



a neighborly company

# OUTSIDE IS FUN AGAIN™

## FRANCHISE OPPORTUNITY

## Bugs Beware! Pest Control Market Set to Swell to \$34B by 2030

The pest management industry is experiencing significant growth, driven by increased demand for residential and commercial services. The market is projected to expand from \$23.7 billion in 2024 to \$34.3 billion by 2030, reflecting a compound annual growth rate (CAGR) of 6.3%. Key trends influencing this growth include technology enhancements like remote monitoring systems as well as an increasing emphasis on eco-friendly pest control solutions. These factors present a compelling business opportunity for entrepreneurs looking to enter this dynamic and expanding industry.

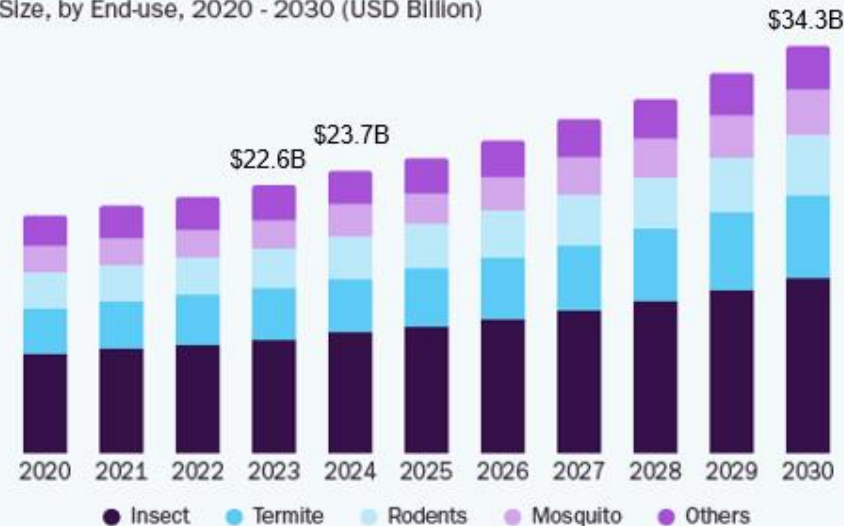
### 6.3%

North America Market CAGR,  
2024 – 2030

Source: [grandviewresearch.com](https://www.grandviewresearch.com)

### Pest Control Service Market

Size, by End-use, 2020 - 2030 (USD Billion)



GRAND VIEW RESEARCH

### 6.3%

Global Market CAGR,  
2024 - 2030

Source:  
[www.grandviewresearch.com](https://www.grandviewresearch.com)





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## A Buzzworthy Franchise Opportunity

The global mosquito population is exploding, and with it, the transfer of potentially deadly vector-borne diseases.

- Mosquitoes are statistically the deadliest animal on earth, responsible for at least 725,000 deaths each year.<sup>1</sup>
- Nearly 50% of the global population will live where mosquito species are established by 2050.<sup>2</sup>
- The global pest control industry is projected to see a compound annual growth rate of 6.3% through 2030 - and expected to top \$34.3 billion.<sup>2</sup>

Our mission extends beyond the management of mosquitoes. Homeowners nationwide are looking for the relief we provide. The problem with pests isn't limited to forests, lake regions, and wetlands. It is anywhere there are mosquitoes, ticks, fleas, and more; or in drier climates, scorpions.

We are dedicated to protecting the environment and crafting enjoyable outdoor spaces. Through customized, eco-friendly treatment plans and being a part of the EPA's Pesticide Environmental Stewardship Program (PESP), we ensure both peace of mind and a thriving ecosystem.

Mosquito Joe® has spent fifteen years optimizing our system to equip our franchise owners with the best tools, technology, and resources in the industry. This foundation allows franchise owners even with no industry experience to confidently grow their business and to secure a comfortable lifestyle for themselves and their families.

**425+**

franchise locations in  
North America

**89%**

of business is from  
recurring customers<sup>3</sup>

**15**

years of  
experience

### Recurring Customer Model, Multiple Service Verticals

- Our full-service business is designed to establish and encourage repeat customers
- Commercial work adds supplemental revenue opportunities

### Standard Service Offerings

- Mosquitoes, Fleas and Ticks
- Perimeter Pest Control: Ants, Spiders, "Outdoor Cockroaches," Millipedes, Centipedes, Crickets

### Ancillary Service Offerings

- Stinging Insects: Wasps, Hornets
- Rodent Control
- Fly Control: Filth Flies, House Flies

### Specialty Services

- Spotted Lanternflies
- Stink Bugs/Boxelder Bugs
- Midges/Gnats/No-see-ums
- Fire Ants
- Scorpions

1. GatesNotes. 2. Grand View Research. 3. See item 19 of 2025 FDD for full details. A "recurring customer" is one that receives three or more services in a single calendar year/season.

# The Hard-Hitting Numbers

2024 low, average, and high Annual Gross Sale per Territory<sup>1</sup>

## First 5 Years in Business

**\$15,980**

Low Annual Gross Sales<sup>1</sup>

**\$214,794**

Average Annual Gross Sales<sup>1</sup>

**\$850,881**

High Annual Gross Sales<sup>1</sup>

## 6+ Years in Business

**\$13,884**

Low Annual Gross Sales<sup>1</sup>

**\$432,954**

Average Annual Gross Sales<sup>1</sup>

**\$1,901,756**

High Annual Gross Sales<sup>1</sup>

1. Refer to Item 19 of the 2025 Mosquito Joe SPV LLC Franchise Disclosure Document. This information reflects 387 franchised businesses that had been operating for at least 12 months as of December 31, 2024. For the first 5 years in business category, 32 franchised businesses or 35% and for the 6+ years in business category, 105 franchised businesses or 35%, achieved or exceeded the stated average annual gross sales results listed. New franchisees' individual financial results may differ from the results stated herein. 2. Refer to Item 7 in the 2025 Mosquito Joe Franchise Disclosure Document for additional details. 3. Refer to Item 5 of the 2025 Mosquito Joe SPV LLC Franchise Disclosure Document for complete details.

## Investment Overview

Our ownership model involves a low cost of investment relative to the revenue potential

**\$151,155 - \$193,075<sup>2</sup>**

- \$50,000 in available liquid capital
- \$250,000 minimum net worth



We proudly offer active or retired military members who were honorably discharged an

**\$8,500 discount**

off the minimum initial franchise fee for qualified veterans.<sup>3</sup>

“My wife and I wanted to find a business that we could give back to our community and make a difference for others. When we were looking at opportunities, Mosquito Joe seemed to fall right into place. Mosquito Joe is a family of owners who truly collaborate, support, and believe in each other. We are also supported by a very talented corporate team that invests in our development and future.”

**Lee and Hollie Woodham**

Franchise Owner, Northwest Dallas-Fort Worth, TX

This information is not intended as an offer to sell, or the solicitation of an offer to buy, a franchise. It is for information purposes only. Currently, the following states regulate the offer and sale of franchises: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Oregon, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin. If you are a resident of or want to locate a franchise in one of these states, we will not offer you a franchise unless and until we have complied with applicable pre-sale registration and disclosure requirements in your state.



# The Neighborly® Advantage

**Mosquito Joe®** is a part of Neighborly, the world's leader home services company. Neighborly delivers premium service experiences to homes and businesses worldwide, providing trusted and comprehensive services to millions of customers each year across the industry-leading **19 franchise brands** in North America. We truly believe we are stronger together — and franchise owners can count on a **network of support** both locally and nationwide to share ideas, best practices and expertise throughout their business ownership journey.

## 40+ Years of Brand History & Proven Systems

Navigate the challenges of business ownership with ease. Neighborly's marketing and operational support help set you on a potential path to success.



## \$7.7M in Rebates Provided in 2024 From ProTradeNet®

Neighborly brand franchise owners can take advantage of savings and rebates from over 250 vendors.



## \$4.1B+ Neighborly Systemwide Revenue

The multi-brand portfolio means that networking and customer referrals can flow more easily between sister brands in the same local market, creating value for customers and our franchise owners.



## Extensive Network & Owner Assistance

Go into business for yourself, but not by yourself. With over **5,500+** locations nationwide, access to fellow owners and third-party support, we take some of the stress out of the ownership experience.



Our owners come from many backgrounds; whether experienced in the industry, proven leaders leaving their corporate jobs for control and stability in their lives, veterans bringing their trained skills to business ownership or simply a passion for helping their community in an essential industry. No matter your background, experience in leadership and willingness to follow established processes makes you a prime candidate for franchise ownership with Mosquito Joe.