

ITEM 19
FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to disclose 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 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 performance at a particular location or under particular circumstances.

In this Item, we provide historical information on the number of floral arrangements on hire for Floral Image franchisees and company-owned outlets at the end of 2022, 2023, 2024 and 2025.

As of December 31, 2025, we had 7 independent franchisees and 12 company-owned outlets in operation in the USA and Canada. Our affiliates operate the company-owned outlets (see Item 1). No existing outlets have been excluded from the Tables below. On January 1, 2025, we acquired the franchised outlet in Los Angeles and merged it into the company-owned outlet in Orange County; we report pre-acquisition data in Table 1 and post-acquisition data in Table 2 (on a combined basis for Orange County). Table 1 excludes one franchised outlet (Tampa, FL) that closed in 2025 due to the death of the owner.

Table 1				
Franchised Outlets				
Ranked by Units on Hire as of 12/31/2025				
Market	12/31/2022	12/31/2023	12/31/2024	12/31/2025
Toronto, ON	1,038	1,057	1,114	1,175
Seattle, WA	811	779	712	615
Austin, TX	438	415	419	428
Houston, TX	467	403	349	331
Portland, OR	382	403	345	312
Los Angeles, CA	216	321	330	converted to company- owned 1/1/2025
Vancouver, BC	0	1	159	204
San Antonio, TX	0	51	77	173

Table 2 Company-Owned Outlets Ranked by Units on Hire as of 12/31/2025				
Market	12/31/2022	12/31/2023	12/31/2024	12/31/2025
Atlanta	603	541	542	549
Orange County	220	226	196	526*
San Francisco	431	362	540	476
Dallas	641	463	434	453
Chicago	547	425	462	404
San Diego	113	259	350	395
Denver	191	137	256	363
Phoenix	313	339	368	339
Fort Worth	410	314	321	309
New York	128	78	198	281
New Jersey	209	192	311	240
Ft. Lauderdale	0	0	109	183

* includes results of former Los Angeles franchise acquired on 1/1/2025 and merged into Orange County.

The above financial performance representations are historic representations and not a projection.

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

Written substantiation for these financial performance representations will be made available to prospective franchisees upon reasonable request

Other than the preceding financial performance representations, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. 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 Patrick Guillory, 6470 E. Johns Xing, Ste 160, Johns Creek, Georgia 30097 (USfranchise@floralimage.com and 855-6FLORAL), the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE 1 - SYSTEMWIDE OUTLET SUMMARY FOR YEARS 2023-2025⁽¹⁾

Outlet Type	Year	Outlets - Start of Year	Outlets - End of Year	Net Change
FRANCHISED	2023	8	9	1
	2024	9	9	0
	2025	9	7	-2
COMPANY-OWNED	2023	11	11	0
	2024	11	12	1
	2025	12	12	0
TOTAL	2023	19	20	1
	2024	20	21	1
	2025	21	19	-2

Note 1: The figures in Table 1 are for the USA and Canada and are as of December 31 of each year, which is our fiscal year end.