

ITEM 18
PUBLIC FIGURES

We do not currently 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 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.

This Item 19 includes a historic representation of revenue and expenses reported by certain of our Franchise Outlets that were open and operational during January 1, 2025 through December 31, 2025 (the "Reporting Period").

During the Reporting Period, 100 Franchise Outlets were in operation for the full twelve months. Thirty-nine of those Franchise Outlets provided financial information while the remaining 61 Franchise Outlets did not furnish financial information for the full Reporting Period. Company-Owned Outlets are excluded from the performance information presented in this Item 19. The table below reflects the average Sales Revenue, Medical Supplies Costs, Gross Profit, Operating Expenses, and Operating Income reported by the 39 Franchise Outlets for the Reporting Period. In addition, the table below includes the median, maximum, and minimum Operating Income reported by the 39 Franchise Outlets for the Reporting Period.

	<u>YEAR TO DATE AVERAGE</u>	
	<u>Amount</u>	<u>% Sales</u>
Sales Revenue	\$ 924,272.54	100.0%
Medical Supplies Costs	\$ 94,657.96	10.2%
Gross Profit ⁽¹⁾	\$ 829,614.58	89.76%
Operating Expenses		
Payroll	\$ 204,539.15	22.13%
Franchise Fees	\$ 82,583.58	8.93%
Technology and Call Center Fees	\$ 16,548.14	1.79%
Advertising & Marketing	\$ 209,546.27	22.67%
Office & Clinic Supplies	\$ 8,073.47	0.87%
Rent & Office Expenses	\$ 63,050.92	6.82%
Training	\$ 1,795.90	0.19%
Travel & Meals	\$ 10,779.91	1.17%
Professional Fees	\$ 6,268.96	0.68%
Insurance	\$ 10,690.98	1.16%
Dues, Subscriptions & Licenses	\$ 8,475.30	0.92%

Computer, Software & Internet	\$ 2,303.80	0.25%
Bank Fees	\$ 28,256.38	3.06%
Total Operating Expenses	\$ 652,912.75	70.64%
Operating Income	\$ 176,701.83	19.12%
Max Operating Income	\$ 1,167,538.75	
Min Operating Income	\$ (193,744.93)	
Median Operating Income	\$ 108,641.99	

⁽¹⁾ **Gross Profit** is defined as the gross amount, as reported to us by the Franchise Outlets, in money or other forms of consideration, that is earned from product sales and services based on all business conducted at or from the QC Kinetix® Business, whether such sales are evidenced by check, cash, credit, charge account, exchange or otherwise, minus the medical supplies cost incurred by such Franchise Outlets and as reported to us. Gross Profit does not include any fees paid to third-party finance companies, reasonable discounts we allow, sales tax receipts that you must collect or pay, or any customer refunds of previous payments.

Written substantiation of the data used in preparing the following financial performance representation will be made available to you upon reasonable request.

We have not audited this information. Prospective franchisees should be advised that no certified public accountant has audited these figures or expressed his/her opinion with regard to the contents or form of these figures. You are encouraged to consult an accounting, business or legal advisor to assess the financial performance of your QC Kinetix® Business.

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

Other than the preceding financial performance representation, QC Kinetix does not make any 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 Peter Holt, our Chief Executive Officer, at 227 W. Trade Street, Suite 2160, Charlotte, NC 28202, phone: 800-269-1421, 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 to 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	160	172	+12
	2024	172	153	-19
	2025	153	104	-49