FRANCHISE OPPORTUNITY

AIRESERV®
HEATING & AIR CONDITIONING
a neighborly company

INTERESTED IN A HVAC BUSINESS. BREATHE EASIER.

WHO WE ARE

Originally launched in 1992, Aire Serv® has evolved from an HVAC repair and maintenance service to being a full-scale provider of heating, cooling, and air quality solutions.

230+
franchise locations in North America

34
years of helping families breathe easier

2x
a year visits ensure customer retention

Today, with over 230 locations throughout the United States and Canada, Aire Serv is a trusted household name and one of the largest and most reliable indoor systems providers for both residential and commercial customers.

The air we breathe – and ultimately our health – is increasingly impacted by many factors, including climate change and environmental pollutants, viruses, and allergens. Aire Serv is proud to be a leader in residential air purification technology, with a wide range of air improvement tests and solutions. Whether the goal is cleaner air or maintaining the perfect temperature, Aire Serv is focused on providing efficient and comfortable indoor environments for homeowners.

Established Systems and Processes for New Franchise Owners to Leverage

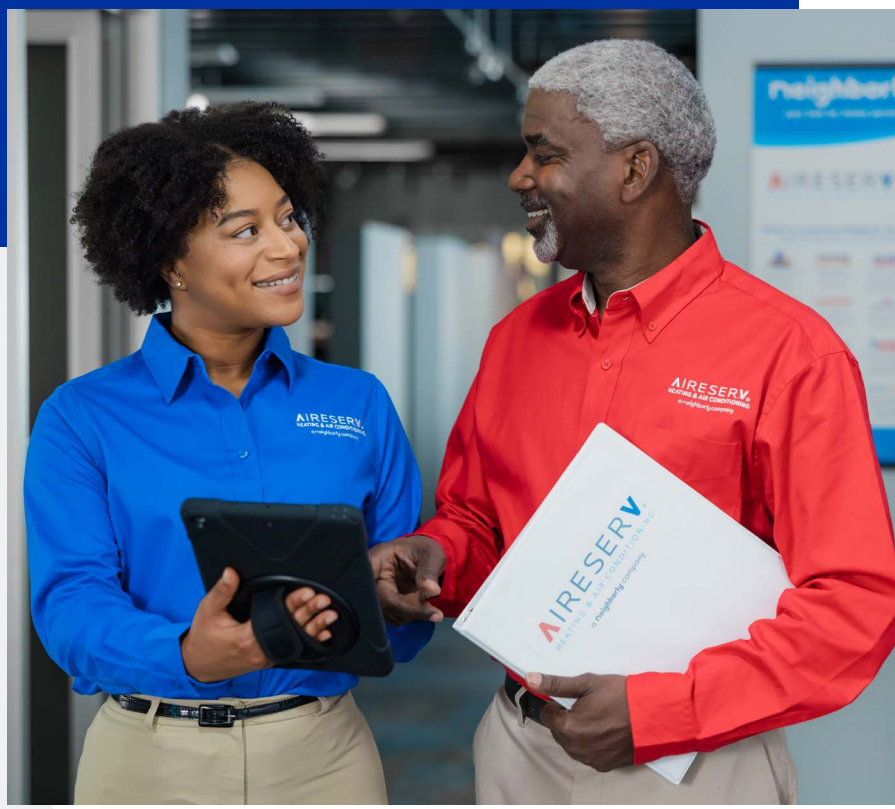
We've spent over three decades optimizing our system to equip our franchise owners with the best tools, technology, and resources in the industry. This foundation allows franchise owners even with no industry experience to confidently grow their business and to secure a comfortable lifestyle for themselves and their families. In fact, many franchise owners invest in an Aire Serv business with the intention of passing it down to family members and establishing a long-term legacy for generations to come.

"The support from Aire Serv while setting up my business was amazing. I found that if there is a bit of support that I need, or a specific area wher I could use help, Aire Serv has been there to provide me with that support.

Jonathan Zeis
Aire Serv Franchise Owner

Learn more at **franchise.aireserv.com**

OWNERSHIP MODEL



At Aire Serv®, we empower our franchise owners with an established model, streamlined operations systems, and experienced support at every turn.

Get expert business training

We'll provide the systems, tools and expertise to empower you to develop ways to run your business for the better.

Don't go it alone anymore

Rely on the skills, experience and advice of a community of industry leaders – including your fellow Aire Serv franchise owners.

Build your dream business

You've spent your career building your business. We're just here to give you the boost you need to start making it work for you.

One of the things [my wife and I] enjoyed about transitioning over from corporate life to owning multiple franchises is that it created a freedom for us that we hadn't had before

Cody Regan
Aire Serv Franchise Owner

Benefits of the Aire Serv Business Model

As a leading heating and cooling franchise, the Aire Serv business model offers franchise owners:

- **Reoccurring revenue potential:** Maintaining heating and cooling systems are crucial to ensure optimal performance. Thus, creating opportunities to provide service contracts to maintain HVAC systems with 2x a year visits and staying at the forefront of the customers minds.
- **Prime Territories:** Room to grow with designated territories nationwide
- **Scalable model:** Lower barrier to entry with potential for significant growth and to become a local market leader
- **Recession-resilient offerings:** The need for heating, cooling, and improved air quality is on the rise, regardless of the economy, or extreme weather conditions.
- **ProTradeNet® buying power:** Price breaks from 250+ suppliers; $98M in upfront savings and $8.7M Neighborly®-wide annual rebates given for the full year 2024[4]
- **Executive Ownership Model:** Their role is to lead the team of HVAC service professionals while building lasting relationships with home and business owners in the community - all without having HVAC industry experience.

HIGH-QUALITY HVAC SERVICES

Help your customers breathe easier with a wide range of services:

Heating

- Furnace maintenance plan, repair & replacement
- Heater maintenance plan, repair & replacement
- Heat pumps & boilers

Cooling

- Air conditioner maintenance, repair & replacement
- Ductless split AC systems
- Duct installation
- Ductwork installation

Other Services

- Emergency HVAC services
- Indoor air quality
- Water heater installation
- Thermostat replacement
- Carbon monoxide smoke detectors
- Humidifiers
- Thermostat installation
- Smart home application

The Customers We Serve

Customers know and recognize the Aire Serv® name and can trust that our franchise owners and service professionals aren't part of the typical man-in-a-van operations they've dealt with in the past. We earn customers' trust by offering a range of solutions for their HVAC and air quality needs and only recommending replacements when necessary and appropriate. Aire Serv franchise owners can offer their customers a desirable, seamless service experience with project descriptions on iPads, GPS truck tracking, and much more.

We joined Aire Serv because our business had been growing, and we reached a point where we didn't know where to go, didn't know what to do, needed more tools to be able to move everything forward. And Aire Serv not only offered the technology, the systems, and a way forward but, most importantly, they also offered the integrity, the transparency and the people we could trust to help us do it.

Gary and Shelly Mertz
Aire Serv Franchise Owners, Flower Mound, TX

RESOURCES AND SUPPORT

The Neighborly Advantage

With more than 40 years of experience, 28 brands, and over 5,500 franchise locations, Neighborly provides the scale and foundation to support continued improvement across the system.

Today, franchise owners operate within a connected and evolving platform that supports both national consistency and local execution. Shared marketing capabilities, proprietary technology, operational tools, and performance insights help simplify decision-making and daily operations. Together, these capabilities reflect a professionally supported platform that franchise owners can leverage as they launch, operate, grow, and manage their local businesses.

5,500+
franchise locations

$4.6B
systemwide revenue

Marketing Leadership and Resources

Aire Serv® and Neighborly® provide franchise owners with **access to a modern marketing platform** designed to support local demand generation and customer retention. A **centralized team** develops strategy, campaign frameworks, creative assets, and planning tools that owners can use to activate marketing in their markets.

At the local level, franchise owners have access to performance-focused tools, customizable resources, and guidance to help attract new customers and stay connected with existing ones. **Individualized support** is available to new owners and franchise business owners who want assistance applying these tools based on their goals, experience, and local conditions to help to boost engagement and success.

Rebates and Discounts

Through **ProTradeNet®**, Aire Serv owners gain access to pricing discounts and rebates from **over 250 vendors**. This results in savings on a wide variety of products and services including equipment, supplies, consumer financing, employee benefit plans, software programs, and much more.

Collaborative Network

Through the Neighborly network, Aire Serv franchise owners can **build relationships with other owners** both locally and nationwide to share ideas, best practices, and expertise. We truly believe we are stronger together – and franchise owners can count on a **network of support** throughout their business ownership journey.

Neighborly Code of Values: We Live R.I.C.H.

Respect
Showing **respect** for all people

Integrity
Acting with **integrity** in all dealings

Customers
Serving **customers** with enthusiasm

Having Fun
And **having fun** in the process

OUR FRANCHISE RELATIONSHIP

Between our established model and your leadership, we'll partner to build a **mutually beneficial relationship**.

We provide:

- An established business model
- A strong, recognizable brand
- Proven, effective systems
- Training and support

You provide:

- Leadership
- Ownership and operation
- Your unique talents and style

Aire Serv® franchise owners don't need prior HVAC experience. We're looking for people from all backgrounds who share some key traits:

Leadership

Passion for **creating your own success**

Service Oriented

Desire to improve quality of life for your community

Teamwork

Ability to **lead a team, and provide customer service**

Investment Overview

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

$113,808.50 – $271,708.50

estimated initial investment range[1]

Ask us about financing options that might be available.

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

20%

off minimum initial franchise fee for qualified veterans[2]

As a founding member of VetFran, we proudly offer active or retired military members who were honorably discharged a 20% discount.

Strong Revenue Potential

Average Gross Sales by Operator in 2025

$6,548,443

Average Gross Sales for the Top 10%[3]

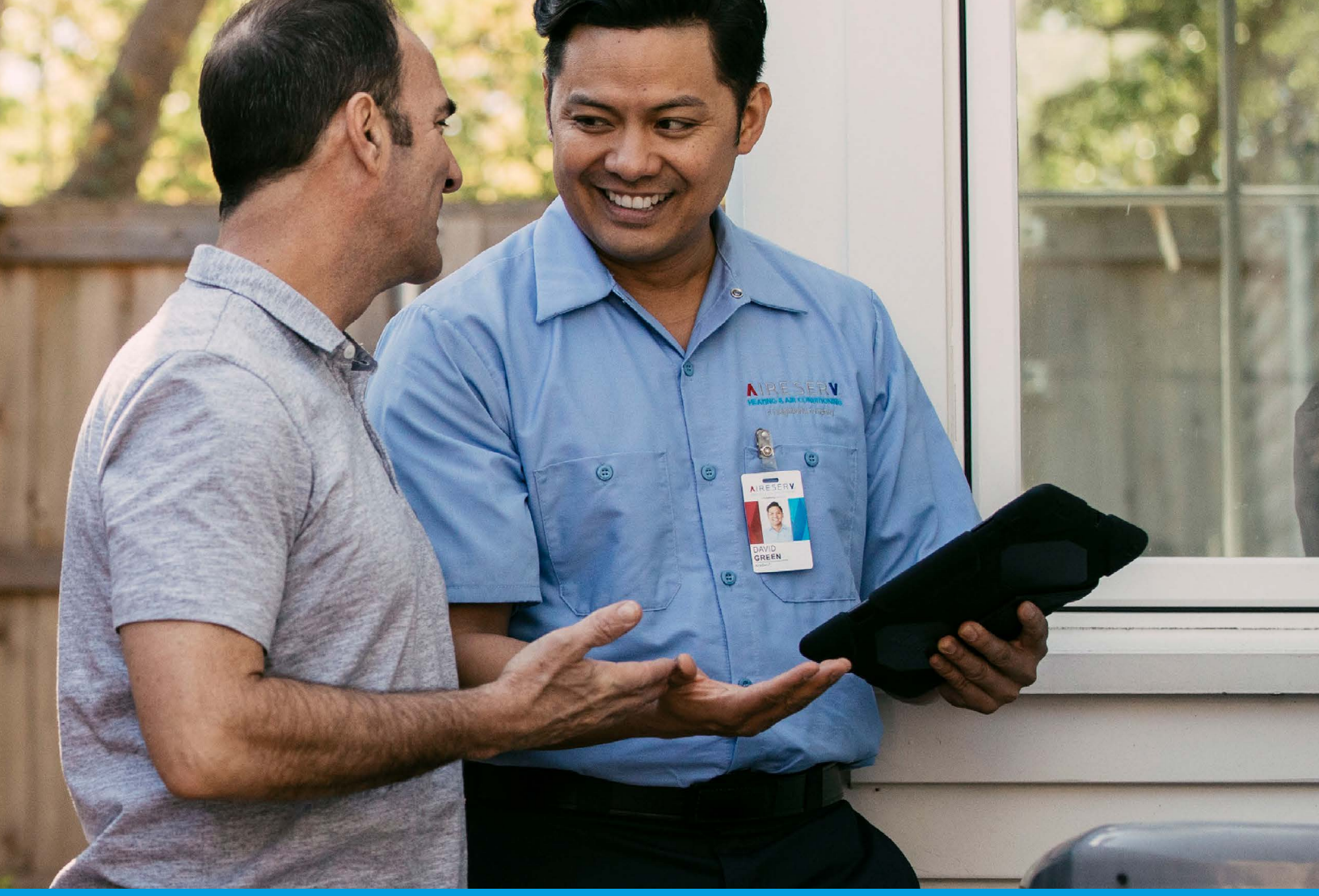
$1,561,361

Average Gross Sales

$64,112

Average Gross Sales for Bottom 10%[3]

1. Refer to Item 7 of the 2026 Aire Serv SPV LLC Franchise Disclosure Document for complete details. 2. Refer to Item 5 of the 2026 Aire Serv SPV LLC Franchise Disclosure Document for complete details. 3. All figures are based on annual Gross Sales as provided through our Software System for Reporting Businesses during the Reporting Period of January 1, 2025 through December 31, 2025. Refer to Item 19 of the 2026 Aire Serv SPV LLC FDD for full details. Top 10% of franchised businesses: Based on 17 Reporting Businesses, 5/(29%) achieved or exceeded this average. All Reporting Businesses: Based on 172 Reporting Businesses, 57/(33%) achieved or exceeded this average. Bottom 10% of franchised businesses: Based on 17 Reporting Businesses, 9/(52%) achieved or exceeded this average. 4. External 2026 release from PTN.



GET STARTED TODAY

To learn more about **joining the Aire Serv® community** and starting your successful business, contact us now at:

833-439-0306 or
franchise.aireserv@nbly.com

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You can also get **more information** about Aire Serv:

franchise.aireserv.com

This advertisement should not be construed as an offer to sell any franchises. The offer of a franchise can only be made through the delivery of a franchise disclosure document by or on behalf of one of the Neighborly brands 1010 N. University Parks Dr. Waco, TX 76707, 254-745-2444. In addition, certain states regulate the offer and sale of franchises. 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 filing of an application for registration of an offering prospectus or the acceptance and filing thereof by the NY Department of Law as required by NY law does not constitute approval of the offering or the sale of such franchise by the NY Department of Law or the Attorney General of NY.