

# MANAGEMENT REPRESENTATION LETTER

Falconstone and Lee Ltd.  
8279 Brighton Peak Road, Suite 100, Eldon, IA

Date: May 30, 2025

To: Independent Auditors

This representation letter is provided in connection with your audit of the financial statements of Falconstone and Lee Ltd. (the 'Company') as of and for the year ended December 31, 2024, for the purpose of expressing an opinion as to whether the financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States (U.S. GAAP).

We confirm, to the best of our knowledge and belief, the following representations made to you during your audit:

## Financial Statements

- The financial statements referred to above are fairly presented in conformity with U.S. GAAP and include all disclosures necessary for such fair presentation.
- We have made available to you all financial records and related data, including the complete journal voucher (JV) listing, trial balances, and supporting documentation.
- Revenue is recognized in accordance with ASC 606 upon transfer of control to the customer. Revenue increased 14.9% versus the prior year, driven primarily by expansion into new regional markets and a full-year effect of contracts signed late in the prior year.

## Completeness and Accuracy

- All transactions have been recorded in the accounting records and are reflected in the financial statements. There are no material transactions that have not been properly recorded.
- Accounts receivable are stated net of an allowance for doubtful accounts that we believe is adequate.
- Inventories are stated at the lower of cost or net realizable value, and obsolete or slow-moving items have been reduced to estimated realizable value.
- Fixed assets are depreciated on a straight-line basis over their estimated useful lives, and we believe the recorded depreciation is appropriate.
- The Company's note payable is recorded at its outstanding principal balance as of December 31, 2024, and interest has been accrued and paid in accordance with the loan agreement.

## Fraud and Compliance

- We acknowledge our responsibility for the design and implementation of internal controls to prevent and detect fraud.
- We have no knowledge of any fraud or suspected fraud affecting the Company involving management or employees with significant roles in internal control.
- We have disclosed all known instances of non-compliance or suspected non-compliance with laws and regulations.

## Related Parties and Subsequent Events

- Related-party relationships and transactions have been appropriately accounted for and

disclosed.

- No events have occurred subsequent to the balance sheet date that would require adjustment to, or disclosure in, the financial statements.

We understand that your audit was conducted in accordance with generally accepted auditing standards and was designed to obtain reasonable, rather than absolute, assurance about whether the financial statements are free of material misstatement.

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Henry Jackson, Chief Executive Officer

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Henry Nunez, Chief Financial Officer