

	Provision	Section in Franchise Agreement (unless otherwise noted)	Summary
			law).
u.	Dispute resolution by arbitration or mediation	None	None
v.	Choice of forum	Section 18	Federal or state court in the county where our headquarters is located, which is currently Douglas County, Nebraska.
w.	Choice of law	Section 18	The laws of the state where our headquarters is located apply, which is currently Nebraska.

ITEM 18

PUBLIC FIGURES

We do not use any public figure to promote the Home Instead franchise network.

ITEM 19

FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits us 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) we provide the actual records of an existing outlet that you are considering buying; or (2) we supplement the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

For purposes of this Item 19, "Gross Sales" means the aggregate amount of all sales of all services and products, and other goods and services, whether for cash, on credit or otherwise, made or provided at or in connection with the Franchised Business, including all charges for services performed. Gross Sales does not include (1) any federal, state, municipal or other sales tax, goods and services tax, value-added or other retailer's excise tax, or any other similar tax on the supply

of goods and services collected from clients at the point of sale and that you pay or accrue, if such taxes are separately stated when the client is charged and if such taxes are paid to the appropriate taxing authority or (2) adjustments for net returns on salable goods and discounts allowed to clients on sales. In addition, Gross Sales does not include the amount of any refunds, chargebacks, credits and allowances given in good faith to clients by franchisees and the amount of mileage and out-of-pocket expenses incurred by and reimbursed to franchisees' employees in connection with providing services to clients. The information in this Item 19 relates to Home Instead U.S. Franchised Businesses and does not include information respecting Home Instead businesses operated by our affiliates.

I. Statement of Average Gross Sales and Client Hours Served for All Home Instead U.S. Franchised Businesses

The Gross Sales data in the table below is based upon historical performance information reported to us by 611 Home Instead U.S. Franchised Businesses in operation as of December 31, 2025, on an individual per-franchise basis. The Gross Sales data does not include Home Instead businesses owned and operated by our affiliates, 15 Franchised Businesses that opened after January 1, 2025, any Franchised Businesses that closed in calendar year 2025, or 4 locations terminated during calendar year 2025.

2025 Gross Sales	Territory Tenure									
Revenue by Category	1-2 years	3-4 years	5-7 years	8-10 years	11-15 years	16-20 years	21-25 years	26+ years	Grand Total	%
\$7,500,000+	0	0	0	0	0	1	8	6	15	3%
\$4,500,000 - \$7,499,999	0	0	2	4	3	5	19	32	65	11%
\$3,000,000 - \$4,499,999	0	0	1	6	6	16	45	44	118	19%
\$2,000,000 - \$2,999,999	0	2	4	4	9	31	67	70	187	31%
\$1,500,000 - \$1,999,999	0	3	3	1	10	14	26	42	99	16%
\$1,000,000 - \$1,499,999	2	4	6	4	8	8	23	21	76	12%
\$500,000 - \$999,999	5	5	5	4	4	8	5	3	39	6%
\$0-\$499,999	7	3	0	2	0	0	0	0	12	2%
Grand Total	14	17	21	25	40	83	193	218	611	
%	2.3%	2.8%	3.4%	4.1%	6.5%	13.6%	31.6%	35.7%		

The Gross Sales and Client Hours Served data in the tables below is based upon historical performance information reported to us by 611 Home Instead U.S. Franchised Businesses in

operation during the entire calendar year ending December 31, 2025, on an individual per franchise basis. The Gross Sales and Client Hours Served data does not include Home Instead businesses owned and operated by our affiliates, 4 locations terminated during calendar year 2025, any Franchised Businesses that closed in calendar year 2025, or 15 Franchised Businesses that opened after January 1, 2025 and were open as of the end of calendar year 2025.

2025 Gross Sales for Franchised Businesses

Number of Franchised Businesses	Average Gross Sales	Number / Percentage of Franchised Businesses Meeting or Exceeding Average	Median Gross Sales Per Franchised Business	Highest Franchised Business Gross Sales	Lowest Franchised Business Gross Sales
611	\$2,750,875.94	242 / 39%	\$2,352,450.95	\$13,070,342.40	\$38,465.40

2025 Client Hours Served for Franchised Businesses

Number of Franchised Businesses	Average Client Hours Served	Number / Percentage of Businesses Meeting or Exceeding Average	Median Client Hours Served Per Franchised Business	Highest Client Hours Served Per Franchised Business	Lowest Client Hours Served Per Franchised Business
611	79,658	232 / 38%	69,017	376,064	893

You are strongly encouraged to consult with your own financial advisors in reviewing the information in the tables above, and in particular, in estimating the Gross Sales that you may achieve in operating your own Home Instead Franchised Business.

The Gross Sales data in the tables above do not contain any information regarding the cost of sales, operating expenses, or other costs or expenses that must be deducted from the Gross Sales to obtain your net income or profit. We recommend that you conduct an independent investigation of costs and expenses you will incur in operating your Franchised Business. Current franchisees and former franchisees listed in this disclosure document may be one source of this information.

The information in the tables above has been prepared by our management from royalty records reported to us by our franchisees and has not been independently audited, but we do not have any reason to believe it is not reliable. We will provide you with written substantiation of the data used to prepare the information presented in this Item 19 upon reasonable written request.

Some Franchised Businesses have earned this amount. Your individual results may differ. There is no assurance you will earn as much.

Other than the preceding financial performance representation, we do not make any financial performance representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. 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 outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting Home Instead, Inc., 13323 California Street, Omaha, NE 68154, (402) 498-4466, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

**TABLE NO. 1
SYSTEM-WIDE OUTLET SUMMARY
FOR YEARS 2023 TO 2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	614	616	+2
	2024	616	619	+3
	2025	619	626	+7
Company-Owned	2023	3	3	0
	2024	3	6	+3
	2025	6	8	+2
Total	2023	617	619	+2
	2024	619	625	+6
	2025	625	634	+9