

| <b>Provision</b>                                  | <b>Section in Agreement</b> | <b>Summary</b>   |
|---|-----------------------------|--|
| s. Modification of the Agreement                  | Paragraph 5.C               | REF Insider/Operations Manual and other policies, procedures, etc. as published from time to time, subject to change but will not materially alter your fundamental rights.  |
| t. Integration/merger clause                      | Paragraph 16.P              | Only the terms of the franchise agreement are binding (subject to applicable federal and state law). Any representations or promises outside of the disclosure document and franchise agreement (or other agreement) may not be enforceable. |
| u. Dispute resolution by arbitration or mediation | Paragraphs 16.A and 16.B    | Except for certain claims, all disputes must be submitted to, binding arbitration in Miami, Florida (subject to state law).  |
| v. Choice of forum                                | Paragraph 16.L              | Subject to arbitration requirements, any litigation must be pursued in courts in Miami, Florida (subject to state law).  |
| w. Choice of law                                  | Paragraph 16.L              | Except for Federal Arbitration Act and other federal law, the laws of State of Delaware applies (subject to state law).  |
| x. Jury Trial Waiver                              | Paragraph 16.M              | The parties waive trial by jury (subject to state law).  |

**Item 18**  
**PUBLIC FIGURES**

We do not use any public figure to promote our franchises.

**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, 2025, there were 14 Franchise Units in the United States which had been open and operating for all of calendar year 2025. Table 1 represents the actual average 2025 Gross *Received* Revenues of these 14 Franchise Units (the "Covered Units"). Gross *Received* Revenues reflect payments received for services rendered to members and not revenues billed or invoiced to members, which are generally higher. We calculated the figures for the Covered Units in these tables using information extracted from the actual accounting records for receipts of funds during 2024. Table 2 reflects the membership count of all Covered Units.

**Table 1**  
**Revenue Information – All Franchisees**

| <b>Category</b>   | <b>Average Gross Received Revenues</b> | <b>Percentage and Number of units in category that exceed Average</b> | <b>Median</b>    | <b>Range</b>                 |
|-------------------|--|---|------------------|------------------------------|
| All Covered Units | <b>\$314,113</b>                       | <b>35.71% or 5 of 14 units</b>  | <b>\$258,477</b> | <b>\$722,531 to \$85,854</b> |

**Table 2**  
**Membership Count – All Franchisees**

| <b>Category</b>   | <b>Average Member</b> | <b>Percentage and Number of units in category that exceed Average</b> | <b>Median</b> | <b>Range</b>   |
|-------------------|-----------------------|---|---------------|----------------|
| All Covered Units | <b>30</b>             | <b>42.86% or 6 of 14 units</b>  | <b>24</b>     | <b>87 to 6</b> |

Economics for One Forum Group

While the tables above present financial information for a Unit operation, this section aims to present financial information for the operation one Forum Group only, noting a Market Area operation may develop an unlimited number of Forum Groups. Tables 3 and 4 present financial information regarding the operation of Top and Key Executive Forums, based on data from 8 Franchise Units. Six Units did not respond and are excluded from this summary. The data includes only the Top Executive and Key Executive Forums, which are the current offerings. Advisor Groups are excluded as they are not actively offered. Group performance has been divided in thirds -- the top third, middle third, and bottom third, respectively, by number of members.

**Table 3A**

|                          | <b>One "Top Executive" Group – Top 3rd</b> |               |                            |         |
|--------------------------|--|---------------|----------------------------|---------|
|                          | <b>Avg</b>                                 | <b>Median</b> | <b>Range (Low to High)</b> |         |
| Paying Members Per Group | 11.7                                       | 12            | 11                         | 12      |
| Monthly Dues per Member  | \$920                                      | \$925         | \$708                      | \$1,145 |
| Opex as % Rev            | 6.26%                                      | 5.34%         | 4.01%                      | 10.69%  |
|                          |  |               |                            |         |

|                                      |                  |                 |                 |                  |
|--------------------------------------|------------------|-----------------|-----------------|------------------|
| Annual Revenue per Group             | \$138,823        | \$128,775       | \$108,650       | \$195,875        |
| Annual Opex per Group                | \$9,215          | \$5,825         | \$5,768         | \$17,718         |
| Annual Royalties per Group           | \$27,765         | \$25,755        | \$21,730        | \$39,175         |
| <b>Annual Gross Profit per Group</b> | <b>\$101,844</b> | <b>\$97,252</b> | <b>\$81,095</b> | <b>\$138,982</b> |

**Table 3B**

|                                      | <b>One “Top Executive” Group – Middle 3rd</b> |                 |                     |                  |
|--------------------------------------|---|-----------------|---------------------|------------------|
|                                      | Avg   | Median          | Range (Low to High) |                  |
| Paying Members Per Group             | 9.1   | 10              | 7                   | 10               |
| Monthly Dues per Member              | \$935   | \$885           | \$645               | \$1,240          |
| Opex as % Rev                        | 4.56%   | 5.45%           | 0.00%               | 7.56%            |
|                                      |   |                 |                     |                  |
| Annual Revenue per Group             | \$99,010                                      | \$98,256        | \$49,910            | \$160,600        |
| Annual Opex per Group                | \$5,089                                       | \$4,560         | \$0                 | \$9,000          |
| Annual Royalties per Group           | \$19,773                                      | \$19,651        | \$9,982             | \$31,920         |
| <b>Annual Gross Profit per Group</b> | <b>\$69,773</b>                               | <b>\$62,846</b> | <b>\$36,568</b>     | <b>\$125,309</b> |

**Table 3C**

|                                      | <b>One “Top Executive” Group – Bottom 3rd</b> |                 |                     |                 |
|--------------------------------------|---|-----------------|---------------------|-----------------|
|                                      | Avg   | Median          | Range (Low to High) |                 |
| Paying Members Per Group             | 5.4   | 6               | 3                   | 7               |
| Monthly Dues per Member              | \$910   | \$899           | \$533               | \$1,240         |
| Opex as % Rev                        | 4.91%   | 3.87%           | 0.00%               | 10.04%          |
|                                      |   |                 |                     |                 |
| Annual Revenue per Group             | \$54,250                                      | \$51,645        | \$14,403            | \$104,160       |
| Annual Opex per Group                | \$3,355                                       | \$2,000         | \$0                 | \$9,000         |
| Annual Royalties per Group           | \$10,850                                      | \$8,385         | \$2,881             | \$20,832        |
| <b>Annual Gross Profit per Group</b> | <b>\$31,881</b>                               | <b>\$39,316</b> | <b>\$10,772</b>     | <b>\$74,328</b> |

**Table 4A**

|                                      | <b>One "Key Executive" Group – Top 3rd</b> |                 |                     |                 |
|--------------------------------------|--|-----------------|---------------------|-----------------|
|                                      | Avg  | Median          | Range (Low to High) |                 |
| Paying Members Per Group             | 11.3                                       | 11.5            | 10                  | 13              |
| Monthly Dues per Member              | \$610                                      | \$628           | \$450               | \$727           |
| Opex as % Rev                        | 5.86%                                      | 4.87%           | 3.38%               | 10.68%          |
|                                      |  |                 |                     |                 |
| Annual Revenue per Group             | \$77,043                                   | \$84,475        | \$49,455            | \$100,600       |
| Annual Opex per Group                | \$4,302                                    | \$4,544         | \$2,123             | \$5,825         |
| Annual Royalties per Group           | \$15,409                                   | \$16,895        | \$9,891             | \$20,120        |
| <b>Annual Gross Profit per Group</b> | <b>\$57,332</b>                            | <b>\$62,812</b> | <b>\$37,441</b>     | <b>\$76,225</b> |

**Table 4B**

|                                      | <b>One "Key Executive" Group – Middle 3rd</b> |                 |                     |                 |
|--------------------------------------|---|-----------------|---------------------|-----------------|
|                                      | Avg   | Median          | Range (Low to High) |                 |
| Paying Members Per Group             | 8   | 8               | 5                   | 10              |
| Monthly Dues per Member              | \$626   | \$618           | \$525               | \$700           |
| Opex as % Rev                        | 11.55%  | 9.05%           | 0.00%               | 31.28%          |
|                                      |   |                 |                     |                 |
| Annual Revenue per Group             | \$50,336                                      | \$63,125        | \$4,000             | \$77,500        |
| Annual Opex per Group                | \$6,638                                       | \$5,664         | \$1,251             | \$17,718        |
| Annual Royalties per Group           | \$10,067                                      | \$12,625        | \$0                 | \$15,500        |
| <b>Annual Gross Profit per Group</b> | <b>\$35,527</b>                               | <b>\$44,282</b> | <b>\$1,949</b>      | <b>\$50,500</b> |

**Table 4C**

|                          | <b>One "Key Executive" Group – Bottom 3rd</b> |        |                     |         |
|--------------------------|---|--------|---------------------|---------|
|                          | Avg   | Median | Range (Low to High) |         |
| Paying Members Per Group | 3.2   | 3.5    | 2                   | 4       |
| Monthly Dues per Member  | \$685   | \$633  | \$450               | \$1,120 |
| Opex as % Rev            | 19.69%  | 14.15% | 0.00%               | 58.28%  |
|                          |   |        |                     |         |

|                                      |                 |                 |                |                 |
|--------------------------------------|-----------------|-----------------|----------------|-----------------|
| Annual Revenue per Group             | \$31,739        | \$27,634        | \$7,965        | \$56,100        |
| Annual Opex per Group                | \$8,330         | \$5,825         | \$0            | \$17,718        |
| Annual Royalties per Group           | \$6,348         | \$5,527         | \$1,593        | \$11,220        |
| <b>Annual Gross Profit per Group</b> | <b>\$18,449</b> | <b>\$16,274</b> | <b>\$5,984</b> | <b>\$38,400</b> |

These figures do not include costs for a Forum Leader when contracted. Some partners lead and facilitate forum groups themselves, while others hire a Forum Leader. If you engage a Forum Leader, you will incur additional costs. Leading and facilitating a forum group takes about 13 hours per month.

In Tables 5 and 6, we disclose membership attrition and membership tenure, which had been provided to us by 8 Franchise Units. Six Units did not respond and are excluded from this summary.

**Table 5**

| <b>Membership Attrition 2025</b> |        |                     |        |
|----------------------------------|--------|---------------------|--------|
| Avg                              | Median | Range (Low to High) |        |
| 16.5%                            | 12.9%  | 3.70%               | 40.30% |

**Table 6**

| <b>Membership Tenure (Years)</b> |        |                     |     |
|----------------------------------|--------|---------------------|-----|
| Avg                              | Median | Range (Low to High) |     |
| 3.4                              | 3.6    | 1.3                 | 5.7 |

You should conduct an independent investigation of the costs and expenses you will incur in operating a REF Global Franchise Unit. Franchisees or former franchisees listed in this Franchise Disclosure Document may be one source of this information. The information contained in these tables has not been audited.

We will substantiate in writing the data we used for this financial performance representation and will provide it to you upon your reasonable request.

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

Except for the information presented above, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or Franchise Units. 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 Franchise Unit, however, we may provide you with the actual records of that Franchise Unit. If you receive any other financial performance information or projections of future income, you should report it to the franchisor's management by contacting, Kim

Hibler, Head of Franchise Relations, 2810 N. Church St., PMB 91375., Wilmington, Delaware 19802-4447, or 303-229-9589, and the Federal Trade Commission, and the appropriate state regulatory agencies.

**Item 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

All numbers represented in the tables below represent outlets open and operating as of December 31 in each calendar year. "Franchised" outlets include Franchise Units that operate in the United States or Canada.

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 | 15                               | 15                             | 0          |
|               | 2024 | 15                               | 15                             | 0          |
|               | 2025 | 15                               | 14                             | -1         |
| Company-Owned | 2023 | 0                                | 0                              | 0          |
|               | 2024 | 0                                | 0                              | 0          |
|               | 2025 | 0                                | 0                              | 0          |
| Total Outlets | 2023 | 15                               | 15                             | 0          |
|               | 2024 | 15                               | 15                             | 0          |
|               | 2025 | 15                               | 14                             | -1         |

Table No. 2

**Transfers of Outlets from Franchisees**  
**to New Owners (other than the Franchisor's Predecessor)**  
**For years 2023 to 2025**

| State | Year | Number of Transfers |
|-------|------|---------------------|
| None  | 2023 | 0                   |
|       | 2024 | 0                   |
|       | 2025 | 0                   |
|       | 2023 | 0                   |