

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 Franchise 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.

This Item 19 sets forth certain historical data regarding Always Best Care Franchised Business locations. Written substantiation of the data used in preparing this information will be made available to prospective franchisees upon reasonable request. The representations made in this Item 19 are based upon the period of time indicated below. Wherever the average for multiple Franchisees is presented in this Item 19, we have listed both the average for the applicable category and the median (midpoint) amount in brackets.

Systemwide Revenues, Territories, Clients, Franchisee Gross Sales

Year	2023	2024	2025
Systemwide Annual Gross Sales	\$238,360,485	\$280,952,555	\$303,822,764
Percent Increase over Prior Year	12.1%	17.9%	8.1%
Number of Total Assigned Areas at End of the Year	249	275	291
Number of Franchisees that Generated Revenue During the Year	101	106	110
Systemwide Average (Median) Monthly Clients	6,978 (7,096)	7,721 (7,677)	8,512 (8,498)
Franchisee Average (Median) Gross Sales of Franchisees Operating for 2 years or more	\$2,469,658 (\$1,821,383)	\$2,941,013 (\$2,184,868)	\$3,290,081 (\$2,427,318)
Number (and Percentage) Franchisees that Met or Exceeded Average Gross Sales (Franchisees Operating for 2 years or more)	34 (35.4%)	33 (34.7%)	29 (31.9%)
Total Number of Franchisees Operating for 2 years or more	96	95	91
Number of Total Assigned Areas at End of the Year of Franchisees Operating for 2 years or more	237	248	260

Notes:

1. For the years 2023, 2024, and 2025, the table above, lists systemwide Gross Sales with year over year growth percentage, number of Franchisees that generated revenue in each year, the number of territories owned for each year, the systemwide average monthly clients, and the Franchisee average Gross Sales (for Franchisees operating for at least 2 years).

2. Systemwide Annual Gross Sales includes Gross Sales generated from all Assigned Areas that either opened, operated, transferred, or ceased operations in the respective year as long as it generated

any Gross Sales in that year. No Assigned Areas that generated Gross Sales in the respective year were excluded from the above table.

3. “Gross Sales” is defined as the total of all receipts derived from services performed by the franchised business, whether the receipts are evidenced by cash, credit, checks, gift certificates, scrip, coupons, services, property, or other means of exchange regardless of whether or when the amounts are actually collected for services. Gross Sales excludes only sales tax receipts that the franchisee must by law collect from customers and that the franchisee actually pays to the government, promotional or discount coupons to the extent that the franchisee realizes no revenue, and employee receipt of services, if free, or any portion not paid for by an employee.

4. The systemwide Annual Gross Sales Revenue includes a small percentage of Gross Sales generated in Canada, which in 2023 equaled \$1,318,381; in 2024 equaled \$1,360,640, and in 2025 equaled \$2,116,638.

5. In 2023, Gross Sales for Franchisees that had been operating for 2 or more years ranged from \$19,242,407 to \$79,589. In 2024, Gross Sales for Franchisees that had been operating for 2 or more years ranged from \$17,634,033 to \$83,242. In 2025, Gross Sales for Franchisees that had been operating for 2 or more years ranged from \$20,448,193 to \$39,041.

Average Owner Discretionary Profit

Single-Unit Franchisees

Number of Years in Operation	Number of Franchisees	Average (Median) Annual Gross Sales	Number (and Percentage) of Franchisees that Met or Exceeded Average Gross Sales	Maximum Annual Gross Sales	Minimum Annual Gross Sales	Average (Median) Owner Discretionary Profit Margin	Number (and Percentage) of Franchisees that Met or Exceeded Average Owner Discretionary Profit Margin
6+ Years	10	\$1,564,111 (\$1,218,161)	4 (40.0%)	\$3,438,970	\$407,260	17.2% (15.5%)	5 (50.0%)
1-5 Years	3	\$535,185 (\$672,721)	2 (66.7%)	\$677,302	\$255,532	16.3% (17.6%)	2 (66.7%)
1+ Years	13	\$1,326,666 (\$1,020,454)	4 (30.8%)	\$3,438,970	\$255,532	17.1% (17.6%)	7 (53.8%)

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Multi-Unit Franchisees

Number of Years in Operation	Number of Franchisees	Average (Median) Annual Gross Sales	Number (and Percentage) of Franchisees that Met or Exceeded Average Gross Sales	Maximum Annual Gross Sales	Minimum Annual Gross Sales	Average (Median) Owner Discretionary Profit Margin	Number (and Percentage) of Franchisees that Met or Exceeded Average Owner Discretionary Profit Margin
6+ Years	44	\$3,887,360 (\$2,873,989)	17 (38.6%)	\$11,843,669	\$425,359	12.5% (10.7%)	19 (43.2%)
1-5 Years	9	\$2,738,694 (\$2,945,070)	5 (55.6%)	\$5,871,210	\$196,359	6.7% (9.9%)	5 (55.6%)
1+ Years	53	\$3,692,303 (\$2,897,198)	20 (37.7%)	\$11,843,669	\$196,359	11.8% (10.6%)	22 (41.5%)

Combined Single and Multi-Unit Franchisees

Number of Years in Operation	Number of Franchisees	Average (Median) Annual Gross Sales	Number (and Percentage) of Franchisees that Met or Exceeded Average Gross Sales	Maximum Annual Gross Sales	Minimum Annual Gross Sales	Average (Median) Owner Discretionary Profit Margin	Number (and Percentage) of Owner that Met or Exceeded Average Owner Discretionary Profit Margin
6+ Years	54	\$3,457,129 (\$2,551,315)	19 (35.2%)	\$11,843,669	\$407,260	12.9% (10.9%)	23 (42.6%)
1-5 Years	12	\$2,187,817 (\$1,488,773)	5 (41.7%)	\$5,871,210	\$196,359	7.3% (10.7%)	8 (66.7%)
1+ Years	66	\$3,226,345 (\$2,507,952)	23 (34.8%)	\$11,843,669	\$196,359	12.2% (10.8%)	28 (42.4%)

Notes:

1. “Gross Sales” has the same definition as set forth above in this Item 19.
2. “Owner Discretionary Profit” is defined as Net Profit plus any compensation or other financial benefit realized by the franchisee’s owner (such as an owner’s salary or other benefits).
3. “Net Profit” is defined as Gross Sales minus all expenses reported by the franchisee (including Royalties and other fees paid to us).
4. The tables above list the average and median Owner Discretionary Profit for certain Franchisees over the course of 2025 calendar year, broken down by Number of Years in Operation with a range of Annual Gross Sales by Single-Unit, Multi-Unit and Combined Single and Multi-Unit Franchisees, based upon their performance during the calendar year ending December 31, 2025.

5. In the tables above, we have included information relating to 66 Franchisees that were continuously open and operating for the entire 2025 calendar year and provided Profit & Loss Statements (P&L Statements). There were 13 Single-Unit Franchisees and 53 Multi-Unit Franchisees (as in Franchisees that operated in multiple Assigned Areas) or a total of 66 Always Best Care Senior Services Franchisees that provided P&L Statements, that had 12 months of revenue or more and were continuously open for business and operation during the entirety of the 2025 calendar year, and were included in the tables above. We have reviewed the composition of the franchisees that are included in the tables above and believe it contains a representative sample of Franchisees based on level of sales, years in the business, and geography. Excluded from the above tables are 17 Franchisees because they opened in 2025, or purchased in 2025 but did not open, and were not continuously open and operating throughout 2025, 2 Franchisees because they ceased operations in 2025 (none of which were operating for less than 12 months), and 35 Franchisees because they didn't provide the requested information or there were irregularities in the reported information.

Monthly Average Number of Clients

Single-Unit Franchisees

2025 Annual Revenue Range	\$0 to \$500,000	\$500,000 to \$1,000,000	\$1,000,000 to \$3,300,000	N/A
Monthly Average [Median] Number of Clients	7 [5]	19 [20]	68 [51]	[N/A]
Number of Franchisees in Annual Revenue Category	14	7	12	(N/A)
Number (and Percentage) of Franchisees that Met or Exceeded Average Number of Clients (in Category)	6 (42.9%)	4 (57.1%)	4 (33.3%)	(N/A)

Multi-Unit Franchisees

2025 Annual Revenue Range	\$0 to \$500,000	\$500,000 to \$1,000,000	\$1,000,000 to \$8,000,000	\$8,000,000 to \$20,500,000
Monthly Average [Median] Number of Clients	3 [3]	26 [28]	83 [69]	367 [391]
Number of Franchisees in Annual Revenue Category	5	7	51	8
Number (and Percentage) of Franchisees that Met or Exceeded Average Number of Clients (in Category)	2 (40.0%)	4 (57.1%)	22 (43.1%)	5 (62.5%)

Combined Single and Multi-Unit Franchisees

2025 Annual Revenue Range	\$0 to \$500,000	\$500,000 to \$1,000,000	\$1,000,000 to \$8,000,000	\$8,000,000 to \$20,500,000
Monthly Average [Median] Number of Clients	6 [4]	22 [22]	80 [67]	367 [391]
Number of Franchisees in Annual Revenue Category	19	14	63	8
Number (and Percentage) of Franchisees that Met or Exceeded Average Number of Clients (in Category)	7 (36.8%)	6 (42.9%)	25 (39.7%)	4 (50.0%)

Notes:

1. The “Monthly Average Number of Clients” was calculated by adding the number of unique Clients of the Franchised Business for each month during the year, calculating the total number of Clients for all months in 2025, and then dividing that number by 12 months.

2. The tables above list the monthly average number of Clients for certain Franchisees over the course of 2025 calendar year, broken down into 3 categories based upon their Annual Revenue during the calendar year ending December 31, 2025. In the tables below, we have included information relating to Franchisees that were continuously open and operating for the entire 2025 calendar year. There were 33 Single-Unit Franchisees and 71 Multi-Unit Franchisees or a total of 104 Always Best Care Senior Services Franchisees that had 12 months of revenue or more and were continuously open for business and operation during the entirety of the 2025 calendar year included in the tables below. All of these Franchisees reported information to us for this financial performance representation. Excluded from the above tables are 9 Franchisees because they opened in 2025 and were not continuously open and operating throughout 2025, and 1 Franchisee because they ceased operations in 2025 (which had been operating for at least 12 months).

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

Written substantiation of the information set out in this Item 19 will be provided to prospective franchisees on reasonable request.

Other than the preceding financial performance representation, we do 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, Jake Brown, 6030 West Oaks Blvd., Suite 115, Rocklin, CA 95765, 1-888-430-CARE, the Federal Trade commission, and the appropriate state regulatory authorities.

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ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1
Systemwide Outlet Summary
For years 2023 to 2025

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchise	2023	231	249	+18
	2024	249	275	+26
	2025	275	291	+16
Company Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	231	249	+18
	2024	249	275	+26
	2025	275	291	+16

* An “Outlet” refers to an individual Assigned Area (as opposed to a “Franchised Business”) regardless of whether the Unit franchisee has established a physical office within it. In each of the Item 20 charts, “2023” refers to the 12-month period ended December 31, 2023, “2024” refers to the 12-month period ended December 31, 2024, and “2025” refers to the 12-month period ended December 31, 2025.

TABLE NO. 2
Transfers of Outlets from Franchisees to New Owners
(other than the Franchisor)
For years 2023 to 2025

Column 1 State	Column 2 Year	Column 3 Number of Transfers
Arizona	2023	0
	2024	0
	2025	2
California	2023	0
	2024	2
	2025	0
Colorado	2023	0
	2024	0
	2025	0
Connecticut	2023	0
	2024	2
	2025	2