

Provision	Section in Area Development Agreement	Summary
r. Non-competition covenants after the Area Development Agreement is terminated or expires	Not applicable	Not applicable.
s. Modification of the Area Development Agreement	Section 11	No modifications of the Area Development Agreement unless agreed to in writing.
t. Integration/merger clause	Section 11	Only the terms of the Area Development Agreement and other related written agreements are binding (subject to applicable state law). Any representations or promises made outside the Franchise Disclosure Document and Area Development Agreement may not be enforceable.
u. Dispute resolution by arbitration	Section 17	The terms of the first Franchise Agreement will apply to any disputes arising out of the Area Development Agreement.
v. Choice of forum	Sections 17	The terms of the first Franchise Agreement will apply to any disputes arising out of the Area Development Agreement.
w. Choice of law	Section 15	Subject to applicable state law and federal trademark law, the Area Development Agreement is governed by Texas law, without reference to its conflicts of law principles, subject to applicable state law.

ITEM 18 PUBLIC FIGURES

We do not 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.

As of December 31, 2024, we had 228 franchised Fastest Labs franchises (“Franchised Locations”) and one affiliate-owned Fastest Labs location (“Affiliate Location”). For the 2024 calendar year, the information below in Tables 1 through 5 is a historical financial performance representation for the one Affiliate Location and 165 Franchised Locations (“2024 Reporting Group”) that were in operation for at least 12 months as of December 31, 2024 (the “2024 Reporting Criteria”). The Franchised Locations in the 2024 Reporting Group operate in Large, Standard, and Mid-Size territories. 63 of the Franchised Locations were not open for the entire 2024 calendar year and are not included in the 2024 Reporting Group or this Item 19, except in the “Systemwide Reporting Group” described below. For the 2024 Reporting Criteria,

we also did not include in this Item 19 18 Franchised Locations that closed during the 2024 calendar year, with one Franchised Location opening and closing during the 2024 calendar year.

In addition to the historical performance of the 2024 Reporting Group, we also include systemwide data for all FT Businesses operating as of year-end (each, a “Systemwide Reporting Group”) in calendar years 2022 to 2024 as described further in the notes to Table 4. We refer to each calendar year as a “Reporting Period.”

As of December 31, 2022, we had 91 franchised Fastest Labs franchises open and operating. The information below in Table 4 is a historical financial performance representation for 61 Franchised Locations (“2022 Reporting Group”) that were in operation for at least 12 months as of December 31, 2022 (the “2022 Reporting Criteria”). 30 of the Franchised Locations were not open for the entire 2022 calendar year and are not included in the 2022 Reporting Group in Table 4, with none of those locations opening and closing during the 2022 calendar year. The 2022 Reporting Group also is included as part of the “Systemwide Reporting Group” described below.

As of December 31, 2023, we had 181 franchised Fastest Labs franchises open and operating. The information below in Table 4 is a historical financial performance representation for 88 Franchised Locations (“2023 Reporting Group”) that were in operation for at least 12 months as of December 31, 2023 (the “2023 Reporting Criteria”). 93 of the Franchised Locations were not open for the entire 2023 calendar year and are not included in the 2023 Reporting Group in Table 4, with none of those locations opening and closing during the 2023 calendar year. The 2023 Reporting Group also is included as part of the “Systemwide Reporting Group” described below.

The financial performance information for the Affiliate Location was taken from its unaudited profit and loss statement for 2024. The financial performance information for the Franchised Locations was taken from reports submitted to us. The financial performance information for the Affiliate Location was prepared on an accrual basis of accounting. Franchised Locations revenue information is reported on an accrual basis of accounting. We have presented the financial performance information of the Franchised Locations separate from that of the Affiliate Location. All figures have been rounded to the nearest dollar. We did not have any Affiliate Locations that opened and closed during the 2024 calendar year.

Franchised FT Businesses will share many of the same characteristics as our Affiliate Location, including degree of competition and services offered, except that the Affiliate Location does not pay the Royalty Fee or National Brand Fund Fee. The Affiliate Location does pay the Technology Fee, the Third Party Web Platform Fee, the Quick Books Online Fee, and the Lab Management Software Fee. The Affiliate Location is not subject to the monthly Keywords and Search Engine Optimization expenditure.

Table 1 includes a summary of the actual performance of the Affiliate Location. The numbers have been rounded to the nearest dollar for sake of presentation. In Table 1, we include information about the Gross Revenue, Gross Profit, and Adjusted Earnings reported by the Affiliate Location during the 2024 Reporting Period.

Table 1
Gross Revenue, Gross Profit, and Net Profit for the Affiliate Location
During the 2024 Reporting Period

Category	Total	% of Gross Revenue
Gross Revenue	\$565,415	100%
Cost of Goods Sold	\$169,348	30%

Category	Total	% of Gross Revenue
Gross Profit	\$396,068	70%
Core Operating Expenses		
Payroll	\$113,412	20%
Rent	\$30,491	5%
Marketing	\$21,355	4%
Technology	\$4,892	1%
Other Administrative Expenses	\$22,645	4%
Total Core Operating Expenses	\$192,796	34%
Total Operating Profit	\$203,271	36%

Notes to Table 1:

1. “Gross Revenue” means the aggregate amount of all sales of services and products, and the aggregate of all charges for services performed by FT Business net of discounts.
2. “Cost of Goods Sold” includes the total direct costs actually incurred to perform the services and provide the products sold by the Affiliate Location.
3. “Gross Profit” equals Gross Revenue less Cost of Goods Sold.
4. “Core Operating Expenses” includes those operating expenses actually incurred by our Affiliate Location that we anticipate franchisees will also incur. This includes the following operating expenses: payroll for non-owners and managers, advertising, insurance, bank charges and fees, technology fees and subscriptions, office supplies, professional service, rent, security and utilities. This category does not include the following operating expenses and non-operating expenses actually incurred by the Affiliate Location (the “Excluded Operating Expenses”): (i) manager’s salary totaling \$49,236; (ii) we have adjusted the administrative costs actually paid to our payroll provider, which totaled \$5,478, to the amount that we expect FT Businesses to incur, which is 0.9% of total payroll expenses; (iii) 401k costs we paid to employees, which totaled \$3,410.69; (iv) costs the Affiliate Location incurred in providing health insurance to its employees, which totaled \$2,973; (v) meals and entertainment, which totaled \$935; (viii) taxes (except for payroll tax). We do not expect FT Business owners to provide health insurance or 401k contributions to their employees. The manager’s salary is excluded as we do not anticipate all franchisees will employ both a manager and an owner in a full-time role. The Affiliate Location employs more full-time employees than we would expect a Franchised Location to employ. During the 2024 Reporting Period, the Affiliate Location employed an average of three full-time, non-manager employees.
5. Franchise-Related Adjustments: When reviewing the financial results of the Affiliate, certain fees should be imputed as they would be paid by Franchised Locations, but not the Affiliate. An imputed Royalty Fee of 7% of Gross Revenue (\$39,579) and the National Brand Fund fee effective in 2024 of 2% of Gross Revenue (\$11,308) should be considered as they would be charged to a Franchised Location, but are not charged to our Affiliate Location. We did not impute the monthly marketing expenditures for Keywords and Search Engine Optimization because the Affiliate Location spent more than the required amount on these advertising expenditures, which is reflected in the operating expenses within Table 1.

6. The financial performance representations in Table 1 do not reflect all operating expenses, cost of services provided, and other costs or expenses that must be deducted from the Total Sales figures, including the Excluded Operating Expenses and non-operating expenses, to obtain net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your FT Business. Franchisees or former franchisees, listed in the Franchise Disclosure Document, may be one source of this information.
7. “Adjusted Earnings” equals Gross Profit less the Core Operating Expenses. Adjusted Earnings does not include the Excluded Operating Expenses, the Franchise-Related Adjustments, or the following non-operating expenses: taxes (except for payroll taxes), interest, depreciation, amortization, and intercompany expenses. Adjusted Earnings is not equal to Net Income.

Table 2 includes a summary of fiscal years 2023 and 2024 Same Store Gross Sales Percentage Change for those Franchised Locations open and operational for at least 24 consecutive months. As used in this table, “Same Store Gross Sales Percentage Change” means the year-over-year growth (or decline) in same store annual gross sales, expressed as a percentage of the previous year’s gross sales. We include a summary of the average and median Same Store Sales Percentage Change, as determined by the level of Gross Revenue they achieved. If an individual Franchised Location was closed for a period of time in any of the applicable years, it was excluded from this analysis. Because this table, by definition, requires same store gross sales data for at least two consecutive fiscal years, this schedule cannot include data for Franchised Locations that operated for less than two fiscal years.

Table 2
Same Store Sales Percentage Change
During the 2023 and 2024 Reporting Periods

Performance Category	2023	2024
Number of Stores operating at least 2 full consecutive years immediately preceding December 31st of stated year	57	84
Number of Stores included in this schedule	57	84
Time Period Covered	1/1/2023 - 12/31/2023	1/1/2024 - 12/31/2024
Average Same Store Sales Percentage Change	18%	22%
Number/Percentage Exceeding Average Same Store Sales Percent Change	21 of 57 (37%)	31 of 84 (36%)
Median Same Store Sales Percentage Change	4%	14%

Table 3a includes a summary of the Gross Revenue reported by the Franchised Locations in the Reporting Group. We include both a summary of the average, median, high and low Gross Revenue from all Franchised Locations in the Reporting Group and a summary of this data for the top, middle, and bottom third of Franchised Locations in the Reporting Group, as determined by the level of Gross Revenue achieved. Table 3b includes the same summary of the Gross Revenue Reported by all Franchised Locations in the Reporting Group that have been operating for at least three consecutive fiscal years as of December

31, 2024. Table 3c same summary of the Gross Revenue Reported by all Franchised Locations in the Reporting Group that have been operating for less than three consecutive fiscal years as of December 31, 2024.

Table 3a
Gross Revenue for all Franchised Locations in the Reporting Group
During the 2024 Reporting Period

	Average Years Open as of 12/31/24	Average Gross Revenue	Highest Gross Revenue	Lowest Gross Revenue	Median Gross Revenue	Number / Percent Meeting or Exceeding Average
All Franchised Locations in the Reporting Group	3.0	\$144,599	\$538,573	\$24,209	\$105,449	63 of 166 (38%)
Top 1/3rd	4.8	\$272,121	\$538,573	\$153,761	\$243,352	22 of 55 (40%)
Middle 1/3rd	2.5	\$110,421	\$153,595	\$80,367	\$105,449	24 of 55 (44%)
Bottom 1/3rd	1.7	\$51,255	\$78,504	\$24,209	\$54,357	30 of 56 (54%)
Large Territory	2.9	\$136,848	\$538,573	\$24,209	\$100,447	31 of 94 (33%)
Standard Territory	2.9	\$137,510	\$493,433	\$27,286	\$100,095	24 of 61 (39%)
Mid-Size Territory	4.5	\$249,437	\$421,490	\$29,844	\$292,704	7 of 11 (64%)

Table 3b
Gross Revenue for the Franchised Locations Open Three or More Years
During the 2024 Reporting Period

	Average Years Open as of 12/31/24	Average Gross Revenue	Highest Gross Revenue	Lowest Gross Revenue	Median Gross Revenue	Number / Percent Meeting or Exceeding Average
All Franchised Locations in the Reporting Group	5.6	\$237,121	\$538,573	\$56,537	\$216,781	23 of 57 (40%)
Top 1/3rd	5.8	\$382,334	\$538,573	\$282,660	\$359,015	7 of 19 (37%)
Middle 1/3rd	4.9	\$213,252	\$261,809	\$167,567	\$216,781	10 of 19 (53%)
Bottom 1/3rd	6.0	\$115,776	\$167,478	\$56,537	\$105,449	9 of 19 (47%)
Large Territory	5.9	\$232,260	\$538,573	\$69,198	\$193,591	11 of 28 (39%)
Standard Territory	5.2	\$213,928	\$493,433	\$56,537	\$200,784	9 of 21 (43%)
Mid-Size Territory	5.9	\$315,015	\$421,490	\$167,478	\$344,530	5 of 8 (63%)

Table 3c
Gross Revenue for the Franchised Locations Open Less Than Three Years
During the 2024 Reporting Period

	Average Years Open as of 12/31/24	Average Gross Revenue	Highest Gross Revenue	Lowest Gross Revenue	Median Gross Revenue	Number / Percent Meeting or Exceeding Average
All Franchised Locations in the Reporting Group	1.6	\$95,768	\$379,693	\$24,209	\$81,162	39 of 108 (36%)
Top 1/3rd	2.0	\$165,363	\$379,693	\$101,537	\$141,976	13 of 36 (36%)
Middle 1/3rd	1.7	\$80,767	\$99,401	\$60,526	\$81,162	19 of 36 (53%)
Bottom 1/3rd	1.5	\$41,174	\$60,498	\$24,209	\$39,182	15 of 36 (42%)
Large Territory	1.6	\$95,748	\$265,789	\$24,209	\$85,243	27 of 65 (42%)
Standard Territory	1.7	\$97,390	\$379,693	\$27,286	\$78,489	11 of 40 (28%)
Mid-Size Territory	1.6	\$74,562	\$153,761	\$29,844	\$40,083	1 of 3 (33%)

Notes to Table 3a, 3b, and 3c:

1. **Gross Revenue** means the aggregate amount of all sales of services and products, and the aggregate of all charges for services performed by FT Businesses in the Reporting Group net of discounts and bad debts.
2. Territory sizes are defined based on the number of businesses within the defined territory boundaries as follows:
 - “Large”: More than 12,000 businesses and up to 14,000 businesses;
 - “Standard”: Between 8,500 businesses and up to 12,000 businesses; and
 - “Mid-Size”: Up to 8,499 businesses.
3. Table 3 does not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business. Franchisees or former franchisees, listed in the Disclosure Document, may be one source of this information.

Table 4
Total Gross Revenue for the Systemwide Reporting Groups⁽¹⁾ in Calendar Years 2022 - 2024

Year	Affiliate Location Gross Revenue	Franchised Locations Gross Revenue	Systemwide Gross Revenues	YOY Growth (Systemwide)	Systemwide Reporting Group Size
2022	\$603,802	\$12,434,811	\$13,038,613	31.4%	92
2023	\$575,766	\$17,396,916	\$17,972,682	37.8%	182
2024	\$565,415	\$25,535,212	\$26,100,627	45.2%	227

Notes to Table 4:

1. We define “Total Gross Revenue” as the sum of all Gross Revenue reported by the respective Systemwide Reporting Group (including the Excluded Outlets and those outlets that were open for less than 12 months in each respective calendar year so long as the Franchised Locations were open as of the end of the fiscal year). We provide Total Gross Revenue for calendar years 2020 through 2024 in Tables 4.
2. As used in table 4, “Franchised Locations Gross Revenue” refers to the total of all Gross Revenue produced by Franchised Location during the calendar year, which were active and operational as of the end of the calendar year.
3. “YOY Growth” as used in Table 4 refers to the year-over-year percent change when comparing the Systemwide Gross Revenue of a Reporting Period as compared with the Systemwide Gross Revenue reported in the previous Reporting Period. YOY Growth is based on the total Systemwide Gross Revenue reported in each Reporting Period and does not reflect the individual year-over-year percent change in Gross Revenue for Franchised Locations or the Affiliate Location in each Systemwide Reporting Group.

Table 5a includes a summary of the Costs of Goods Sold reported by the Franchised Locations in the Reporting Group for the 2024 Reporting Period. As used in this table, “Costs of Goods Sold” means the total direct costs actually incurred to perform the services and provide the products sold by the Franchised Locations. Table 5b includes a summary of Marketing Expenses reported by the Franchised Locations in the Reporting Group for the 2024 Reporting Period. As used in this table, “Marketing Expenses” means the costs actually incurred for business promotion, advertising, and digital marketing. The Marketing Expenses do not include a franchisee’s contributions to the National Brand Fund. Table 5c includes a summary of Rent Expense reported by the Franchised Locations in the Reporting Group for the 2024 Reporting Period. As used in this table, “Rent Expense” means the costs actually incurred for the rental of real property used in the operation of the Franchised Locations. For each table, we include both a summary of the average and median expenses and a summary of the averages for the top, middle, and bottom third of Franchised Locations in the Reporting Group, as determined by the level of Gross Revenue they achieved.

Table 5a
Cost of Goods Sold as a Percentage of Gross Revenue
During the 2024 Reporting Period

Performance Category	2024
Number of Stores operating at least 1 full year as of December 31, 2024	165
Number of Stores included in this schedule	113
Time Period Covered	1/1/2024 - 12/31/2024
Average Cost of Goods Sold as a Percentage of Gross Revenue	23.9%
Number/Percentage Exceeding Average Cost of Goods Sold	56 of 113 (49.6%)

Performance Category	2024
Median Cost of Goods Sold as a Percentage of Gross Revenue	23.8%
Average Cost of Goods Sold as a Percentage of Gross Revenue - Top 1/3 rd	23.2%
Average Cost of Goods Sold as a Percentage of Gross Revenue - Middle 1/3 rd	23.2%
Average Cost of Goods Sold as a Percentage of Gross Revenue - Bottom 1/3 rd	25.4%

Table 5b
Marketing Expenses as a Percentage of Gross Revenue
During the 2024 Reporting Period

Performance Category	2024
Number of Stores operating at least 1 full year as of December 31, 2024	165
Number of Stores included in this schedule	100
Time Period Covered	1/1/2024 - 12/31/2024
Average Marketing Expenses	14,141
Average Marketing Expenses as a Percentage of Gross Revenue	9.1%
Number/Percentage Exceeding Average Marketing Expenses	46 of 100 (46.0%)
Median Marketing Expenses	13,401
Median Rent Expense as a Percentage of Gross Revenue	8.6%
Average Marketing Expenses as a Percentage of Gross Revenue - Top 1/3 rd	6.3%
Average Marketing Expenses as a Percentage of Gross Revenue - Middle 1/3 rd	10.0%
Average Marketing Expenses as a Percentage of Gross Revenue - Bottom 1/3 rd	23.6%

Table 5c
Rent Expense as a Percentage of Gross Revenue
During the 2024 Reporting Period

Performance Category	2024
Number of Stores operating at least 1 full year as of December 31, 2024	165
Number of Stores included in this schedule	62
Time Period Covered	1/1/2024 - 12/31/2024
Average Rent Expense	22,779
Average Rent Expense as a Percentage of Gross Revenue	12.6%
Number/Percentage Exceeding Average Rent Expense	28 of 62 (45.2%)
Median Rent Expense	20,859
Median Rent Expense as a Percentage of Gross Revenue	11.6%
Average Rent Expense as a Percentage of Gross Revenue - Top 1/3 rd	8.0%
Average Rent Expense as a Percentage of Gross Revenue - Middle 1/3 rd	18.9%
Average Rent Expense as a Percentage of Gross Revenue - Bottom 1/3 rd	43.4%

Notes to Tables 5a, 5b, and 5c:

1. We were unable to obtain reports containing expense information for Costs of Goods Sold, Marketing Expenses, and Rent Expense from all Franchised Locations included in the Reporting Group for the 2024 Reporting Period. We have included only those Franchised Locations that we were able to obtain the relevant expense information.

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

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

Other than the preceding financial performance representation, Fas-Tes Franchise Systems, LLC 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 Dave Claflin, Fas-Tes Franchise Systems, LLC, 5718 University Heights, Suite 105, San Antonio, Texas 78249 (210) 641-2058 the Federal Trade Commission and any appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
System-wide Outlet Summary
For Years 2022-2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	61	91	+30
	2023	91	181	+90
	2024	181	228	+7
Company-Owned	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
Total Outlets	2022	62	92	+30
	2023	92	182	+90
	2024	182	229	+47

Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For Years 2022-2024

State	Year	Number of Transfers
Arizona	2022	1
	2023	3
	2024	0
Colorado	2022	1
	2023	3
	2024	0
Florida	2022	2
	2023	3
	2024	2
Georgia	2022	0
	2023	1
	2024	0
Kentucky	2022	0
	2023	0