

Provision	Section in franchise or other agreement	Summary
v. Choice of forum	Article X	Litigation must be in the State of Colorado (subject to state law).
w. Choice of law	Article X	Colorado law applies (subject to state law).

ITEM 18

PUBLIC FIGURES

We do not use any public figure to promote our franchise.

ITEM 19

FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC’s Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchise 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) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

The data below is based on 86 franchised outlets that were in continuous operation from January 1, 2025 through December 31, 2025. Outlets that opened or transferred ownership during 2025 are excluded from the continuous operation dataset. All figures reflect “Gross Revenue” reported by Neat Method® franchised outlets, which includes gross Service Revenue and earned NEAT Method product commission revenue. It does not include any other product commissions or referral fees from other third party vendors, which represents an additional revenue stream for franchisees. “Service Revenue” means the aggregate amount of total service, including all charges for services performed, by the Franchised Business.

As described in Item 6 with regard to the determination of the Royalty Fee, we assign a Tier designation to your Protected Territory based on the population and the revenue potential for that Protected Territory. Tier 1 locations are in a territory where we determine a franchisee can typically charge the highest rate per organizer, and Tier 4 locations are in a territory where we determine a franchisee will typically charge the lowest rate per organizer.

As of December 31, 2025, we had 93 franchised outlets in operation. During the time period of January 1, 2025 through December 31, 2025, we had 86 franchised outlets in continuous operation and no company or affiliate owned outlets. Seven of the 93 franchised outlets were not in continuous operation during the time period of January 1, 2025 through December 31, 2025 because they either opened or transferred ownership during the year. The tables below provide a historic representation of certain information based on our 86 franchised outlets that were in operation as of January 1, 2025, and continued in operation through December 31, 2025. The information is categorized by market size.

We present this data in three ways to give you the most complete and honest picture of system performance:

1. *A business that grows with you.* Franchisees who stay in the System and build their client base show a consistent upward revenue trajectory over time. Outlets in years seven through twelve of operation averaged \$253,118 in Gross Revenue, compared to an average of \$99,330 in the first twelve months. This growth pattern reflects the relationship-driven, referral-based nature of the luxury organizing business – the longer you operate, the stronger your market presence becomes.

2. *Meaningful upside at the top.* The highest-performing outlet in our system generated \$703,418 in Gross Revenue in 2025. While individual results vary and there is no assurance you will achieve similar results, this figure reflects what is possible within the Neat Method® system for franchisees who execute at the highest level.

3. *Performance varies by market, and we account for that.* Our Tier system assigns each franchisee a territory based on population and revenue potential, so the targets and benchmarks that apply to your business will reflect your specific market – not a one-size-fits-all national average. The tables below break down performance by Tier so you can evaluate the data most relevant to your prospective territory.

Table No. 1 discloses the number of locations in each Tier as well as the average, median, minimum, and maximum Gross Revenue for the locations within each Tier:

Table No. 1: Gross Revenue by Tier						
Tier	# of Markets	Average Gross Revenue	Median Gross Revenue	Minimum Gross Revenue	Maximum Gross Revenue	Number (and percentage) Meeting or Exceeding Average
1	15	\$211,101	\$192,442	\$43,961	\$507,962	6 (40%)
2	27	\$227,203	\$189,083	\$31,307	\$703,418	9 (33%)
3	29	\$131,252	\$113,368	\$7,811	\$378,511	11 (38%)
4	15	\$116,140	\$93,403	\$27,242	\$262,030	6 (40%)
	Total: 86					

Table No. 2 shows the average, median, minimum, and maximum Gross Revenue by Quartiles for all Tiers:

Table No. 2: Gross Revenue by Quartile					
	All	Top 1/4	Second 1/4	Third 1/4	Bottom 1/4
Average Gross Revenue	\$172,668	\$349,775	\$185,835	\$121,421	\$58,397
Number (and percentage) Meeting or Exceeding Average	34/40%	9/45%	10/48%	10/48%	13/54%
Median Gross Revenue	\$146,274	\$309,033	\$184,768	\$152,458	\$62,337
Maximum Gross Revenue	\$703,418	\$703,418	\$219,046	\$133,837	\$96,663
Minimum Gross Revenue	\$7,811	\$224,918	\$152,462	\$99,239	\$7,811

Table No. 3 shows the average, median, minimum, and maximum Gross Revenue by year of business operation.

Table No. 3: Gross Revenue by Year of Business Operation						
	# in Reporting Set	Low	Median	Average	High	Number (and percentage) meeting or exceeding avg
First 12 months	5	\$43,961	\$68,160	\$99,330	\$240,426	1 (20%)

Second 12 months	8	\$7,811	\$59,495	\$102,920	\$380,757	2 (25%)
Third 12 months	8	\$31,307	\$79,760	\$93,867	\$172,350	3 (38%)
Fourth 12 months	10	\$38,302	\$117,947	\$132,625	\$232,313	4 (40%)
Fifth 12 months	13	\$70,913	\$124,830	\$166,422	\$392,184	5 (38%)
Sixth 12 months	11	\$39,083	\$129,287	\$139,201	\$287,409	4 (36%)
Years 7-12	27	\$64,564	\$192,809	\$253,118	\$703,418	8 (30%)
	Total: 82					

Some Neat Method Franchises have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.

Written substantiation for the financial performance representation will be made available to the prospective franchisees upon reasonable request.

Other than the preceding financial performance representation, NM Franchise Operations LLC does not make any financial performance representations. We also do not authorize our personnel 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 the franchisor's management by contacting Ashley Murphy, 8 White Birch, Littleton, CO 80127, telephone 773-343-3691, the Federal Trade Commission and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1
Systemwide Outlet Summary
For years 2023-2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	90	94	+4
	2024	94	94	0
	2025	94	93	-1
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	90	94	+4
	2024	94	94	0
	2025	94	93	-1