

Basis of Presentation & Key Assumptions

Consolidated pro forma, Scenario 1 (North Carolina operating; Florida, Tennessee, Texas rollout)

PAGE 1

The following unaudited pro forma statements present Service In on a consolidated (global) basis and by operating market for fiscal years 2026 through 2031, on both annual and monthly bases. Each new market is modeled as one repeatable nine-seat launch unit – two Account Executives, one Operations Analyst, a Paint team (1 PM + 2 APMs) and a Clean team (1 PM + 2 APMs) – supported by a corporate Delta Force for the first three months after launch. All figures are drawn directly from the Company financial model, Scenario 1.

ASSUMPTION	BASIS
Scenario	Scenario 1 – FL, TN, TX rollout
Forecast horizon	2026 – 2031 (annual & monthly)
New market launch cost	\$500K
Months to breakeven	6–8 months
Launch unit headcount	9 seats (2 AE, 1 Ops Analyst, Paint 1 PM + 2 APM, Clean 1 PM + 2 APM)
Corporate Delta Force	First 3 months of each launch
Exit multiple range	5x – 15x net profit

MARKET	STATE	STATUS	LAUNCH	2026 REV.	2027 REV.	2028 REV.	2029 REV.	2030 REV.	2031 REV.
Raleigh-Durham	NC	Operating	Operating	3,978	7,956	13,923	20,884	26,105	28,715
Charlotte	NC	Operating	Operating	1,408	3,521	7,041	12,322	18,483	20,332
Wilmington	NC	Operating	Operating	904	1,807	3,163	4,744	7,116	7,828
South Florida	FL	Launch	Jan 2027	–	2,887	5,966	10,441	15,662	23,492
Orlando	FL	Launch	2027	–	1,444	5,484	8,252	12,672	19,009
Jacksonville	FL	Launch	2027	–	1,444	5,484	8,252	12,672	19,009
Nashville	TN	Planned	Q4 2027	–	61	3,879	6,010	10,057	15,085
Austin	TX	Planned	2028	–	–	2,887	5,221	9,136	13,704
Dallas	TX	Planned	2028	–	–	2,887	5,221	9,136	13,704
Corporate	–	Corporate	–	–	–	–	–	–	–

Market revenue in \$ thousands.

Consolidated Statement of Operations

Fiscal years 2026 – 2031, annual basis

PAGE 2

(\$ IN ACTUALS)	2026	2027	2028	2029	2030	2031
Revenue	6,289,743	19,120,010	50,713,849	81,345,614	121,039,123	160,877,062
Paint	3,253,407	10,584,743	29,251,182	47,243,486	71,397,271	95,651,460
Clean	1,925,622	5,076,308	12,104,011	19,170,243	27,636,161	35,534,116
Floor	263,630	1,096,472	3,474,912	5,611,181	8,556,650	11,979,484
Commercial	847,084	2,362,488	5,883,745	9,320,703	13,449,041	17,712,001
COGS	3,773,846	12,055,646	30,717,002	48,807,368	72,623,474	96,526,237
Gross Profit	2,515,897	7,064,364	19,996,847	32,538,246	48,415,649	64,350,825
W2 Payroll	–	4,917,000	9,816,125	11,726,000	12,430,000	12,518,000
OpEx	964,335	2,277,650	3,258,000	3,313,400	3,460,900	3,553,400
Net Profit (EBITDA)	1,551,562	(130,286)	6,922,722	17,498,846	32,524,749	48,279,425
Gross margin	40.0%	36.9%	39.4%	40.0%	40.0%	40.0%
Net margin	24.7%	-0.7%	13.7%	21.5%	26.9%	30.0%

Consolidated Statement of Operations – 2026

Monthly basis, consolidated across all markets

(\$ IN THOUSANDS)	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	FY
Revenue	251	246	306	371	406	495	975	852	700	630	441	617	6,290
COGS	151	148	183	223	244	297	585	511	420	378	265	370	3,774
Gross Profit	100	99	122	148	162	198	390	341	280	252	176	247	2,516
W2 Payroll	–	–	–	–	–	–	–	–	–	–	–	–	–
OpEx	31	41	56	63	69	82	114	100	85	84	120	120	964
Net Profit (EBITDA)	70	57	66	86	94	116	276	240	195	168	56	127	1,552

Consolidated Statement of Operations – 2027

Monthly basis, consolidated across all markets

(\$ IN THOUSANDS)	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	FY
Revenue	509	523	686	894	1,035	1,344	2,488	2,429	2,253	2,273	2,055	2,631	19,120
COGS	305	315	416	547	639	835	1,539	1,518	1,428	1,457	1,345	1,711	12,056
Gross Profit	203	208	270	348	396	508	950	911	824	816	710	920	7,064
W2 Payroll	276	276	276	388	388	415	451	451	451	516	516	516	4,917
OpEx	193	153	161	229	198	198	167	167	167	225	210	210	2,278
Net Profit (EBITDA)	(266)	(221)	(167)	(270)	(190)	(105)	332	294	207	75	(15)	195	(130)

Consolidated Statement of Operations – 2028

Monthly basis, consolidated across all markets

(\$ IN THOUSANDS)	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	FY
Revenue	2,306	2,458	3,001	3,232	3,558	4,205	6,375	6,226	5,571	5,032	3,803	4,947	50,714
COGS	1,384	1,476	1,805	1,949	2,150	2,543	3,850	3,767	3,379	3,062	2,330	3,022	30,717
Gross Profit	923	982	1,196	1,283	1,408	1,662	2,524	2,459	2,192	1,970	1,473	1,925	19,997
W2 Payroll	717	717	717	786	786	791	876	876	887	887	887	887	9,816
OpEx	313	282	282	262	262	262	266	266	266	266	266	266	3,258
Net Profit (EBITDA)	(108)	(18)	196	236	361	609	1,382	1,317	1,038	817	320	772	6,923

Consolidated Statement of Operations – 2029

Monthly basis, consolidated across all markets

(\$ IN THOUSANDS)	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	FY
Revenue	4,165	3,913	4,746	5,881	6,217	7,147	10,511	10,129	8,575	7,747	5,228	7,086	81,346
COGS	2,499	2,348	2,848	3,529	3,730	4,288	6,307	6,077	5,145	4,648	3,137	4,252	48,807
Gross Profit	1,666	1,565	1,898	2,353	2,487	2,859	4,204	4,052	3,430	3,099	2,091	2,834	32,538
W2 Payroll	977	977	977	977	977	977	977	977	977	977	977	977	11,726
OpEx	275	275	275	276	276	276	276	276	276	276	276	276	3,313
Net Profit (EBITDA)	413	313	646	1,099	1,233	1,605	2,951	2,798	2,177	1,845	838	1,581	17,499

Consolidated Statement of Operations – 2030

Monthly basis, consolidated across all markets

(\$ IN THOUSANDS)	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	FY
Revenue	6,452	6,049	7,320	8,792	9,258	10,629	15,243	15,056	12,767	11,404	7,680	10,389	121,039
COGS	3,871	3,629	4,392	5,275	5,555	6,377	9,146	9,033	7,660	6,842	4,608	6,234	72,623
Gross Profit	2,581	2,419	2,928	3,517	3,703	4,251	6,097	6,022	5,107	4,562	3,072	4,156	48,416
W2 Payroll	1,014	1,014	1,014	1,043	1,043	1,043	1,043	1,043	1,043	1,043	1,043	1,043	12,430
OpEx	288	288	288	288	288	288	288	288	288	288	288	288	3,461
Net Profit (EBITDA)	1,279	1,117	1,626	2,185	2,371	2,920	4,766	4,691	3,775	3,230	1,741	2,824	32,525

Consolidated Statement of Operations – 2031

Monthly basis, consolidated across all markets

(\$ IN THOUSANDS)	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	FY
Revenue	8,977	8,335	10,031	11,945	12,570	14,306	19,837	19,630	16,772	14,965	10,022	13,486	160,877
COGS	5,386	5,001	6,019	7,167	7,542	8,584	11,902	11,778	10,063	8,979	6,013	8,092	96,526
Gross Profit	3,591	3,334	4,012	4,778	5,028	5,722	7,935	7,852	6,709	5,986	4,009	5,394	64,351
W2 Payroll	1,043	1,043	1,043	1,043	1,043	1,043	1,043	1,043	1,043	1,043	1,043	1,043	12,518
OpEx	295	295	295	296	296	296	296	296	296	296	296	296	3,553
Net Profit (EBITDA)	2,252	1,995	2,674	3,438	3,689	4,383	6,595	6,513	5,369	4,647	2,669	4,055	48,279

Raleigh-Durham – Market Schedule

Annual basis, fiscal years 2026 – 2031 · Operating

PAGE 9

(\$ IN ACTUALS)	2026	2027	2028	2029	2030	2031
Revenue	3,977,884	7,955,768	13,922,594	20,883,891	26,104,864	28,715,350
Paint	1,588,925	3,177,850	5,561,238	8,341,856	10,427,320	11,470,052
Clean	1,451,014	2,902,028	5,078,549	7,617,824	9,522,279	10,474,507
Floor	192,570	385,140	673,995	1,010,993	1,263,741	1,390,115
Commercial	745,375	1,490,750	2,608,813	3,913,219	4,891,523	5,380,676
COGS	2,386,730	4,773,461	8,353,556	12,530,335	15,662,918	17,229,210
Gross Profit	1,591,154	3,182,307	5,569,038	8,353,556	10,441,946	11,486,140
W2 Payroll	–	877,250	946,000	1,012,000	1,188,000	1,188,000
OpEx	–	308,500	317,600	338,600	343,600	343,600
Net Profit (EBITDA)	1,591,154	1,996,557	4,305,438	7,002,956	8,910,346	9,954,540
Gross margin	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
Net margin	40.0%	25.1%	30.9%	33.5%	34.1%	34.7%

Charlotte – Market Schedule

Annual basis, fiscal years 2026 – 2031 · Operating

PAGE 10

(\$ IN ACTUALS)	2026	2027	2028	2029	2030	2031
Revenue	1,408,248	3,520,620	7,041,240	12,322,170	18,483,255	20,331,581
Paint	966,857	2,417,143	4,834,285	8,459,999	12,689,998	13,958,998
Clean	293,428	733,570	1,467,140	2,567,495	3,851,243	4,236,367
Floor	60,074	150,185	300,370	525,648	788,471	867,318
Commercial	87,889	219,723	439,445	769,029	1,153,543	1,268,897
COGS	844,949	2,112,372	4,224,744	7,393,302	11,089,953	12,198,948
Gross Profit	563,299	1,408,248	2,816,496	4,928,868	7,393,302	8,132,632
W2 Payroll	–	781,000	891,000	891,000	979,000	979,000
OpEx	–	220,900	249,400	259,400	279,400	279,400
Net Profit (EBITDA)	563,299	406,348	1,676,096	3,778,468	6,134,902	6,874,232
Gross margin	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
Net margin	40.0%	11.5%	23.8%	30.7%	33.2%	33.8%

Wilmington – Market Schedule

Annual basis, fiscal years 2026 – 2031 · Operating

PAGE 11

(\$ IN ACTUALS)	2026	2027	2028	2029	2030	2031
Revenue	903,611	1,807,222	3,162,639	4,743,958	7,115,937	7,827,530
Paint	697,625	1,395,250	2,441,688	3,662,531	5,493,797	6,043,177
Clean	181,180	362,360	634,130	951,195	1,426,793	1,569,472
Floor	10,986	21,972	38,451	57,677	86,515	95,166
Commercial	13,820	27,640	48,370	72,555	108,833	119,716
COGS	542,167	1,084,333	1,897,583	2,846,375	4,269,562	4,696,518
Gross Profit	361,444	722,889	1,265,055	1,897,583	2,846,375	3,131,012
W2 Payroll	–	445,500	511,500	539,000	539,000	539,000
OpEx	–	141,900	157,900	157,900	167,900	167,900
Net Profit (EBITDA)	361,444	135,489	595,655	1,200,683	2,139,475	2,424,112
Gross margin	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
Net margin	40.0%	7.5%	18.8%	25.3%	30.1%	31.0%

South Florida – Market Schedule

Annual basis, fiscal years 2026 – 2031 · Launch Jan 2027

PAGE 12

(\$ IN ACTUALS)	2026	2027	2028	2029	2030	2031
Revenue	–	2,886,925	5,966,312	10,441,045	15,661,568	23,492,352
Paint	–	1,781,500	3,681,767	6,443,092	9,664,638	14,496,956
Clean	–	534,450	1,104,530	1,932,928	2,899,391	4,349,087
Floor	–	267,225	552,265	966,464	1,449,696	2,174,543
Commercial	–	303,750	627,750	1,098,563	1,647,844	2,471,766
COGS	–	2,020,848	3,579,787	6,264,627	9,396,941	14,095,411
Gross Profit	–	866,078	2,386,525	4,176,418	6,264,627	9,396,941
W2 Payroll	–	599,500	918,500	918,500	1,094,500	1,094,500
OpEx	–	383,450	355,000	365,000	375,000	385,000
Net Profit (EBITDA)	–	(116,872)	1,113,025	2,892,918	4,795,127	7,917,441
Gross margin	–	30.0%	40.0%	40.0%	40.0%	40.0%
Net margin	–	-4.0%	18.7%	27.7%	30.6%	33.7%

Orlando – Market Schedule

Annual basis, fiscal years 2026 – 2031 · Launch 2027

PAGE 13

(\$ IN ACTUALS)	2026	2027	2028	2029	2030	2031
Revenue	–	1,444,300	5,484,320	8,251,794	12,672,398	19,008,597
Paint	–	889,000	3,386,600	5,092,121	7,820,043	11,730,064
Clean	–	266,700	1,015,980	1,527,636	2,346,013	3,519,019
Floor	–	133,350	507,990	763,818	1,173,006	1,759,510
Commercial	–	155,250	573,750	868,219	1,333,336	2,000,004
COGS	–	1,011,010	3,290,592	4,951,076	7,603,439	11,405,158
Gross Profit	–	433,290	2,193,728	3,300,718	5,068,959	7,603,439
W2 Payroll	–	419,375	869,000	918,500	1,050,500	1,094,500
OpEx	–	297,200	352,500	362,500	365,000	372,500
Net Profit (EBITDA)	–	(283,285)	972,228	2,019,718	3,653,459	6,136,439
Gross margin	–	30.0%	40.0%	40.0%	40.0%	40.0%
Net margin	–	-19.6%	17.7%	24.5%	28.8%	32.3%

Jacksonville – Market Schedule

Annual basis, fiscal years 2026 – 2031 · Launch 2027

PAGE 14

(\$ IN ACTUALS)	2026	2027	2028	2029	2030	2031
Revenue	–	1,444,300	5,484,320	8,251,794	12,672,398	19,008,597
Paint	–	889,000	3,386,600	5,092,121	7,820,043	11,730,064
Clean	–	266,700	1,015,980	1,527,636	2,346,013	3,519,019
Floor	–	133,350	507,990	763,818	1,173,006	1,759,510
Commercial	–	155,250	573,750	868,219	1,333,336	2,000,004
COGS	–	1,011,010	3,290,592	4,951,076	7,603,439	11,405,158
Gross Profit	–	433,290	2,193,728	3,300,718	5,068,959	7,603,439
W2 Payroll	–	419,375	869,000	918,500	1,050,500	1,094,500
OpEx	–	297,200	345,000	345,000	345,000	345,000
Net Profit (EBITDA)	–	(283,285)	979,728	2,037,218	3,673,459	6,163,939
Gross margin	–	30.0%	40.0%	40.0%	40.0%	40.0%
Net margin	–	-19.6%	17.9%	24.7%	29.0%	32.4%

Nashville – Market Schedule

Annual basis, fiscal years 2026 – 2031 · Planned Q4 2027

PAGE 15

(\$ IN ACTUALS)	2026	2027	2028	2029	2030	2031
Revenue	–	60,875	3,878,575	6,009,916	10,056,874	15,085,311
Paint	–	35,000	2,396,005	3,708,675	6,206,022	9,309,033
Clean	–	10,500	718,802	1,112,602	1,861,807	2,792,710
Floor	–	5,250	359,401	556,301	930,903	1,396,355
Commercial	–	10,125	404,367	632,338	1,058,142	1,587,212
COGS	–	42,613	2,327,145	3,605,950	6,034,124	9,051,186
Gross Profit	–	18,263	1,551,430	2,403,967	4,022,750	6,034,124
W2 Payroll	–	104,500	719,125	852,500	852,500	852,500
OpEx	–	131,000	338,700	345,000	345,000	345,000
Net Profit (EBITDA)	–	(217,237)	493,605	1,206,467	2,825,250	4,836,624
Gross margin	–	30.0%	40.0%	40.0%	40.0%	40.0%
Net margin	–	-356.9%	12.7%	20.1%	28.1%	32.1%

Austin – Market Schedule

Annual basis, fiscal years 2026 – 2031 · Planned 2028

PAGE 16

(\$ IN ACTUALS)	2026	2027	2028	2029	2030	2031
Revenue	–	–	2,886,925	5,220,523	9,135,915	13,703,872
Paint	–	–	1,781,500	3,221,546	5,637,705	8,456,558
Clean	–	–	534,450	966,464	1,691,312	2,536,967
Floor	–	–	267,225	483,232	845,656	1,268,484
Commercial	–	–	303,750	549,281	961,242	1,441,863
COGS	–	–	2,020,848	3,132,314	5,481,549	8,222,323
Gross Profit	–	–	866,078	2,088,209	3,654,366	5,481,549
W2 Payroll	–	–	599,500	984,500	984,500	984,500
OpEx	–	–	383,450	345,000	345,000	345,000
Net Profit (EBITDA)	–	–	(116,872)	758,709	2,324,866	4,152,049
Gross margin	–	–	30.0%	40.0%	40.0%	40.0%
Net margin	–	–	-4.0%	14.5%	25.4%	30.3%

Dallas – Market Schedule

Annual basis, fiscal years 2026 – 2031 · Planned 2028

PAGE 17

(\$ IN ACTUALS)	2026	2027	2028	2029	2030	2031
Revenue	–	–	2,886,925	5,220,523	9,135,915	13,703,872
Paint	–	–	1,781,500	3,221,546	5,637,705	8,456,558
Clean	–	–	534,450	966,464	1,691,312	2,536,967
Floor	–	–	267,225	483,232	845,656	1,268,484
Commercial	–	–	303,750	549,281	961,242	1,441,863
COGS	–	–	1,732,155	3,132,314	5,481,549	8,222,323
Gross Profit	–	–	1,154,770	2,088,209	3,654,366	5,481,549
W2 Payroll	–	–	599,500	918,500	918,500	918,500
OpEx	–	–	383,450	345,000	345,000	345,000
Net Profit (EBITDA)	–	–	171,820	824,709	2,390,866	4,218,049
Gross margin	–	–	40.0%	40.0%	40.0%	40.0%
Net margin	–	–	6.0%	15.8%	26.2%	30.8%

Corporate – Market Schedule

Annual basis, fiscal years 2026 – 2031 · Corporate

PAGE 18

(\$ IN ACTUALS)	2026	2027	2028	2029	2030	2031
Revenue	–	–	–	–	–	–
Paint	–	–	–	–	–	–
Clean	–	–	–	–	–	–
Floor	–	–	–	–	–	–
Commercial	–	–	–	–	–	–
COGS	–	–	–	–	–	–
Gross Profit	–	–	–	–	–	–
W2 Payroll	–	1,270,500	2,893,000	3,773,000	3,773,000	3,773,000
OpEx	–	497,500	375,000	450,000	550,000	625,000
Net Profit (EBITDA)	–	(1,768,000)	(3,268,000)	(4,223,000)	(4,323,000)	(4,398,000)
Gross margin	–	–	–	–	–	–
Net margin	–	–	–	–	–	–