

Provision	Section In Franchise Agreement	Summary
	source not found.	including without limitation the Lanham Act, 15 U.S.C. § 1051 et seq., as it may be amended, governs all matters relating to trademarks, service marks, trade dress, unfair competition, and any other claims arising under federal intellectual property law; (b) the Virginia Retail Franchising Act, Virginia Code § 13.1-557 et seq., as it may be amended, along with any other Virginia laws regulating the offer or sale of franchises, business opportunities, or governing the franchisor-franchisee relationship, applies only if the Franchised Business is located in Virginia or the jurisdictional prerequisites of that Act are otherwise satisfied; and (c) if a particular provision of this Agreement is unenforceable under Virginia law and the Franchised Business is located outside of Virginia, that provision will be interpreted and construed under the laws of the state in which the Franchised Business is located. This provision is subject to state law.

ITEM 18 PUBLIC FIGURES

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

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 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) 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.

Ledgers® Franchised Businesses offer bookkeeping, payroll, income tax preparation, and incorporation services, primarily from virtual locations. The following table presents historical gross revenue figures for certain Ledgers franchisees from January 1, 2025, through December 31, 2025 (the "Measurement Period"). At the start of 2025, there were a total of 2 franchised outlets in operation. A total of 16 new franchised outlets opened during 2025 ("New Outlets"). As a result, there were a total of 18 franchised outlets in operation as of December 31, 2025.

These financial performance representations include the historical performance of 2 franchised outlets (11% of all outlets as of December 31, 2025), as reported to us by our franchisees. We excluded each of the 16 New Outlets from these financial performance representations because they were not in operation for the entirety of the Measurement Period. One of the reporting outlets operates a brick-and-mortar location and the other operations a virtual office.

Outlets in Operation 3+ Years January 1, 2025 - December 31, 2025	
Metric	Amount / Count
Max Gross Revenues	\$364,474
Min Gross Revenues	\$223,911
Average Gross Revenues	\$294,192
Median	\$294,192
Number of Offices	2
Number of Offices Above Average	1
Number of Offices Below Average	1
Percentage of Offices Above Average	50%

There are no operational differences between the franchised outlets whose results are reported in the table above and a franchised outlet that you would operate, except that the reporting locations are established and have been in operation for three or more years.

Written substantiation of our studies and other financial information that forms the basis for this financial performance representation will be made available to you upon reasonable request.

Some outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.

Other than the preceding financial performance representation, Ledgers® does not make any other financial performance representations. 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 the franchisor's management by contacting Tyler Wynn at at 780 Lynnhaven Parkway, Suite 240, Virginia Beach, VA 23452, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1
Systemwide Outlet Summary
For Years 2023 to 2025**

Outlet Type	Year	Outlets at the Start of Year	Outlets at the End of Year	Net Change
Franchised	2023	8	4	-4
	2024	4	2	-2
	2025	2	16	+14
Company Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	8	4	-4
	2024	4	2	-2
	2025	2	16	+14

**Table No. 2
Transfers of Outlets From Franchisees to New Owners (Other than Franchisor)
For Fiscal Years 2023 to 2025**

State	Year	Number of Transfers
Total	2023	0
	2024	0
	2025	