

Provision	Section in Franchise Agreement	Summary
k. "Transfer" by you – definition	12.2	Includes transfer of contract or assets, ownership change, and encumbrance.
l. Our approval of transfer by you	12.2	We have the right to approve all transfers but may not unreasonably withhold consent.
m. Conditions for our approval of transfer	12.2	All of your financial obligations and transfer fee paid, new franchisee qualifies, you release claims (if permitted by state law), new franchisee signs current agreement and completes training (also see r, below).
n. Our right of first refusal to acquire your business	12.3	We can match any offer for your business.
o. Our option to purchase your business	Not Applicable	Not Applicable, subject to state law
p. Your death or disability	12.4	Your heirs may inherit your franchise provided they qualify and meet other requirements for transfer (see m, above).
q. Non-competition covenants during the term of the franchise	15.2	No involvement in competing business subject to state law, can't divert customers to competitor or do anything that impairs goodwill associated with our system, can't encroach on other franchisees' territory, subject to state law.
r. Non-competition covenants after the franchise is terminated or expires	15.3	No involvement in competing business for 2 years in or within 15 miles of any franchisee's territory, and no solicitation of customers and shared referral sources of the franchised business for 2 years, subject to state law
s. Modification of the agreement	9.3 and 18.1	Modification only by written agreement, but we may modify Operations Manual so long as it does not change your fundamental status and rights.
t. Integration/merger clause	18.1	Only the terms of the franchise agreement are binding (subject to state law). Any representations or promises made outside the disclosure document and franchise agreement may not be enforceable (subject to state law).
u. Dispute resolution by arbitration or mediation	16.1 – 16.3	Except for certain claims, and subject to state law: all disputes must be arbitrated in Hamilton County, Ohio; claims may not be consolidated with claims of other franchisees; parties waive right to jury trial and punitive damages; except for certain claims, all claims must be brought within 1 year.
v. Choice of forum	16.7	Except for claims arising under a franchise law of the state where the franchised business is located, all litigation or arbitration must be in Hamilton County, Ohio.
w. Choice of law	18.3	Except for claims arising under a franchise law of the state where the franchised business is located, Ohio law applies.

¹ This provision may not be enforceable under federal bankruptcy 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 performance at a particular location or under particular circumstances.

Presented below are historic gross revenue figures for certain Pet Wants franchises for the one-year period ending December 31, 2025. The data is presented by quartile and then cumulatively. Data is presented for Store Franchises, not delivery-only franchises. Only data from Stores that were open for the entire year and that reported gross revenue for the entire year are included in the table.

GROSS REVENUES FOR STORES

First Quartile of Store Franchises	Year Ending 12/31/25
Average Gross Revenues	\$935,860.37
Median Range of Gross Revenues	\$804,944
High Range of Gross Revenues	\$1,764,301
Low Range of Gross Revenues	\$578,351
Percentage of franchisees that attained or surpassed Average Gross Revenue	25%
# of Franchises	12

Second Quartile of Store Franchises	Year Ending 12/31/25
Average Gross Revenues	\$441,663
Median Range of Gross Revenues	\$451,596
High Range of Gross Revenues	\$531,326
Low Range of Gross Revenues	\$337,588
Percentage of franchisees that attained or surpassed Average Gross Revenue	54%
# of Franchises	13

Third Quartile of Store Franchises	Year Ending 12/31/25
Average Gross Revenues	\$234,928

Median Range of Gross Revenues	\$220,655
High Range of Gross Revenues	\$311,221
Low Range of Gross Revenues	\$176,889
Percentage of franchisees that attained or surpassed Average Gross Revenue	38%
# of Franchises	13

Fourth Quartile of Store Franchises	Year Ending 12/31/25
Average Gross Revenues	\$136,390
Median Range of Gross Revenues	\$143,139
High Range of Gross Revenues	\$166,287
Low Range of Gross Revenues	\$81,971
Percentage of franchisees that attained or surpassed Average Gross Revenue	54%
# of Franchises	13

Cumulative Store Franchises	Year Ending 12/31/25
Average Gross Revenues	\$546,633
Median Range of Gross Revenues	\$336,125
High Range of Gross Revenues	\$1,764,301
Low Range of Gross Revenues	\$81,971
Percentage of franchisees that attained or surpassed Average Gross Revenue	24%
# of Franchises	51

We formerly offered both store and mobile franchises, but now only offer store franchises. There were 158 franchises (each franchise consists of a single franchise territory) in operation as of December 31, 2025, of which 67 were store franchises and 91 were mobile franchises. Of the 67 store franchises, 51 were in operation and reported gross revenue for the entire year.

The below table presents data for 48 Pet Wants Store franchisees that owned single units and excludes the data for the Pet Wants Store franchisees that owned multiple units; the table also excludes data from 13 other Store franchises that were not open and did report gross revenues for the entire year. The data is presented by quartile and then cumulatively.

Single Unit Store Owners

<u>First Quartile</u>	<u>Year Ending 12/31/25</u>
Average Gross Revenues	\$685,000.11
Median Range of Gross Revenues	\$721,239
High Range of Gross Revenues	\$903,310
Low Range of Gross Revenues	\$504,064
Percentage of franchisees that attained or surpassed Average Gross Revenue	58%
# of Franchises	12

<u>Second Quartile</u>	<u>Year Ending 12/31/25</u>
Average Gross Revenues	\$399,549.62
Median Range of Gross Revenues	\$413,075
High Range of Gross Revenues	\$473,933
Low Range of Gross Revenues	\$301,383
Percentage of franchisees that attained or surpassed Average Gross Revenue	58%
# of Franchises	12

<u>Third Quartile</u>	<u>Year Ending 12/31/25</u>
Average Gross Revenues	\$217,312.16
Median Range of Gross Revenues	\$218,265
High Range of Gross Revenues	\$281,713
Low Range of Gross Revenues	\$166,286
Percentage of franchisees that attained or surpassed Average Gross Revenue	58%
# of Franchises	12

<u>Fourth Quartile</u>	<u>Year Ending 12/31/25</u>
Average Gross Revenues	\$133,898.61
Median Range of Gross Revenues	\$138,808

High Range of Gross Revenues	\$164,806
Low Range of Gross Revenues	\$81,971
Percentage of franchisees that attained or surpassed Average Gross Revenue	54%

# of Franchises	12
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Cumulatively for 2025	Year Ending 12/31/25
Average Gross Revenues	\$358,940.12
Median Range of Gross Revenues	\$291,548
High Range of Gross Revenues	\$903,310
Low Range of Gross Revenues	\$81,971
Percentage of franchisees that attained or surpassed Average Gross Revenue	42%
# of Franchises	48

The below table presents Gross Revenue data from 2025 for the 4 Pet Wants Store franchisees that operated multiple store units.

Multiple Store Owners

Average Gross Revenues	\$1,342,813
Median Gross Revenues	\$1,336,415
High Range of Gross Revenues	\$1,764,301
Low Range of Gross Revenues	\$934,120
Percentage of franchisees that attained or surpassed Average Gross Revenue	25%
# of Franchises	4

The preceding data has been extracted from financial reports submitted to us by our franchisees. The financial reports submitted to us were prepared by the franchisee in most cases, not reviewed or audited by an independent accountant. We have not audited or independently verified this information.

For purposes of this Item 19, "Gross Revenue" means the total of all income arising from the operation of the franchised business. Gross Revenue does not include the amount of refunds and discounts made to clients, or the amount of sales or excise taxes that are separately stated and that the franchisee is required to and does collect from clients and pays to the appropriate taxing authority.

The Gross Revenue figures do not reflect the costs of sales, other operating expenses, or other costs or expenses that must be deducted from Gross Revenue to obtain your net income or profit. Those expenses include fees you are required to pay us under the terms of your franchise agreement, such as royalties and national branding contributions. Your sales and operating expenses will vary depending on many factors, such as the geographic location of your territory, competition from other providers in your

market, the effectiveness of your advertising, whether you manage your franchise yourself or hire a general manager, your pricing, the prices you pay for supplies, employee salaries and benefits (health insurance, retirement plan, etc.), other employment conditions in your market, insurance costs, and ability to generate clients. You should conduct an independent investigation of the costs and expenses you will incur in operating a Pet Wants franchise.

We strongly suggest that you consult a financial advisor or accountant for assistance in reviewing the table and in preparing your own financial projections, and for advice about the income and other taxes you will incur in operating a Pet Wants franchise and the effect of non-cash expenses such as depreciation and amortization on your business.

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

Written substantiation for the financial performance representation will be made available to you upon request.

Other than the preceding financial performance representations, Pet Wants Franchise System, 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 Jeff Siehl, General Counsel/Vice President, 4755 Lake Forest Drive, Suite 100, Cincinnati, Ohio 45202, (513) 999-9893, 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 through 2025⁴

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised Outlets	2023	138	146	+8
	2024	146	159	+13
	2025	159	158	-1
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	138	146	+8
	2024	146	159	+13
	2025	159	158	-1

⁴ All numbers are for December 31 of each year and include both store and delivery franchises.