

	<b>Provision</b>	<b>Section in Franchise Agreement</b>	<b>Summary</b>
v.	Choice of Forum	Sections 22.4 & 23	California. (This is subject to applicable state law.)
w.	Choice of Law	Sections 22.4 & 23	California law applies, except as stated in State Addenda to this Franchise Disclosure Document. (This is subject to applicable state law.)

The State Addenda in **Exhibit E**, if applicable, may also describe certain state laws that may supersede the Franchise Agreement in your relationship with us including the areas of termination and renewal of the franchise.

### **ITEM 18. PUBLIC FIGURES**

We do not use any public figures 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 franchised and/or franchisor-owned outlets if there is a reasonable basis for the information and if the information is included in this disclosure document. Financial performance information that differs from that included in this 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.

We disclose historical Gross Revenue information about our Franchised Businesses as follows:

Table 1 shows franchised business data and provides information about 2025 Gross Revenue.

“Gross Revenue” means the total revenue reported through our customer relationship management system for the applicable reporting period and consists of all amounts invoiced to customers by the franchisee for services provided during that period. Gross Revenue reflects billed amounts, regardless of whether such amounts were collected, and does not include customer refunds, credits, chargebacks, or sales taxes collected and remitted to taxing authorities.

Gross Revenue is reported before deducting operating expenses, royalties, marketing fees, or other costs of doing business. We have relied on the Gross Revenue information submitted to us by franchisees through our internal reporting systems and have not

independently audited this information.

**Table 1 – 2025 Data  
Franchisee Business Gross Revenue (132 Units)<sup>(1)</sup>**

Average Gross Revenue	\$144,479
Number of Franchised Businesses Meeting or Exceeding Average	55
Percentage of Franchised Businesses Meeting or Exceeding Average	42%
Median Gross Revenue	\$127,718
Highest Gross Revenue	\$655,448
Lowest Gross Revenue	\$1,900

Note 1: The franchised business data reflected in Table 1 includes only those Franchised Businesses that had been open and operating for more than one year as of the end of the applicable fiscal year. Accordingly, the following Franchised Businesses are excluded from this table because they had not yet commenced operations or had been open for less than one year: Wexler, Maryland.

**Some Franchised Businesses 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 you upon reasonable request.

Other than the preceding financial performance representation, Bark Busters does not make any financial performance representations. We do not authorize our employees or representatives to make any such representations, either orally or in writing. If you are purchasing an existing franchised business, however, we may provide you with the actual records of that franchised business. 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 Carl Peterson, 318 Diablo Road, Suite 265, Danville, CA 94526, (925) 263-9545, 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 – 2025**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2023	128	131	3
	2024	131	133	2
	2025	133	133	0
Company- Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
<b>Total Outlets</b>	2023	128	131	3
	2024	131	133	2
	2025	133	133	0

**Table No. 2  
Transfers of Outlets from Franchisees to New Owners  
(other than the Franchisor) for Years 2023 – 2025**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
AZ	2023	1
	2024	0
	2025	0
CA	2023	2
	2024	3
	2025	1
CO	2023	0
	2024	1
	2025	0
CT	2023	0
	2024	0
	2025	1
FL	2023	1
	2024	2
	2025	0