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 Franchise 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.

The data below represents 56 Franchisee Businesses that operated during the full 2025 calendar year. These businesses comprised 96 franchised territories, 90 of which operated for the full year and 6 of which operated only for part of 2025 as part of an already-operating Franchisee Business.

We excluded 2 transferred franchised territories and 3 franchised territories that ceased operations during 2025. Of those 3 excluded franchised territories, 1 operated for less than 1 year before closing or ceasing operations in 2025. 101 outlets operated at some point during 2025.

Revenue per Franchisee Business is based on the combined revenue for all territories operated by that Franchisee Business, as reported by franchisees and reflected in our records.

Here we set forth a financial performance representation based on historical data, which we describe as follows:

2025 Gross Revenue — Franchisee Businesses Grouped by Territory Population

Territory Population	Total Franchisee Businesses	Average (Median) Total Gross Revenue (Note 1)	# and % of Franchisee Businesses that achieved or surpassed Average Revenue	High/Low
Over 450,000	24	$487,598 ($401,327)	8 or 33%	$1,656,014 /$40,172
225,001-450,000	24	$140,775 ($97,149)	9 or 38%	$494,874/ $20,391
Up to 225,000	8	$100,767 ($76,034)	1 or 13%	$321,476/ $20,521
Total	56	$283,698 ($145,820)	18 or 32%	$1,656,014/ $20,391

Franchisee Businesses are grouped by the total population of all territories they operate (see Note 2). The "Up to 225,000" category corresponds to the maximum population size of a single territory currently offered under this Franchise Disclosure Document. The "225,001–450,000" category corresponds to Franchisee Businesses with total territory populations greater than 225,000 and up to approximately 2 currently offered maximum-sized territories. The "Over 450,000" category includes Franchisee Businesses with total territory populations greater than approximately 2 currently offered maximum-sized territories. Franchisee Businesses in the higher categories may operate multiple territories or territories under prior versions of our Franchise Agreement, and their revenue reflects the combined revenue of all territories operated by the Franchisee Business.

Notes:

Note 1 – Total Gross Revenue is defined as all monies invoiced in connection with the operation of the Franchised Business from the sale of any authorized products or services under, using, or in connection with our Marks. The figure does not include any refunds, discounts made to clients, or sales, excise, or other taxes that are separately stated and that you are required by law to collect from clients and pay to any governmental tax authority. Tips and gratuities are not included in calculating Average Total Gross Revenue. Some Franchisee Businesses' reported gross revenue includes revenue from dog boarding or daycare; however, this only applies to revenue obtained from dogs that are boarded as a part of the training process. Therefore, revenues for boarding or daycare services only are not included in the figure.

Note 2 – Some Franchisee Businesses operate under prior versions of our Franchise Agreement that permitted territory configurations or territory sizes different from those currently offered under this Franchise Disclosure Document.

Written substantiation for the financial performance representations will be made available to prospective franchisees upon request. The data presented here was provided to us by our franchisees. We have not audited these figures.

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

Other than the foregoing, 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 the franchisor's management by contacting the CEO of ITK9 Franchise, LLC, 5690 Wolff Road, Medina, OH 44256, (877) 585-9727, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

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	35	66	+31
	2024	66	96	+30
	2025	96	98	+2
Company Owned	2023	3	3	0
	2024	3	1	-2
	2025	1	0	-1
Total Outlets	2023	38	69	+31
	2024	69	97	+28
	2025	97	98	+1

Table No. 2
Transfers of Outlets from Franchisees to New Owners (Other than the Franchisor)
For Years 2023 to 2025

State	Year	Number of Transfers
Colorado	2023	0
	2024	1
	2025	0
Florida	2023	0
	2024	0
	2025	0
Georgia	2023	1
	2024	0
	2025	0