce platform.

9. **Electronic Promotions.** Franchisee agrees by its signature below to receive electronic or email based promotions from PROTRADENET.

10. **Additional Terms and Conditions.** Franchisee agrees by its signature below to abide by all of the terms and conditions on the website of PROTRADENET, www.PROTRADENET.com, www.PROTRADENET.com and www.PROTRADENET.net, which include but are not limited to:

Terms of Use and Privacy Policy

These terms and conditions may be modified and additional terms and conditions added at the sole discretion of Franchisor or PROTRADENET.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed by their duly authorized representatives whose signatures appear below.

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____

___________________________, individually

Accepted as of this _____ day of _________________, 20__, in Waco, Texas.

PROTRADENET:

PROTRADENET SPV. LLC

EXHIBIT K

SOFTWARE SYSTEM USER AND MAINTENANCE AGREEMENT

This SOFTWARE SYSTEM USER AND MAINTENANCE AGREEMENT is entered into by and between **MOSQUITO JOE SPV LLC**, a Delaware limited liability company, located at 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452 ("Franchisor"), and ______________________, individually, having an address of ____________________ ("Franchisee") dated as of _______.

WHEREAS, contemporaneously with the execution of this Agreement, the parties are entering into a franchise agreement ("Franchise Agreement") and/or an amendment to an existing Franchise Agreement pursuant to which Franchisor is granting to Franchisee the right to operate a MOSQUITO JOE® franchise and Franchisee is agreeing to undertake the obligations of a MOSQUITO JOE® franchisee. One of Franchisee's obligations under the Franchisee Agreement is to install, maintain and upgrade such computer hardware, software and Internet access as Franchisor may periodically require.

WHEREAS, Franchisor requires all of its franchisees to use the software identified on **Exhibit "A"** hereto (collectively, the "Software System"), which Software System Franchisor may revise from time to time upon notice to Franchisee.

WHEREAS, to the extent the Software System includes third-party software, Franchisee will become licensed by such third party software provider (each, a "Third-Party Provider") to access and use the third-party software through the acceptance of the Third-Party Provider's terms and conditions as provided on the Third-Party Provider's website, as set forth on **Exhibit "A"** hereto.

WHEREAS, each Third-Party Provider has delegated to Franchisor and/or Franchisor's designee the training, maintenance and support of such Third-Party Provider's software included in the Software System and licensed to the MOSQUITO JOE® franchisees.

WHEREAS, the Third-Party Providers and the Parties desire to define the terms and conditions on which Franchisor will provide for the training, maintenance and support for the software included in the Software System.

NOW, THEREFORE, the Parties agree as follows:

1. **TRAINING**

(a) ***ZorWare***. Franchisor hereby appoints ZorWare SPV LLC ("ZorWare") as Franchisor's agent and designee to provide training and maintenance to Franchisee, as applicable, with respect to the Software System. Franchisee agrees to cooperate with ZorWare in all matters relating to the installation and maintenance of the Software System and the training of Franchisee's personnel with respect to the Software System.

(b) ***Maintenance, Upgrades and Fixes***. Franchisor or ZorWare may, in their discretion, modify, upgrade or create fixes, service releases and new versions of the Software System from time to time and provide them to Franchisee. Franchisor may from time to time add software to or remove software from the Software System upon notice to Franchisee.

(c) ***Remote Access***. Franchisee acknowledges that the proper functioning of the Software System as intended by Franchisor requires Franchisee to give Franchisor and ZorWare remote access to

Franchisee's network. Franchisee agrees to give Franchisor and ZorWare such remote access to Franchisee's network at all times to allow for the full functioning of the Software System, to allow Franchisor or ZorWare to install the Software System and modifications, fixes, service releases and new versions of the Software System, and to provide training and support. Franchisee understands and acknowledges that such remote access will allow both Franchisor and ZorWare to have access to the data generated by Franchisee's use of the Software System, and will allow for Franchisee's submission of periodic reports to Franchisor, as required by Franchisor.

2. **FEES**

(a) ***Monthly Fees***. Franchisee will pay to ZorWare a monthly support and maintenance fee, in the amount set forth on **Exhibit "A"**. The monthly fees will be paid via automatic bank draft. ZorWare may increase monthly support and maintenance fees, and/or modify the services that are provided for these fees, provided Franchisee is notified of any changes applicable to Franchisee. These fees may increase in the future, but not more than by 20% 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. The amount of each bill will be the then current amount charged for monthly support and maintenance fees by ZorWare to franchisees of Franchisor.

(b) ***Additional Fees***. If Franchisor or its affiliate develops proprietary software other than the Software System that Franchisor requires or permits Franchisee to use, Franchisor may charge Franchisee a license or maintenance fee for such software that will be reasonable in light of the fees that other companies charge for comparable software packages. Unless the Parties enter into a separate license agreement for such software, the terms and conditions for that software's maintenance and support will be the same as those set forth in this Agreement.

(c) ***Late Payments***. Any amount due hereunder that is not paid within 30 days of the invoice date will incur a late fee of $25 per month, or the maximum amount allowed under the law, whichever is lower.

3. **CONFIDENTIALITY AND LIMITED ACCESS**

(a) ***Nondisclosure***. Franchisee agrees to maintain the Software System, its documentation and the data generated by the use of the Software System in confidence by using at least the same physical and other security measures that Franchisee uses for its own confidential information. Franchisee further agrees not to allow anyone to access or use the Software System or to see its documentation or the data it generates other than Franchisee's employees, agents and representatives who have a need to have access to or to use the Software System in order to support Franchisee's authorized use thereof, provided that each such employee, agent and representative shall have signed an undertaking to Franchisee acknowledging that he or she is bound by an obligation of confidentiality.

(b) ***Notice of Loss***. Franchisee shall immediately notify Franchisor upon discovering any loss or theft of any copy of the Software System or its documentation or any data generated by its use, or any unauthorized disclosure thereof by any of Franchisee's employees, agents or representatives.

4. **REPRESENTATIONS; WARRANTIES; LIMITATION OF LIABILITY**

(a) ***Disclaimer of Warranty***. **EXCEPT AS SPECIFICALLY PROVIDED HEREIN, FRANCHISOR DOES NOT MAKE ANY EXPRESS OR IMPLIED WARRANTY WHATSOEVER. FRANCHISOR EXPRESSLY DISCLAIMS THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.**

(b) ***Limitation of Liability*. THE LIABILITY OF FRANCHISOR TO FRANCHISEE WILL BE LIMITED TO DIRECT DAMAGES ARISING SOLELY OUT OF FRANCHISOR'S MAINTENANCE OBLIGATIONS UNDER THIS AGREEMENT. IN NO EVENT WILL FRANCHISOR BE LIABLE FOR INCIDENTAL, SPECIAL, INDIRECT, OR CONSEQUENTIAL DAMAGES (INCLUDING LOST PROFITS), EVEN IF FRANCHISOR HAS PREVIOUSLY BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.**

5. TERM; TERMINATION; DISABLING OF SOFTWARE SYSTEM

(a) ***Term***. Except as otherwise expressly set forth below, with respect to each software included in the Software System, the Parties intend that the term of the license granted by the applicable Third-Party Provider for such software will be coextensive with the term of the Franchise Agreement and all renewals and extensions thereof.

(b) ***Automatic Termination***. The license granted by each Third-Party Provider will terminate automatically upon the expiration, nonrenewal or termination of the Franchise Agreement.

(c) ***Termination by Franchisor***. Franchisor may seek to have the Third-Party Provider terminate its license granted to Franchisee upon notice to Franchisee with immediate effect in the event that (i) Franchisee materially breaches any of its obligations under this Agreement or under the Franchise Agreement, or (ii) Franchisor requires Franchisee to cease using such software (or all software) included in the Software System.

(d) ***Disabling of the Software System***. Franchisor reserves the right to request that a Third-Party Provider disable the functionality of such Third-Party Provider's software included the Software System, in whole or in part, in the event that Franchisee (i) fails in a timely manner to submit to Franchisor the reports required by Franchisor under the Franchise Agreement, (ii) fails in a timely manner to pay to Franchisor or ZorWare the required monthly Software System fees, or (iii) otherwise materially breaches this Agreement or the Franchise Agreement. Franchisor will not be liable to Franchisee for any damages whatsoever that may result directly or indirectly from a Third-Party Provider's disabling of the functionality of its software pursuant to this section.

(e) ***Disposition of Copies***. Upon termination of the license granted by a Third-Party Provider, Franchisee shall promptly return to Franchisor, or otherwise dispose of, as Franchisor may instruct, all physical copies of the applicable software included in the Software System and its associated documentation in Franchisee's possession or under Franchisee's control and shall remove all copies thereof from Franchisee's computers and other electronic storage media. Upon Franchisor's request, Franchisee shall provide Franchisor with written certification of its compliance with the foregoing.

(f) ***No Refunds***. Upon the expiration or termination of the license granted by a Third-Party Provider, or if the applicable Software System software is disabled as described above, Franchisee will not receive any refund of any payments made to ZorWare.

6. MISCELLANEOUS

(a) ***Remedies***. Franchisee acknowledges that any breach of the covenants set forth in Section 3 this Agreement would cause irreparable damage to Franchisor that would be incapable of precise measurement and for which no adequate remedy would exist at law. Franchisee therefore agrees that injunctive relief shall be available for any such breach in addition to all other remedies that may be available.

(b) ***Notices***. All notices, requests, consents and other communications required or permitted by this Agreement shall be in writing and shall be delivered by hand, fax, overnight delivery service, or registered or certified first class mail, to then-current address of the recipient known by the sender, to the attention of the person then holding the title of the person signing this Agreement on behalf of the recipient. Any such notice, request, consent or other communication shall be deemed given and be effective upon receipt at such address.

(c) ***Entire Agreement; Amendments***. This Agreement constitutes the entire understanding between the parties relating to the subject matter hereof, superseding all prior agreements, arrangements and understandings between the parties relating to its subject matter. This Agreement may not be amended or changed in any way unless such changes are in writing signed by the parties hereto.

(d) ***Waiver***. No delay, omission or failure to exercise any right or remedy provided for herein will be deemed to be a waiver thereof or acquiescence in the event giving rise to such right or remedy. No waiver will be binding unless contained in a writing signed by the party waiving its rights. Any waiver is limited to the specific situation in which it is given and no waiver of any breach or default under this Agreement will be construed as a waiver of any earlier or succeeding breach or default.

(e) ***Governing Law***. This Agreement will be governed by and construed in accordance with the laws of the State of Texas applicable to agreements made and to be performed entirely within the State of Texas, without regard to Texas's conflicts of law principles.

(f) ***Forum***. The parties hereby irrevocably consent to the non-exclusive jurisdiction of the federal and state courts located in Waco, McLennan County, Texas, in any action for temporary, interim or provisional equitable remedies. The parties hereby waive, to the full extent permitted by law, defenses based on jurisdiction, venue and forum non conveniens. The parties further consent to service of process by certified mail, return receipt requested, or by any other means permitted by law.

(g) ***Costs, Expenses and Attorneys' Fees***. If an action is commenced between the parties to enforce any provision of this Agreement, the prevailing party will be entitled to reasonable costs and expenses, including attorneys' fees.

(h) ***Effective Date.*** This Agreement shall become effective on the date it is signed by Franchisor.

< SIGNATURES APPEAR ON THE NEXT PAGE >

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____

_____________________________, individually

Accepted as of this _____ day of _________________, 20__, in Waco, Texas.

FRANCHISOR:

MOSQUITO JOE SPV LLC

BY:___________________________________

EXHIBIT "A"
TO
SOFTWARE SYSTEM USER AND MAINTENANCE AGREEMENT

Software System:

Software included in Software System	Third-Party Provider's Terms and Conditions that Franchisee must accept in order to access and use of software
ClickTecs	https://clicktecs.com/terms/
Qvinci	http://www.qvinci.com/terms-of-use/ http://www.qvinci.com/saas-agreement/
FranConnect	http://franconnect.com/privacy-and-data-collection-policy/
ServSuite	https://www.servicepro.com/privacy-policy/
WebPunch	https://webpunch12.com/end-user-license-agreement/
Nextiva	https://www.nextiva.com/terms-and-conditions.html

The software included in the Software System is subject to change by Franchisor upon notice to Franchisee.

Software System Fees: $357 per month plus $25 for each additional Territory after the first Territory. This fee covers the use of one O365 Exchange email account, 1 O365 E1 email account, 1 O365 E3 email account, FranConnect, Nextiva (up to 2 seats), ClickTecs, ServSuite, and Qvinci. This fee does not include the cost to license the software WebPunch, which cost is paid to the Franchisor by the Franchisee as part of the MAP Fee. These fees are subject to change by Franchisor upon notice to Franchisee.

Additional Microsoft Office365 ("O365") Exchange email accounts are $4.00 per month, additional O365 E1 email accounts are $10.00 per month, and additional O365 E3 email accounts are $23.00 per month.

EXHIBIT L

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EXHIBIT M

ASSIGNMENT AND CONSENT AGREEMENT

This Assignment and Consent Agreement (this "Agreement") is made effective as of the date Franchisor signs below (the "Effective Date") and is entered into by and among [ ] ("Franchisee"), and [ ] (a "Franchisee Principal(s)") (Franchisee and Franchisee Principal(s) collectively referred to as "Assignor"), [ ] ("Assignee"), and MOSQUITO JOE SPV LLC, a Delaware limited liability company having a principal place of business at 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452 ("Franchisor"). All capitalized terms not defined in this Agreement have the respective meanings set forth in the Old Franchise Agreement (as defined below).

RECITALS

A. Franchisor and Assignor are parties to a Mosquito Joe® Franchise Agreement dated [ ] (the "Old Franchise Agreement"), pursuant to which Assignor was granted the right to operate a Mosquito Joe® business in the following territory: ___________________________ (the "Franchised Business").

B. Assignor desires to assign to Assignee all right, title and interest in the Franchised Business, including the franchise rights for the Franchised Business (the "Assignment"); Assignee wishes to accept the Assignment and, as of the Effective Date, assume all of the duties, obligations, and liabilities of Assignor related thereto by entering into a purchase and sale agreement with Assignor and by signing a franchise agreement with Franchisor.

C. Assignor represents that there is no dispute related to the offer and sale of the Old Franchise Agreement or Franchised Business, and further represents that Assignor has no claims against Franchisor under applicable laws.

D. In consideration of Assignor's request for the Assignment and the representations set forth in Recital C above, Franchisor is willing to consent to the Assignment as of the Effective Date, subject to the provisions stated below, and Assignor agrees to settle all known and unknown disputes it may have against Franchisor, if any, that exist as of the Effective Date.

AGREEMENTS

NOW, THEREFORE, in exchange for good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

1. Assignment and Assumption. Assignor assigns to Assignee all right, title and interest in and to the Franchised Business, including the franchise rights for the Franchised Business. Assignee unconditionally assumes and accepts the Assignment of the Franchised Business, including the franchise rights for the Franchised Business, and agrees to be bound by all duties, obligations, and liabilities of the Assignor related thereto, including without limitation all of Assignor's customer obligations, including all warranty work and service plans obligations.

2. Signing of Current Form of Franchise Agreement. As a condition of Franchisor's consent to the Assignment, Assignee agrees to sign Franchisor's then-current form of franchise agreement (the "New Franchise Agreement"). Assignee acknowledges that the terms and conditions of the New Franchise Agreement may be different from the terms and conditions of the Old Franchise Agreement.

Prior to the Effective Date, Assignee shall deliver to Franchisor two signed copies of the New Franchise Agreement, along with the executed copies of this Agreement.

3. Termination of Old Franchise Agreement. All parties agree that the Old Franchise Agreement is terminated as of the effective date of the New Franchise Agreement with no further force and effect, except for the post-termination obligations identified in Section 12 below.

4. Status of Assignor Following Assignment. Upon and after the Effective Date and subject to Section 12 below, Assignor will have no interest in and will no longer be responsible or liable for (a) the Franchised Business, (b) the franchise rights for the Franchised Business, or (c) the Old Franchise Agreement. Assignor, however, will remain liable for any responsibilities, obligations, and liabilities related to the Old Franchise Agreement and the Franchised Business up to the Effective Date, including all monetary obligations due to Franchisor, its affiliates, and other third parties under the Old Franchise Agreement that have accrued as of the Effective Date and all post-termination obligations identified in Section 12 below.

5. Assignee Principals. If Assignee is an entity, Assignee represents and warrants to Franchisor and Assignor that the following individuals and/or entities are the sole owners of Assignee (the "Assignee Principals"):

Name of Principal Owner	**Percentage of Ownership in Assignee (total must equal 100%)**
Total	**100%**

6. Payment of Transfer Fee. On or before the Effective Date, Franchisor must receive a transfer fee in the amount of $[____________], as referenced in Section 10.C. of the Old Franchise Agreement.

7. Training. On or before the Effective Date, Assignee must complete Franchisor's training requirements.

8. Payment of Fees Owed to Franchisor; Delivery of Reports. On or before the Effective Date, all fees owed by Assignor to Franchisor, its affiliates or suppliers or upon which Franchisor or its affiliates have any contingent liability, under or related to the Old Franchise Agreement (the "Fees Owed") must be paid in full. Accordingly, on or before the Effective Date, Assignor or Assignee must deliver the full amount of Fees Owed to Franchisor, its affiliate(s) and/or suppliers, along with three fully executed copies of this Agreement. In addition, on or before the Effective Date, Assignor must deliver to Franchisor any and all reports required to be delivered under the Old Franchise Agreement, including without limitation reports related to any Fees Owed and any financial and other reports relating to the Franchised Business and its operations as Franchisor may request pursuant to Section 10.D.8 of the Franchise Agreement in order for Franchisor and/or assignee to evaluate the Franchised Business and the proposed transfer.

9. Personal Guarantee. Each Assignee Principal must execute a personal guarantee in the form attached to the New Franchise Agreement.

10. Representations.

A. Assignor and Assignee represent and warrant to each other that they have the authority to execute this Agreement.

B. Assignor represents and warrants to Franchisor and Assignee that it owns all right, title and interest in and to the Franchised Business and the Old Franchise Agreement, free and clear of any mortgage, lien or claims, and has not assigned any or all of its interest in the Franchised Business or the Old Franchise Agreement to any third party.

C. Assignor and Assignee represent and warrant to Franchisor that they have consummated the asset purchase and sale transaction that is related to the Assignment contemplated hereunder as of the Effective Date.

11. Indemnification.

A. Assignor, for itself, its heirs, successors and assigns, agrees to indemnify and hold harmless Franchisor, its affiliates, successors, assigns, officers, directors, employees, agents, and each of them, against any and all liabilities, damages, actions, claims, costs (including reasonable attorneys' fees), or expenses of any nature resulting, directly or indirectly, from any of the following: (i) any misrepresentations or breach of warranty by Assignor under this Agreement; (ii) the Assignment; or (iii) any claim, suit or proceeding initiated by or for a third party(s), now or in the future, that arises out of or relates to the Old Franchise Agreement or the Franchised Business operated by Assignor prior to the Effective Date.

B. Assignee, for itself, its heirs, successors and assigns, agrees to indemnify and hold harmless Franchisor, its affiliates, successors, assigns, officers, directors, employees, agents, and each of them, against any and all liabilities, damages, actions, claims, costs (including reasonable attorneys' fees) or expenses of any nature resulting, directly or indirectly, from any of the following: (i) any misrepresentations or breach of warranty by Assignee under this Agreement; or (ii) the Assignment.

12. Assignor's Post-Termination Obligations. Assignor agrees that, upon transfer of its interest in the Franchised Business to Assignee, Assignor will comply with all post-termination obligations set forth in Section 13 of the Old Franchise Agreement, which obligations shall be incorporated herein by reference. Further, Assignor shall comply with any other provisions of the Old Franchise Agreement which, by their nature, survive termination or expiration of the Old Franchise Agreement.

13. Consent to Assignment. Franchisor consents to the Assignment subject to the terms and conditions of this Agreement. Franchisor's consent to the Assignment will not result in any waiver of any rights nor a release under the Old Franchise Agreement or New Franchise Agreement, and is not a consent to any additional or subsequent transfers or assignments.

14. Release and Settlement of Claims by Assignor. Except as may be prohibited by applicable law, Franchisee and Franchisee Principals (individually and as owners of Franchisee) and each of their respective heirs, successors, assigns, affiliates, shareholders, officers, directors, employees, and

agents, and on behalf of any other party claiming an interest through them (collectively and individually referred to as the "Assignor Parties" for purposes of Sections 14, 15 and 16 hereof), release and forever discharge Franchisor, its predecessors, successors, affiliates, directors, officers, shareholders, agents, employees and assigns (collectively and individually referred to as the "Franchisor Parties" for purposes of Sections 14, 15 and 16) of and from any and all claims, debts, liabilities, demands, obligations, costs, expenses, actions and causes of action (collectively, "Claims"), whether known or unknown, vested or contingent, which Assignor Parties may now or in the future own or hold, that in any way relate to the Old Franchise Agreement, any other agreement between Assignor and Franchisor, the Franchised Business, or the relationship between Assignor and Franchisor through the Effective Date (collectively, "Assignor Claims"), for known or unknown damages or other losses including, but not limited to, any alleged violations of any deceptive or unfair trade practices laws, franchise laws, or other local, municipal, state, federal, or other laws, statutes, rules or regulations, and any alleged violations of the Old Franchise Agreement or any other agreement between Assignor and Franchisor through and including the Effective Date.

15. Release by Assignee. Except as noted in this Section 15, Assignee, Assignee Principals (if any), and their respective affiliates, successors, assigns, officers, directors, employees, agents, and on behalf of any other party claiming an interest through them (collectively and individually referred to as the "Assignee Parties" for purposes of this Section 15 and Section 16 below), release and forever discharge the Franchisor Parties of and from any and all Claims, whether known or unknown, vested or contingent, which Assignee may now or in the future own or hold, that in any way relates to the Franchised Business or the New Franchise Agreement (collectively referred to as "Assignee Claims" for purposes of this Section 15 and Section 16).

As to the New Franchise Agreement, the Assignee Parties and Franchisor Parties acknowledge and agree that the release by the Assignee Parties does not relate to the offer and sale of the New Franchise Agreement. Further, the parties agree that the release as it relates to the New Franchise Agreement is effective as to Assignee Claims arising through the Effective Date of this Agreement, and not to any claims arising after the Effective Date.

16. Acknowledgement of Releasors. The release of Assignor Claims set forth in Section 14 and Assignee Claims in Section 15 are intended by the Assignor Parties and Assignee Parties (collectively, the "Releasors") to be full and unconditional general releases, as that phrase is used and commonly interpreted, extending to all claims of any nature, whether or not known, expected or anticipated to exist in favor of one of the Releasors against any other Releasor. In making this voluntary express waiver, the Releasors acknowledge that claims or facts in addition to or different from those which are now known to exist with respect to the matters mentioned herein may later be discovered and that it is the Releasors' intention to hereby fully and forever settle and release any and all matters, regardless of the possibility of later discovered claims or facts. The Releasors acknowledge that they have had adequate opportunity to gather all information necessary to enter into this Agreement and release, and need no further information or knowledge of any kind that would otherwise influence the decision to enter into this Agreement. The Releasors, for themselves and their heirs, successors and assigns, hereby expressly, voluntarily, and knowingly waive, relinquish and abandon each and every right, protection, and benefit to which they would be entitled, now or at any time hereafter under Section 1542 of the Civil Code of the State of California, as well as under any other statutes or common law principles of similar effect to said Section 1542, whether now or hereafter existing under the laws of California or any other applicable federal or state law with jurisdiction over the parties' relationship. The Releasors acknowledge that Section 1542 of the Civil Code of the State of California provides as follows:

> "A general release does not extend to claims which the creditor or releasing party does not know or suspect to exist in

> his favor at the time of executing the release, which if known by him must have materially affected his settlement with the debtor or released party."

This release is and shall be and remain a full, complete, and unconditional general release. The Releasors acknowledge and agree that this release and the foregoing waiver are an essential, integral and material term of this Agreement. The Releasors further acknowledge and agree that no violation of this Agreement shall void the releases set forth in Sections 14 and 15.

17. Confidentiality. Assignor and Assignee acknowledge and agree that this Agreement and matters discussed in relation thereto are entirely confidential. It is therefore understood and agreed by Assignor and Assignee that they will not reveal, discuss, publish or in any way communicate any of the terms, amount or fact of this Agreement to any person, organization or other entity, except to their respective officers, employees or professional representatives, or as required by law.

18. Miscellaneous. This Agreement, and the documents referred to herein, constitute the entire agreement among the parties with respect to the subject matter hereof. No amendment will be binding unless in writing and signed by the party against whom enforcement is sought. All representations, warranties, agreements and all other provisions of this Agreement which by their terms or by reasonable implication are intended to survive the closing of this transaction will survive it.

19. Representation by Counsel. The parties have had adequate opportunity to consult with an attorney of their respective choice, including with respect to the release of claims set forth herein.

20. Governing Law/Venue. This Agreement will be construed and enforced in accordance with the laws of Texas, without regard to principles of conflicts of law. The parties further agree that any legal proceeding relating to this Agreement or the enforcement of any provision herein shall be brought or otherwise commenced only in the courts of Texas.

21. Counterparts. This Agreement may be executed in more than one counterpart, each of which shall constitute an original copy.

ASSIGNOR:

[_____________]

By: ____________________________________
Name:
Title:

Date: __________________________________

ASSIGNEE:

[_____________]

By: ____________________________________
Name:
Title:

FRANCHISOR:

Mosquito Joe SPV LLC

By: ___________________________________
Name:
Title:

Effective Date: _________________________, 20__

EXHIBIT N

STATE ADDENDA AND FRANCHISE AGREEMENT RIDERS

RIDER TO THE STATE ADDENDUM
TO THE FRANCHISE DISCLOSURE DOCUMENT AND FRANCHISE AGREEMENT

FOR THE FOLLOWING STATES ONLY: CALIFORNIA, HAWAII, ILLINOIS, INDIANA, MARYLAND, MICHIGAN, MINNESOTA, NEW YORK, NORTH DAKOTA, RHODE ISLAND, SOUTH DAKOTA, VIRGINIA, WASHINGTON, AND WISCONSIN.

This Rider to the State Addendum to the Franchise Disclosure Document and Franchise Agreement is entered into by and between ____________________, a Delaware limited liability company with an address of ____ ("Franchisor") and ________________________, individually, with an address of ____("Franchisee").

A. This Rider is being signed because (i) the franchised business that Franchisee will operate under the Agreement will be located in one of the states listed in the heading of this Rider (the "Applicable Franchise Registration State"); and/or (ii) any of the franchise offering or sales activity with respect to the Agreement occurred in the Applicable Franchise Registration State.

B. Franchisor and Franchisee have contemporaneously herewith entered into a Franchise Agreement (the "Agreement") and wish to amend the Agreement as provided herein.

NOW, THEREFORE, for and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Agreement is hereby amended as follows:

1. The following language is hereby added to the end of the Agreement:

"No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise."

2. Except as provided in this Rider, the Agreement remains in full force and effect in accordance with its terms. This Rider shall be effective only to the extent that the jurisdictional requirements of the franchise law of the Applicable Franchise Registration State are met independently without reference to this Rider.

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____
_________________________, individually

Accepted as of the ________ day of ________________, 20__, in _______________.

FRANCHISOR:

____

US.361913427.04

BY: ___________________________________

__________________________, President

**ADDENDUM TO THE
MOSQUITO JOE SPV LLC FRANCHISE DISCLOSURE DOCUMENT
FOR THE STATE OF CALIFORNIA**

THE CALIFORNIA FRANCHISE INVESTMENT LAW REQUIRES THAT A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE BE DELIVERED TOGETHER WITH THE DISCLOSURE DOCUMENT.

OUR WEBSITE HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION. ANY COMPLAINS CONCERNING THE CONTENT OF THIS WEBSITE MAY BE DIRECTED TO THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION AT WWW.DFPI.CA.GOV.

Section 31125 of the Franchise Investment Law requires us to give to you a disclosure document approved by the Commissioner of Financial Protection and Innovation before we ask you to consider a material modification of your franchise agreement.

The Franchise Agreement requires Franchisee to sign a general release as a condition of renewal and transfer. California Corporations Code Section 31512 provides that any condition, stipulation or provision purporting to bind any person acquiring any franchise to waive compliance with any provision of that law or any rule or order related to that law is void.

Neither the franchisor nor any person or franchise broker in Item 2 of the disclosure document Circular is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities Exchange Act of 1934, 15 U.S.C.A. 78a et seq., suspending or expelling these persons from membership in this association or exchange.

The Franchise Agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 et seq.).

The earnings claims figure(s) does (do) not reflect the costs of sales, operating expenses, or other 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 and former franchisees, listed in the offering circular, may be one source of this information.

ITEM 17 of the Offering Circular is amended to add the following:

> The California Business and Professions Code Sections 20000 through 20043 provide rights to the franchisee concerning termination or non-renewal of a franchise. If the Franchise Agreement contains a provision that is inconsistent with the law, the law will control.
>
> The Franchise Agreement contains a covenant not to compete which extends beyond the termination of the franchise. This provision may not be enforceable under California Law.
>
> The Franchise Agreement requires application of the laws of the State of Texas. This provision might not be enforceable under California Law.

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including, fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with this franchise.

Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the California Franchise Investment Law are met independently without reference to this Addendum.

ADDENDUM TO THE
MOSQUITO JOE SPV LLC
FRANCHISE DISCLOSURE DOCUMENT
FOR THE STATE OF HAWAII

THESE FRANCHISES WILL BE/HAVE BEEN FILED UNDER THE FRANCHISE INVESTMENT LAW OF THE STATE OF HAWAII. FILING DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE DIRECTOR OF COMMERCE AND CONSUMER AFFAIRS OR A FINDING BY THE DIRECTOR OF COMMERCE AND CONSUMER AFFAIRS THAT THE INFORMATION PROVIDED HEREIN IS TRUE, COMPLETE AND NOT MISLEADING.

THE FRANCHISE INVESTMENT LAW MAKES IT UNLAWFUL TO OFFER OR SELL ANY FRANCHISE IN THIS STATE WITHOUT FIRST PROVIDING TO THE PROSPECTIVE FRANCHISEE, OR SUBFRANCHISOR, AT LEAST SEVEN DAYS PRIOR TO THE EXECUTION BY THE PROSPECTIVE FRANCHISEE OF ANY BINDING FRANCHISE OR OTHER AGREEMENT, OR AT LEAST SEVEN DAYS PRIOR TO THE PAYMENT OF ANY CONSIDERATION BY THE FRANCHISEE, OR SUBFRANCHISOR, WHICHEVER OCCURS FIRST, A COPY OF THE OFFERING CIRCULAR, TOGETHER WITH A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE.

THIS OFFERING CIRCULAR CONTAINS A SUMMARY ONLY OF CERTAIN MATERIAL PROVISIONS OF THE FRANCHISE AGREEMENT. THE CONTRACT OR AGREEMENT SHOULD BE REFERRED TO FOR A STATEMENT OF ALL RIGHTS, CONDITIONS, RESTRICTIONS AND OBLIGATIONS OF BOTH THE FRANCHISOR AND THE FRANCHISEE.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

ADDENDUM TO THE
MOSQUITO JOE SPV LLC
FRANCHISE DISCLOSURE DOCUMENT
FOR THE STATE OF ILLINOIS

State Cover Page; Risk Factors.

The following statement is added to the end of the first Risk Factor: Section 4 of the Illinois franchise disclosure act provides that any provision in a franchise agreement that designates jurisdiction or venue in a forum outside of Illinois is void with respect to any cause of action which otherwise is enforceable in Illinois; provided, however, that the franchise agreement may provide for arbitration in a forum outside of Illinois.

Item 17 – Additional Disclosures.

The Illinois Franchise Disclosure Act will govern any franchise agreement if it applies to a franchise located in Illinois.

In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a franchise agreement that designates jurisdiction and venue in a forum outside of the State of Illinois is void. However, a franchise agreement may provide for arbitration to take place outside of Illinois.

Franchisees rights upon termination and non-renewal are set forth in sections 19 and 20 of the Illinois Franchise Disclosure Act.

In conformance with Section 41 of the Illinois Franchise Disclosure Act, any condition, stipulation or provision purporting to bind any person acquiring any franchise to waive compliance with the Illinois Franchise Disclosure Act **or any other law of Illinois** is void.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Illinois Franchise Disclosure Act (815 ILL. COMP. STAT. §§ 705/1 through 705/44) are met independently without reference to this Addendum.

ADDENDUM TO THE
MOSQUITO JOE SPV LLC
FRANCHISE DISCLOSURE DOCUMENT
<u>FOR THE STATE OF INDIANA</u>

1. ITEM 8 of the Disclosure Document is amended to add the following:

   Under Indiana Code Section 23-2-2.7-1(4), we will not accept any rebates from any person with whom you do business or associate or in relation to transactions between you and the other person, other than for compensation for services rendered by us, unless the rebate is promptly accounted for and submitted to you.

2. ITEM 17 of the Disclosure Document is amended to add the following:

   Indiana Code 23-2-2.7-1(5) prohibits a prospective general release of claims subject to the Indiana Deceptive Franchise Practices Law.

   Indiana Code 23-2-2.7-1(7) makes unlawful unilateral termination of a franchise unless there is a material violation of the Franchise Agreement and termination is not in bad faith.

   ITEM 17(r) is amended subject to Indiana Code 23-2-2.7-1(9) to provide that the post-term non-competition covenant shall have a geographical limitation of the territory granted to Franchisee and shall not be for a period longer than three (3) years.

   ITEM 17(v) is amended to provide that Franchisees will be permitted to commence litigation in Indiana for any cause of action under Indiana Law.

   ITEM 17(w) is amended to provide that in the event of a conflict of law, Indiana Law governs any cause of action which arises under the Indiana Disclosure Law or the Indiana Deceptive Franchise Practices Act.

ADDENDUM TO THE
MOSQUITO JOE SPV LLC
FRANCHISE DISCLOSURE DOCUMENT
FOR THE STATE OF MARYLAND

ITEM 11: To obtain an accounting of the MAP Fund, the franchisee should contact the Franchisor's President or Vice President in writing.

ITEM 17 of the disclosure document is amended to add the following:

> Under the Maryland Franchise Registration and Disclosure Law, Md. Code Ann. Bus. Reg. §14-201 et seq., no general release shall be required as a condition of renewal and/or transfer which is intended to exclude claims under the Maryland Franchise Registration and Disclosure Law.
>
> For claims arising under the Maryland Franchise Registration and Disclosure Law, any litigation between Franchisor and Franchisee or Area Developer, as applicable, may be instituted in any court of competent jurisdiction, including a court in the State of Maryland.
>
> Any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the franchise.
>
> The provisions in the Franchise Agreement and Area Development Agreement which provide for termination upon bankruptcy of the franchisee or area developer, as applicable, may not be enforceable under federal bankruptcy law.

Franchisee Compliance Certification of the disclosure document is amended to add the following:

> No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Maryland Franchise and Disclosure Law (MD CODE ANN., BUS. REG. §§ 14-201 through 14-233) are met independently without reference to this Addendum.

ADDENDUM TO THE
MOSQUITO JOE SPV LLC
FRANCHISE DISCLOSURE DOCUMENT
FOR THE STATE OF MINNESOTA:

ITEM 13 of the disclosure document is amended as follows:

> As required by the Minnesota Franchise Act, Minn. Stat. Sec. 80C.12, Subd.1(g), Franchisor will reimburse the Franchisee for any costs incurred by the Franchisee in the defense of the Franchisee's right to use the Marks, so long as the Franchisee was using the Marks in the manner authorized by Franchisor, and so long as Franchisor is timely notified of the claim and is given the right to manage the defense of the claim including the right to compromise, settle or otherwise resolve the claim, and to determine whether to appeal a final determination of the claim.

ITEM 17 of the disclosure document is amended as follows:

> With respect to franchises governed by Minnesota law, the Franchisor will comply with Minn. Stat. Sec. 80C.14, Subds. 3, 4 and 5 which require, except in certain specified cases, (1) that a Franchisee be given 90 days' notice of termination (with 60 days to cure) and 180 days' notice of non-renewal of the Agreement and (2) that consent to the transfer of the Franchise will not be unreasonably withheld.
>
> Item 17 does not provide for a prospective general release of claims against Franchisor which may be subject to the Minnesota Franchise Law. Minn. Rule 2860.4400(D) prohibits a franchisor from requiring a franchisee to assent to a general release.
>
> Minn. Stat. Sec. 80C.21 and Minn. Rule 2860.4400(J) prohibit Franchisor from requiring litigation to be conducted outside Minnesota, requiring waiver of a jury trial, or requiring the franchisee to consent to liquidated damages, termination penalties or judgment notes. In addition, nothing in the Franchise Disclosure Document or agreement(s) can abrogate or reduce (1) any of your rights as provided for in Minnesota Statutes, Chapter 80C, or (2) your rights to any procedure, forum or remedies provided for by the laws of the jurisdiction. Further, Franchisee cannot consent to Franchisor obtaining injunctive relief; but, the Franchisor may seek injunctive relief.

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including, fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with this franchise.

Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of Minnesota state franchise law (MINN. STAT. §§ 80C.01 through 80C.22) are met independently without reference to this Addendum.

ADDENDUM TO THE
MOSQUITO JOE SPV LLC
FRANCHISE DISCLOSURE DOCUMENT
<u>FOR THE STATE OF NEW YORK</u>

1. The following information is added to the cover page of the Franchise Disclosure Document:

INFORMATION COMPARING FRANCHISORS IS AVAILABLE. CALL THE STATE ADMINISTRATORS LISTED IN EXHIBIT B OR YOUR PUBLIC LIBRARY FOR SOURCES OF INFORMATION. REGISTRATION OF THIS FRANCHISE BY NEW YORK STATE DOES NOT MEAN THAT NEW YORK STATE RECOMMENDS IT OR HAS VERIFIED THE INFORMATION IN THIS FRANCHISE DISCLOSURE DOCUMENT. IF YOU LEARN THAT ANYTHING IN THE FRANCHISE DISCLOSURE DOCUMENT IS UNTRUE, CONTACT THE FEDERAL TRADE COMMISSION AND NEW YORK STATE DEPARTMENT OF LAW, BUREAU OF INVESTOR PROTECTION AND SECURITIES, 120 BROADWAY, 23RD FLOOR, NEW YORK, NEW YORK 10271. THE FRANCHISOR MAY, IF IT CHOOSES, NEGOTIATE WITH YOU ABOUT ITEMS COVERED IN THE FRANCHISE DISCLOSURE DOCUMENT. HOWEVER, THE FRANCHISOR CANNOT USE THE NEGOTIATING PROCESS TO PREVAIL UPON A PROSPECTIVE FRANCHISEE TO ACCEPT TERMS WHICH ARE LESS FAVORABLE THAN THOSE SET FORTH IN THIS FRANCHISE DISCLOSURE DOCUMENT.

2. The following is added at the end of Item 3:

Except as provided above, with regard to the franchisor, its predecessor, a person identified in Item 2, or an affiliate offering franchises under the franchisor's principal trademark:

A. No such party has an administrative, criminal or civil action pending against that person alleging: a felony, a violation of a franchise, antitrust, or securities law, fraud, embezzlement, fraudulent conversion, misappropriation of property, unfair or deceptive practices, or comparable civil or misdemeanor allegations.

B. No such party has pending actions, other than routine litigation incidental to the business, which are significant in the context of the number of franchisees and the size, nature or financial condition of the franchise system or its business operations.

C. No such party has been convicted of a felony or pleaded nolo contendere to a felony charge or, within the 10 year period immediately preceding the application for registration, has been convicted of or pleaded nolo contendere to a misdemeanor charge or has been the subject of a civil action alleging: violation of a franchise, antifraud, or securities law; fraud; embezzlement; fraudulent conversion or misappropriation of property; or unfair or deceptive practices or comparable allegations.

D. No such party is subject to a currently effective injunctive or restrictive order or decree relating to the franchise, or under a Federal, State, or Canadian franchise, securities, antitrust, trade regulation or trade practice law, resulting from a concluded or pending action or proceeding brought by a public agency; or is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities and Exchange Act of 1934, suspending or expelling such person from membership in such association or exchange; or is subject to a currently effective injunctive or restrictive order relating to any other business activity as a result of an action brought by a public agency or department, including, without limitation, actions affecting a license as a real estate broker or sales agent.

3. The following is added to the end of Item 4:

Neither the franchisor, its affiliate, its predecessor, officers, or general partner during the 10-year period immediately before the date of the offering circular: (a) filed as debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code; (b) obtained a discharge of its debts under the bankruptcy code; or (c) was a principal officer of a company or a general partner in a partnership that either filed as a debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code or that obtained a discharge of its debts under the U.S. Bankruptcy Code during or within 1 year after that officer or general partner of the franchisor held this position in the company or partnership.

4. The following is added to the end of Item 5:

The initial franchise fee constitutes part of our general operating funds and will be used as such in our discretion.

5. The following is added to the end of the "Summary" sections of Item 17(c), titled "**Requirements for franchisee to renew or extend**," and Item 17(m), entitled "**Conditions for franchisor approval of transfer**":

However, to the extent required by applicable law, all rights you enjoy and any causes of action arising in your favor from the provisions of Article 33 of the General Business Law of the State of New York and the regulations issued thereunder shall remain in force; it being the intent of this proviso that the non-waiver provisions of General Business Law Sections 687.4 and 687.5 be satisfied.

6. The following language replaces the "Summary" section of Item 17(d), titled "**Termination by franchisee**":

You may terminate the agreement on any grounds available by law.

7. The following is added to the end of the "Summary" section of Item 17(j), titled "**Assignment of contract by franchisor**":

However, no assignment will be made except to an assignee who in good faith and judgment of the franchisor, is willing and financially able to assume the franchisor's obligations under the Franchise Agreement.

8. The following is added to the end of the "Summary" sections of Item 17(v), titled "**Choice of forum**", and Item 17(w), titled "**Choice of law**":

> The foregoing choice of law should not be considered a waiver of any right conferred upon the franchisor or upon the franchisee by Article 33 of the General Business Law of the State of New York.

Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of New York state franchise law (N.Y. GEN. BUS. LAW §§ 680 through 695) are met independently without reference to this Addendum.

ADDENDUM TO THE
MOSQUITO JOE SPV LLC
FRANCHISE DISCLOSURE DOCUMENT
FOR THE STATE OF NORTH DAKOTA

The State of North Dakota has determined that the following types of provisions are deemed to be contrary to North Dakota law:

(a) Covenants not to compete are generally considered unenforceable in the State North Dakota. The Commissioner has held that covenants restricting competition are contrary to Section 9-08-06 of the North Dakota Century Code, and are unfair, unjust or inequitable within the intent of Section 51-19-09 of the North Dakota Investment Law.

(b) A provision that designates jurisdiction or venue, or requires Franchisee to agree to jurisdiction or venue, in a forum outside of North Dakota;

(c) A provision requiring a North Dakota franchisee to consent to termination penalties or liquidated damages;

(d) A provision requiring that the laws of a state other than North Dakota will apply;

(e) A provision calling for the waiver by a Franchisee of the right to trial by jury;

(f) A provision requiring the Franchisee to waive exemplary and punitive damages;

(g) A provision requiring a Franchisee to sign a general release upon renewal of the Franchise Agreement;

(h) A provision restricting the time in which a Franchisee may make a claim to less than the applicable North Dakota statute of limitations;

(i) A provision requiring a Franchisee to pay all costs and expenses incurred by the Franchisor in enforcing the Franchise Agreement or Area Development Agreement.

Such provisions, if applicable, are amended by the North Dakota amendments to the Franchise Agreement and Area Development Agreement attached to such agreements.

Item 17 is amended by the addition of the following:

THE SECURITIES COMMISSIONER HAS HELD THE FOLLOWING TO BE UNFAIR, UNJUST OR INEQUITABLE TO NORTH DAKOTA FRANCHISEES (NDCC SECTION 51-19-09):

A. Restrictive Covenants: Franchise disclosure documents that disclose the existence of covenants restricting competition contrary to *NDCC Section 9-08-06*, without further disclosing that such covenants will be subject to the statute.

B. Situs of Arbitration Proceedings: Franchise agreements providing that the parties must agree to the arbitration of disputes at a location that is remote from the site of the franchisee's business.

C. Restrictions on Forum: Requiring North Dakota franchisees to consent to the jurisdiction of courts outside of North Dakota.

D. Liquidated Damages and Termination Penalties: Requiring North Dakota franchisees to consent to liquidated damages or termination penalties.

E. Applicable Laws: Franchise agreements that specify that they are to be governed by the laws of a state other than North Dakota.

F. Waiver of Trial by Jury: Requiring North Dakota Franchises to consent to the waiver of a trial by jury.

G. Waiver of Exemplary & Punitive Damages: Requiring North Dakota Franchisees to consent to a waiver of exemplary and punitive damage.

H. General Release: Franchise Agreements that require the franchisee to sign a general release upon renewal of the franchise agreement.

I. Limitation of Claims: Franchise Agreements that require the franchisee to consent to a limitation of claims. The statute of limitations under North Dakota law applies.

J. Enforcement of Agreement: Franchise Agreements that require the franchisee to pay all costs and expenses incurred by the franchisor in enforcing the agreement. The prevailing party in any enforcement action is entitled to recover all costs and expenses including attorney's fees.

Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the North Dakota Franchise Investment Law (N.D. CENT. CODE §§ 51-19-01 through 51-9-17) are met independently without reference to this Addendum.

ADDENDUM TO THE
MOSQUITO JOE SPV LLC
FRANCHISE DISCLOSURE DOCUMENT
FOR THE STATE OF RHODE ISLAND

ITEM 17 of the disclosure document is amended to add the following:

> Section 19-28.1-14 of the Rhode Island Franchise Investment Act provides that "A provision in a franchise agreement restricting jurisdiction or venue to a forum outside this state or requiring the application of the laws of another state is void with respect to a claim otherwise enforceable under this Act."

Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Rhode Island Franchise Investment Act (19 R.I. GEN. LAWS §§ 19-28.1-1 through 19-28.1-34) are met independently without reference to this Addendum.

ADDENDUM TO THE
MOSQUITO JOE SPV LLC
FRANCHISE DISCLOSURE DOCUMENT
FOR THE COMMONWEALTH OF VIRGINIA

In recognition of the restrictions contained in Section 13.1-564 of the Virginia Retail Franchising Act, the Franchise Disclosure Document for MOSQUITO JOE SPV LLC for use in the Commonwealth of Virginia shall be amended as follows:

ITEM 17.h of the disclosure document is amended to add the following:

> Pursuant to Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to cancel a franchise without reasonable cause. If any grounds for default or termination stated in the Franchise Agreement do not constitute "reasonable cause" as that term may be defined in the Virginia Retail Franchising Act or the laws of Virginia, that provision may not be enforceable.

ADDENDUM TO THE
MOSQUITO JOE SPV LLC
FRANCHISE DISCLOSURE DOCUMENT
FOR THE STATE OF WASHINGTON

1. If any of the provisions in the Franchise Agreement or Area Development Agreement are inconsistent with the relationship provisions of RCW 19.100.180 or other requirements of the Washington Franchise Investment Protection Act, the provisions of the Act will prevail over the inconsistent provisions of the Franchise Agreement or Area Development Agreement with regard to any franchise sold in Washington.

2. ITEM 1 is amended to add the following:

The referral fee is not available, and will not be paid, in Washington.

3. ITEM 5 is amended to add the following:

Because the Franchisor has material pre-opening obligations with respect to each Business the franchisee opens under the Area Development Agreement, the Division will require that the Area Development Fee be released proportionally with respect to each Business.

The referral fee is not available, and will not be paid, in Washington.

4. ITEM 6 is amended to add the following:

Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.

5. ITEM 17 is amended to add the following:

With respect to 17(d), franchisees may terminate the Franchise Agreement or Area Development Agreement as permitted by Washington law.

With respect to 17(v) and 17(w), the referenced provisions are subject to state law.

In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.

RCW 19.100.180 may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise. There may also be court decisions which may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise.

In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.

A release or waiver of rights executed by a franchisee may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.

Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.

Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee, unless the employee's earnings from the party seeking enforcement, when annualized, exceed $100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed $250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the franchise agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.

RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a franchisee from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the franchise agreement or elsewhere are void and unenforceable in Washington.

Use of Franchise Brokers. The franchisor may use the services of franchise brokers to assist it in selling franchises. A franchise broker represents the franchisor and is paid a fee for referring prospects to the franchisor and/or selling the franchise. Do not rely only on the information provided by a franchise broker about a franchise. Do your own investigation by contacting the franchisor's current and former franchisees and ask them about their experience with the franchisor.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Washington Franchise Investment Protection Act are met independently without reference to this Addendum.

ADDENDUM TO THE
MOSQUITO JOE SPV LLC
FRANCHISE DISCLOSURE DOCUMENT

FOR THE STATE OF WISCONSIN

ITEM 17 of the disclosure document is amended to add the following:

> The Wisconsin Fair Dealership Law Title XIV-A Ch. 135, Section 135.01-135.07, may affect the termination provision of the Franchise Agreement.

THE FOLLOWING PAGES IN THIS EXHIBIT ARE STATE-SPECIFIC RIDERS TO THE FRANCHISE AGREEMENT

ADDENDUM TO THE FRANCHISE AGREEMENT
MOSQUITO JOE SPV LLC
FOR THE STATE OF CALIFORNIA

This Addendum to the Franchise Agreement is entered to this _____ day of _____________, 20___, between **MOSQUITO JOE SPV LLC** ("we", "us" or Franchisor") and ____ ("you" or "Franchisee") to amend and revise the Franchise Agreement as follows:

1. The provisions of this Addendum form an integral part of, and are incorporated into the Franchise Agreement. This Addendum is being executed because: (a) the offer or sale of the franchise to Franchisee was made in the State of California; (b) Franchisee is a resident of the State of California; and/or (c) the Franchised Business will be located or operated in the State of California.

2. California Business and Professions Code Sections 20000 through 20043, the California Franchise Relations Act, provide rights to the franchisee concerning termination, transfer or non-renewal of a franchise. If the franchise agreement contains a provision that is inconsistent with the law, the law will control.

3. Franchisor's financing program is offered pursuant to the franchise loan exemption under Section 22063 of the California Finance Lenders Law. If Franchisee decides to finance all or a portion of the initial franchise fee using Franchisor's financing program, Franchisee hereby confirms that Franchisee intends to use the financing primarily for purposes other than personal, family, or household purposes.

4. Any capitalized terms that are not defined in this Addendum shall have the meaning given them in the Franchise Agreement.

5. Except as expressly modified by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

6. Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the California Franchise Investment Law are met independently without reference to this Addendum.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____
____________________________, individually

Accepted as of the ________ day of ________________, 20__, in Waco, Texas.

FRANCHISOR:

____
BY: __________________________________
_______________________________, President

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ADDENDUM TO THE FRANCHISE AGREEMENT
MOSQUITO JOE SPV LLC
<u>FOR THE STATE OF ILLINOIS</u>

This Addendum to the Franchise Agreement is entered into this ___ day of _____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and _______________________________ ("you" or "Franchisee") to amend and revise the Franchise Agreement as follows:

NOW, THEREFORE, for and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Agreement is hereby amended as follows:

1. Notwithstanding anything to the contrary in the Agreement, in the event of a conflict between the provisions of the Agreement and the provisions of this Addendum, the provisions of this Addendum shall control. The parties agree that the Agreement remains fully effective in all respects except as specifically modified herein, and all the respective rights and obligations of Franchisee and Franchisor remain as written unless modified herein.

2. Section 14.G.1, **<u>Applicable Law and Waiver</u>**, and Section 14.H, **<u>Venue</u>**, are amended to add the following:

> "If any provisions of the Agreement are inconsistent with applicable Illinois state law, then Illinois state law shall apply. Any provision which designates jurisdiction or venue in a forum outside Illinois is void with respect to any cause of action which is otherwise enforceable in Illinois, provided that a Franchise Agreement may provide for arbitration in a forum outside of Illinois. Any condition, stipulation or provision purporting to bind any person acquiring any Franchise to waive compliance with any provision of the Illinois Franchise Disclosure Act is void."

3. Section 13.B, **<u>Claims</u>**, is amended to add the following:

> "However, nothing in this Section shall shorten any period within which you may bring a claim under Section 705/27 of the Illinois Franchise Disclosure Act or constitute a condition, stipulation, or provision purporting to bind any person acquiring any franchise to waive compliance with any provision of the Illinois Franchise Disclosure Act of 1987 or any other Illinois law (as long as the jurisdictional requirements of that Illinois law are met)."

4. No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

5. Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Illinois Franchise Disclosure Act (815 ILL. COMP. STAT. §§ 705/1 through 705/44) are met independently without reference to this Addendum.

[SIGNATURE PAGE TO FOLLOW]

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____
________________________, individually

Accepted as of the ________ day of ________________, 20__, in Waco, Texas.

FRANCHISOR:

____

BY: ________________________________

___________________________, President

ADDENDUM TO THE FRANCHISE AGREEMENT
MOSQUITO JOE SPV LLC
FOR THE STATE OF INDIANA

This Addendum to the Franchise Agreement is entered into this ___ day of _____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and _______________________________ ("you" or "Franchisee") to amend and revise the Franchise Agreement as follows:

1. In recognition of the requirements of the Indiana Deceptive Franchise Practices Law, IC 23-2-2.7 and the Indiana Franchise Disclosure Law, IC 23-2-2.5, the Franchise Agreement for Mosquito Joe SPV LLC shall be amended as follows:

   a. Sections 4.B and 10.D.6 of the Franchise Agreement do not provide for a prospective general release of claims against Franchisor which may be subject to the Indiana Deceptive Franchise Practices Law or the Indiana Franchise Disclosure Law.

   b. Section 9.B is amended to provide that Franchisee will not be required to indemnify Franchisor for any liability imposed upon Franchisor as a result of Franchisee's reliance upon or use of procedures or products which were required by Franchisor, if such procedures or products were utilized by Franchisee in the manner required by Franchisor.

   c. Section 14.G.1 is amended to provide that in the event of a conflict of law, the Indiana Franchise Disclosure Law, IC 23-2-2.5, and the Indiana Deceptive Franchise Practices Law, 23-2-2.7, will prevail.

3. Each provision of this Addendum shall be effective only to the extent that the jurisdictional requirements of the Indiana Law applicable to the provisions are met independent of this Addendum. To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said Franchise Agreement or exhibits or attachments thereto, the terms of this Addendum shall govern.

4. Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Indiana Deceptive Franchise Practices Law, IC 23-2-2.7 or the Indiana Franchise Disclosure Law, IC 23-2-2.5, as applicable, are met independently without reference to this Addendum.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

[SIGNATURE PAGE TO FOLLOW]

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____
________________________, individually

Accepted as of the ________ day of ________________, 20__, in Waco, Texas.

FRANCHISOR:

____

BY: ________________________________

___________________________, President

ADDENDUM TO THE FRANCHISE AGREEMENT
MOSQUITO JOE SPV LLC
<u>FOR THE STATE OF MARYLAND</u>

This Addendum to the Franchise Agreement is entered into this ____ day of __________, 20___, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ____________________________ ("you" or "Franchisee") to amend and revise the Franchise Agreement as follows:

NOW, THEREFORE, for and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Agreement is hereby amended as follows:

1. Notwithstanding anything to the contrary in the Agreement, in the event of a conflict between the provisions of the Agreement and the provisions of this Addendum, the provisions of this Addendum shall control. The parties agree that the Agreement remains fully effective in all respects except as specifically modified herein, and all the respective rights and obligations of Franchisee and Franchisor remain as written unless modified herein.

2. Section 7.A, **<u>MAP Fund</u>**, is amended by adding the following language:

”To obtain an accounting of the MAP Fund, you should contact our President or Vice President in writing.”

3. Section 4.B, **<u>Renewal</u>**, and Section 10.D.6, **<u>Conditions of Transfer</u>** are amended by adding the following language:

“However, such general release will not apply to claims arising under the Maryland Franchise Registration and Disclosure Law.”

4. Section 12.B.2(vi), **<u>Immediate Termination With No Opportunity to Cure</u>**, is amended by adding the following language:

“(Termination upon insolvency might not be enforceable under federal insolvency law (11 U.S.C. Sections 101 et seq.), but we and you agree to enforce this provision to the maximum extent the law allows.)”

5. Section 14.G.1, **<u>Applicable Law and Waiver</u>**, and Section 14.H, **Venue**, are amended by adding the following language:

“Subject to your arbitration obligations, a franchisee in Maryland may bring a lawsuit in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.”

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6. Section 13.B, **Claims**, is amended to add the following:

"However, the limitation of such claims shall not act to reduce the three (3) year statute of limitations afforded to you for bringing a claim under the Maryland Franchise Registration and Disclosure Law."

7. The Franchise Agreement is amended by adding the following language at the end of the document:

"No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise."

8. Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Maryland Franchise and Disclosure Law (MD CODE ANN., BUS. REG. §§ 14-201 through 14-233) are met independently without reference to this Addendum.

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____

___________________________, individually

Accepted as of the ________ day of ________________, 20__, in Waco, Texas.

FRANCHISOR:

____

BY: ___________________________________

_____________________________, President

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ADDENDUM TO THE FRANCHISE AGREEMENT
MOSQUITO JOE SPV LLC
<u>FOR THE STATE OF MINNESOTA</u>

This Addendum to the Franchise Agreement is entered into this ___ day of ____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ______________________________ ("you" or "Franchisee") to amend and revise said Franchise Agreement as follows:

NOW, THEREFORE, for and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Agreement is hereby amended as follows:

1. Notwithstanding anything to the contrary in the Agreement, in the event of a conflict between the provisions of the Agreement and the provisions of this Addendum, the provisions of this Addendum shall control. The parties agree that the Agreement remains fully effective in all respects except as specifically modified herein, and all the respective rights and obligations of Franchisee and Franchisor remain as written unless modified herein.

2. Section 4.B, **<u>Renewal</u>**, is amended by adding the following language:

"Unless the failure to renew your license is for good cause as defined in Minnesota Statutes Section 80C.14, Subdivision 3, Paragraph (b), and you have failed to correct the reasons for termination as required by Subdivision 3, we may not fail to renew your license unless:

(1) You have been given written notice of the intention not to renew at least 180 days in advance of the expiration of this Agreement; and

(2) You has been given an opportunity to operate the Business over a sufficient period of time to enable you to recover the fair market value of the Business as a going concern, as determined and measured from the date of the failure to renew. We may not refuse to renew your license if our refusal is for the purpose of converting the Business premises, or the franchise, to an operation that will be owned by us for our own account.

Any release required by us as a condition of renewal of the franchise will not apply to the extent that such release is specifically prohibited by the Minnesota Franchise Law."

3. Section 3.D, **<u>Litigation</u>**, is amended by adding the following language

"The Minnesota Department of Commerce requires that we indemnify you against liability to third parties resulting from claims by third parties that your use of our Mark infringes the trademark rights of the third party. We do not indemnify against the consequences of your use of our Mark except in accordance with the requirements of this Agreement, and, as a condition to indemnification, you must provide notice to us of any such claim and tender defense of the claim to us. If we accept the tender of defense, we have the right to manage the defense of the claim including the right to compromise, settle or otherwise resolve the claim, or whether to appeal a final determination of the claim."

4. Section 10.D.6, **<u>General Release</u>**, is hereby deleted from the Agreement in accordance with Minnesota Rule 2860.4400D.

5. Section 12.B, **<u>Termination By Us</u>**, is hereby amended by adding the following language:

"Pursuant to Minn. Stat. Sec. 80C.14, Subdivisions 4 & 5, no person may terminate or cancel a franchise unless (i) that person has given notice setting forth all the reasons for the termination or cancellation at least 90 days in advance of termination or cancellation, and (ii) the recipient of the notice fails to correct the reasons stated for termination or cancellation in the notice within 60 days of receipt of the notice; except that the notice is effective immediately upon receipt where the alleged grounds for termination or cancellation are:

(1) voluntary abandonment of the franchise relationship by you;

(2) the conviction of you of an offense that is directly related to the business conducted pursuant to the franchise; or

(3) failure to cure a default under this Agreement which materially impairs the goodwill associated with our trade name, trademark, service mark, logotype or other commercial symbol after you have received written notice to cure at least twenty-four (24) hours in advance thereof.

No person may terminate or cancel a franchise except for good cause. "Good cause" means failure by you to substantially comply with the material and reasonable franchise requirements imposed by us including, but not limited to:

(1) your bankruptcy or insolvency;

(2) a voluntary or involuntary assignment for the benefit of creditors or any type of similar disposition of the assets of the Business;

(3) voluntary abandonment of the Business;

(4) your conviction or your plea of guilty or no contest to a charge of violating any law relating to the Business; or

(5) any act or conduct which materially impairs the goodwill associated with our trademark, trade name, service mark, logo or other commercial symbol."

6. Section 11.B, **Exceptions to Mediation**, is amended by adding the following language:

"Under Minnesota law, we may seek a restraining order, injunction and such other equitable relief as may be appropriate, but we are not automatically entitled to such relief and you have not automatically consented to such relief."

7. Section 14.G.1, **Applicable Law and Waiver**, and Section 14.I., **Jury Waiver**, are amended by adding:

"Pursuant to Minnesota Statutes Section 80C.21 and Minnesota Rule Part 2860.4400J, and subject to your arbitration obligations, this section shall not in any way abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80C, including the right to submit matters to the jurisdiction of the courts of Minnesota and the right to bring a cause of action within three years after the cause of action accrues. You cannot be required to consent to the waiver of a jury trial."

8. Schedule D, **Acknowledgment Addendum**, is amended by adding the following language:

> "Pursuant to Minnesota Rule 2860.4400J, the foregoing acknowledgments contained in this section shall not be construed as a waiver of my rights."

9. Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of Minnesota state franchise law (MINN. STAT. §§ 80C.01 through 80C.22) are met independently without reference to this Addendum.

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including, fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with this franchise.

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____

___________________________, individually

Accepted as of the ________ day of ________________, 20__, in Waco, Texas.

FRANCHISOR:

____

BY: __________________________________

_____________________________, President

ADDENDUM TO THE FRANCHISE AGREEMENT
MOSQUITO JOE SPV LLC
<u>FOR THE STATE OF NEW YORK</u>

This Addendum to the Franchise Agreement is entered into this ____ day of __________, 20___, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ___________________________ ("you" or "Franchisee") to amend and revise the Franchise Agreement as follows:

NOW, THEREFORE, for and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Agreement is amended as follows:

1. Notwithstanding anything to the contrary in the Agreement, in the event of a conflict between the provisions of the Agreement and the provisions of this Addendum, the provisions of this Addendum shall control. The parties hereby agree that the Agreement remains fully effective in all respects except as specifically modified herein, and all the respective rights and obligations of Franchisee and Franchisor remain as written unless modified herein.

2. Section 4.B, **<u>Renewal</u>**, and Section 10.D.6, **<u>General Release</u>**, are amended by adding the following:

> "All rights enjoyed by you and any causes of action arising in your favor from the provisions of Article 33 of the General Business Law of the State of New York and the regulations issued thereunder shall remain in force; it being the intent of this proviso that the non-waiver provisions of General Business Law, Section 687.4 and 687.5 be satisfied."

3. Section 9.B, **<u>Indemnification</u>**, is amended by adding the following:

> "Notwithstanding anything contained herein to the contrary, you shall not be required to indemnify for any claims arising out of our breach of this Agreement or other civil wrongs by us."

4. Section 12.C, **<u>Termination by You</u>**, is amended to provide that Franchisee may terminate the Franchise Agreement on any grounds available to Franchisee pursuant to applicable law.

5. Section 14.G.1, **<u>Applicable Law and Waiver</u>**, and Section 14.H, **Venue**, are amended by adding:

> "The foregoing choice of law shall not be considered a waiver of any right conferred upon us or you by the provisions of Article 33 of the General Business Law of the State of New York."

6. Section 13.B, **<u>Claims</u>**, is amended to add the following:

> "However, to the extent required by Article 33 of the General Business Law of the State of New York, all rights and any causes of action arising in your favor from the provisions of Article 33 of the General Business Law of the State of New York and the regulations issued thereunder shall remain in force; it being the intent of this provision that the non-waiver provisions of GBL Sections 687.4 and 687.5 be satisfied."

7. Each provision set forth in this Addendum shall be effective only to the extent, with

respect to such provision, that the jurisdictional requirements of New York state franchise law (N.Y. GEN. BUS. LAW §§ 680 through 695) are met independently without reference to this Addendum.

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____
___________________________, individually

Accepted as of the ________ day of ________________, 20__, in Waco, Texas.

FRANCHISOR:

____

BY: ___________________________________

_____________________________, President

ADDENDUM TO THE FRANCHISE AGREEMENT
MOSQUITO JOE SPV LLC
<u>FOR THE STATE OF NORTH DAKOTA</u>

This Addendum to the Franchise Agreement is entered into this ___ day of _____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ______________________________ ("you" or "Franchisee") to amend and revise the Franchise Agreement as follows:

NOW, for and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Agreement is hereby amended as follows:

1. Notwithstanding anything to the contrary in the Agreement, in the event of a conflict between the provisions of the Agreement and the provisions of this Addendum, the provisions of this Addendum shall control. The parties agree that the Agreement remains fully effective in all respects except as specifically modified herein, and all the respective rights and obligations of Franchisee and Franchisor remain as written unless modified herein.

2. Section 9.D, **<u>Noncompetition Covenants</u>**, is amended by adding the following: "Covenants not to compete are generally considered unenforceable in the State of North Dakota pursuant to Section 9-08-06 of the North Dakota Century Code."

3. Section 4.B, **<u>Renewal</u>**, and Section 10.D.6, **<u>General Release</u>**, are amended by adding the following: "Franchise Agreements that require the franchisee to sign a general release upon renewal or transfer are considered unfair, unjust and inequitable and are hereby deleted in accordance with Section 51-19-09 of the North Dakota Franchise Investment Law."

4. Section 14.G.1, **<u>Applicable Law and Waiver</u>** and Section 14.H., **<u>Venue</u>**, are amended by adding the following: "Notwithstanding the foregoing, to the extent required by the North Dakota Franchise Investment Law, this Agreement will be governed by the laws of the state of North Dakota."

5. Section 11, **<u>Dispute Resolution</u>**, is amended by adding the following: "Notwithstanding the foregoing, if and to the extent required by the North Dakota Franchise Investment Law (unless preempted by the Federal Arbitration Act), arbitration proceedings will be conducted at a mutually agreeable site in North Dakota."

6. Section 13.B, **<u>Claims,</u>** is amended by adding the following: "If and to the extent any provisions of this Section of the Agreement are inconsistent with the North Dakota Franchise Investment Law, then the applicable provisions of the North Dakota Franchise Investment Law shall apply."

7. Section 14.I, **<u>Waiver of Jury,</u>** is amended by adding the following: "If and to the extent any provisions of this Section of the Agreement are inconsistent with the North Dakota Franchise Investment Law, then the applicable provisions of the North Dakota Franchise Investment Law shall apply."

8. Section 14.K, **<u>Waiver of Punitive and Consequential Damages</u>**, is amended by adding the following: "If and to the extent any provisions of this Section of the Agreement are inconsistent with the North Dakota Franchise Investment Law, then the applicable provisions of the North Dakota Franchise Investment Law shall apply."

9. Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the North Dakota Franchise Investment Law (N.D. CENT. CODE §§ 51-19-01 through 51-9-17) are met independently without reference to this Addendum.

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____

___________________________, individually

Accepted as of the ________ day of ________________, 20__, in Waco, Texas.

FRANCHISOR:

____

BY: __________________________________

_____________________________, President

ADDENDUM TO THE FRANCHISE AGREEMENT
MOSQUITO JOE SPV LLC
FOR THE STATE OF RHODE ISLAND

This Addendum to the Franchise Agreement is entered into this ___ day of ____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ______________________________ ("you" or "Franchisee") to amend and revise the Franchise Agreement as follows:

NOW, for and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Agreement is hereby amended as follows:

1. Notwithstanding anything to the contrary in the Agreement, in the event of a conflict between the provisions of the Agreement and the provisions of this Addendum, the provisions of this Addendum shall control. The parties agree that the Agreement remains fully effective in all respects except as specifically modified herein, and all the respective rights and obligations of Franchisee and Franchisor remain as written unless modified herein.

2. Section 14.G.1, **Applicable Law and Waiver**, and Section 14.H, **Venue**, are amended by adding:

Any provision in the franchise agreement restricting jurisdiction or venue to a forum outside Rhode Island or requiring the application of the laws of a state other than Rhode Island is void as to a claim otherwise enforceable under the Rhode Island Franchise Investment Act.

3. Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Rhode Island Franchise Investment Act (19 R.I. GEN. LAWS §§ 19-28.1-1 through 19-28.1-34) are met independently without reference to this Addendum.

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____
____________________________, individually

Accepted as of the ________ day of ________________, 20__, in Waco, Texas.

FRANCHISOR:

____

BY: __________________________________

______________________________, President

US.361913427.04

ADDENDUM TO THE FRANCHISE AGREEMENT
MOSQUITO JOE SPV LLC
FOR THE STATE OF WASHINGTON

This Addendum to the Franchise Agreement is entered into this ___ day of _____________, 20__, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and _______________________________ ("you" or "Franchisee") to amend and revise the Franchise Agreement as follows:

NOW, THEREFORE, for and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged by the parties, the Agreement is hereby amended as follows:

1. Notwithstanding anything to the contrary in the Agreement, in the event of a conflict between the provisions of the Agreement and the provisions of this Addendum, the provisions of this Addendum shall control. The parties agree that the Agreement remains fully effective in all respects except as specifically modified herein, and all the respective rights and obligations of Franchisee and Franchisor remain as written unless modified herein.

2. The following paragraphs are added to the end of the Agreement:

In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.

RCW 19.100.180 may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise. There may also be court decisions which may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise.

In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.

A release or waiver of rights executed by a franchisee may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.

Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.

Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee, unless the employee's earnings from the party seeking enforcement, when annualized, exceed $100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed $250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the franchise agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.

RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a franchisee from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the franchise agreement or elsewhere are void and unenforceable in Washington.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

3. Each provision set forth in this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Washington Franchise Investment Protection Act are met independently without reference to this Addendum.

The undersigned does hereby acknowledge receipt of this addendum.

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____

_________________________, individually

Accepted as of the ________ day of ________________, 20__, in ____________, ____.

FRANCHISOR:

____

By: _________________________________

___________________________, President

ADDENDUM TO THE FRANCHISE AGREEMENT
MOSQUITO JOE SPV LLC
FOR THE STATE OF WISCONSIN

This Addendum to the Franchise Agreement is entered into this ____ day of __________, 20___, between **MOSQUITO JOE SPV LLC** ("we", "us" or "Franchisor") and ___________________________ ("you" or "Franchisee") to amend and revise the Franchise Agreement as follows:

1. The Wisconsin Fair Dealership Law Title XIV-A Ch. 135, Sec. 135.01-135.07, will supersede any conflicting terms of the Franchise Agreement.

2. This provision of this Addendum shall be effective only to the extent that the jurisdictional requirements of the Wisconsin Fair Dealership Law applicable to the provisions are met independent of this Addendum. To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said Franchise Agreement or exhibits or attachments thereto, the terms of this Addendum shall govern.

IN WITNESS WHEREOF, each of the undersigned hereby acknowledges having read this Addendum, understands and consents to be bound by all of its terms.

Signed on this ___________ day of _________________, 20__.

FRANCHISEE:

____
___________________________, individually

Accepted as of the ________ day of ________________, 20__, in Waco, Texas.

FRANCHISOR:

____

BY: ___________________________________

_____________________________, President

US.361913427.04

EXHIBIT O

STATE EFFECTIVE DATES

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the states, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered, or exempt from registration, as of the Effective Date stated below:

California:	April 1, 2024
Hawaii:	[PENDING]
Illinois:	April 1, 2024
Indiana:	[PENDING]
Maryland:	SEE SEPARATE FDD
Michigan:	April 1, 2024
Minnesota:	[PENDING]
New York:	April 1, 2024
North Dakota:	[PENDING]
Rhode Island:	[PENDING]
South Dakota:	[PENDING]
Virginia:	[PENDING]
Washington:	[PENDING]
Wisconsin:	[PENDING]

Other states may require registration, filing, or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or seller-assisted marketing plans.

RECEIPTS

RECEIPT (YOURS)

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

If MOSQUITO JOE SPV LLC 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, if applicable, requires that we give you this 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.

Iowa and Michigan, if applicable, require that we give you this disclosure document at least 10 business days before the execution of any binding franchise or other agreement or the payment of any consideration, whichever occurs first.

If Mosquito Joe SPV LLC 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 and state law may have occurred and should be reported to the Federal Trade Commission, Washington, DC 20580 and the state agencies listed in Exhibit B.

The name, principal business address, and telephone number of the Franchise Sellers offering the franchise are: Louis (Lou) Schager Jr., Mosquito Joe SPV LLC, 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452, (757) 512-7780. **Additional Sellers/telephone numbers:**

Name/Contact Information for Broker or Additional Franchise Seller, if any (Address for additional Franchise Seller is same as above): ______________________
____
____
____

ISSUANCE DATE: APRIL 1, 2024

I RECEIVED A DISCLOSURE DOCUMENT DATED APRIL 1, 2024, THAT INCLUDED STATE ADDENDA AND THE FOLLOWING EXHIBITS: (A) Franchise Agreement with Schedules; (B) Agencies/Agents for Service of Process; (C) Financial Statements; (D) Parent Guarantee; (E-1) Current Franchisees in the United States as of December 31, 2023; (E-2) Franchisees in the United States who left the System in the past 12 months as of December 31, 2023; (E-3) Company-Owned Businesses as of December 31, 2023; (F) Area Development Agreement and Schedules; (G) Option to Purchase Agreement; (H) Renewal Addendum; (I) General Release [sample]; (J) PROTRADENET Agreement; (K) Software System User and Maintenance Agreement; (L) Table of Contents of Manuals; (M) Assignment and Consent Agreement; (N) State Addenda and (O) State Effective Dates.

Date	Signature	Printed Name
Date	Signature	Printed Name

RECEIPT (OURS)

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

If MOSQUITO JOE SPV LLC 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, if applicable, requires that we give you this 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.

Iowa and Michigan, if applicable, require that we give you this disclosure document at least 10 business days before the execution of any binding franchise or other agreement or the payment of any consideration, whichever occurs first.

If Mosquito Joe SPV LLC 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 and state law may have occurred and should be reported to the Federal Trade Commission, Washington, DC 20580 and the state agencies listed in Exhibit B.

The name, principal business address, and telephone number of the Franchise Sellers offering the franchise are: Louis (Lou) Schager Jr., Mosquito Joe SPV LLC, 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452, (757) 512-7780. **Additional Sellers/telephone numbers:**

Name/Contact Information for Broker or Additional Franchise Seller, if any (Address for additional Franchise Seller is same as above): ______________________________
____
____
____

ISSUANCE DATE: APRIL 1, 2024

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Date	Signature	Printed Name
Date	Signature	Printed Name