

	Provision	Section in Franchise Agreement	Summary
u	Dispute resolution by arbitration	Section 16 of the Franchise Agreement	Except for certain claims, all disputes must be arbitrated.
v	Choice of forum	Section 16 of the Franchise Agreement	Arbitration must be held where we have our principal place of business at the time the arbitration demand is filed (currently, Fulton County, Georgia) (subject to applicable state law); for claim not subject to arbitration, claims must be brought in the district where we have our principal place of business at that time.
w	Choice of law	Section 16.05 of the Franchise Agreement	Georgia law applies (subject to applicable state law)

**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 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.

**2025 Gross Revenues
Minus Clinical Program Sales Analysis
Franchised Businesses Open at Least One Year**

As of December 31, 2025, there were 118 franchised ARCpoint Labs businesses in operation. After August 2024, new ARCpoint Labs businesses have not participated in clinical programs, which include the offer of clinical products and services in addition to COVID-related clinical services directly to consumers. Therefore, the table below represents Gross Sales data minus all sales from clinical programs of the 83 franchised ARCpoint Labs businesses that were in business 12 months or more as of December 31, 2025. The table excludes the data of (i) 13 franchised ARCpoint Labs businesses that opened during 2025; and (ii) 22 franchised ARCpoint Labs businesses that closed during 2025 (none of which were open for less than one year).

Segment	Top 20%	Middle 60%	Bottom 20%
No. of Franchised Businesses	17	50	16
Average Gross Sales Minus Clinical Program Sales	\$620,396	\$210,795	\$65,879
Median Gross Sales Minus Clinical Program Sales	\$553,280	\$200,218	\$77,529
Range of Gross Sales Minus Clinical Program Sales	\$372,939.61 - \$1,315,483	\$97,571.91 - \$368,688.53	\$1,926 - \$96,023.58
# and % of Franchised Businesses that Met or Exceeded Average Gross Sales Minus Clinical Program Sales	7 / 41%	23 / 46%	15 / 88%

Notes

1. “Gross Revenue” means the total of all receipts derived from services performed or products sold by the Business, wherever located and directly or indirectly related to the Business, whether through Lab Operations or Onsite/Online Operations, whether or not sold or performed at or from the Premises, whether the receipts are evidenced by cash, credit, checks, gift certificates, coupons, services, property, or other means of exchange and regardless of collection in the case of credit. We obtained this Gross Revenue information from unaudited franchisee reports submitted to us consistent with our reporting requirements.

2. Gross Revenues Minus Clinical Program Sales is calculated by removing all sales from clinical programs from the Gross Revenues of the ARCpoint Labs business.

3. Written substantiation of the data used in preparing the figures in the tables will be made available to you on reasonable request.

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

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 our management by contacting Kelly Crompvoets at 303 Perimeter Center North, Suite 575, Atlanta, GA 30346 or 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
(As of December 31 of each year)**

OUTLET TYPE	YEAR	OUTLETS AT THE START OF THE YEAR	OUTLETS AT THE END OF THE YEAR	NET CHANGE
Franchised	2023	122	134	+12
	2024	134	124	-10
	2025	124	118	-6
Affiliate-Operated	2023	5	5	0
	2024	5	5	0
	2025	5	0	-5
Total Outlets	2023	127	139	+12
	2024	139	129	-10
	2025	129	118	-11

**TABLE NO. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For Years 2023 to 2025
(As of December 31 of each year)**

STATE	YEAR	NUMBER OF TRANSFERS
California	2023	0
	2024	1
	2025	2
Florida	2023	2
	2024	2
	2025	0
Illinois	2023	0
	2024	0
	2025	0
Nevada	2023	0
	2024	1
	2025	0
North Carolina	2023	1
	2024	0
	2025	0
Oklahoma	2023	1
	2024	0
	2025	0