

<b>Provision</b>	<b>Article in Franchise Agreement</b>	<b>Summary</b>
q. Non-competition covenants during the term of the franchise	Sections 18.B & 18.C	You may not 1) divert business or customers to any competitor; 2) own or operate a business which sells similar services
r. Non-competition covenants after the franchise is terminated or expires	Section 18.C	For 2 years after the transfer, expiration or termination of the Franchise Agreement, you may not own or operate a business which sells similar services within your Assigned Area or within 25 miles of any unit in the System
s. Modification of the agreement	Sections 22.FG.7, 22.FG.8	Must be in writing by both parties
t. Integration/merger clause	Section 22.G.7	Only the terms of the Franchise Agreement are binding (subject to state law). Any representations or promises outside the disclosure document and franchise agreement may not be enforceable. We may agree to terms which differ from what is described in this disclosure document. In that case, the terms of the final written agreement shall control. However, nothing in the Franchise Agreement or any other agreement is intended to disclaim the representations we make in this FDD.
u. Dispute resolution by arbitration or mediation	None	None (But see State Specific Addenda, Exhibit B)
v. Choice of forum	Section 22.A	Any action shall be brought in the U.S. District Court for the Eastern District of California or if no basis for Federal jurisdiction exists, in California state courts located in Placer County, California, subject to state law.
w. Choice of law	Section 22.A	The laws of the state in which the Franchised Business is located, subject to 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 Franchise Disclosure Document. Financial performance information that differs from that included in this 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.

This Item 19 sets forth certain historical data regarding Always Best Care Franchised Business locations. Written substantiation of the data used in preparing this information will be made available to prospective franchisees upon reasonable request. The representations made in this Item 19 are based upon

the period of time indicated below. Wherever the average for multiple Franchised Businesses is presented in this Item 19, we have listed both the average for the applicable category and the median (midpoint) amount in brackets.

### **Systemwide Growth**

In the table below, we have included annual revenue information for all Franchised Businesses that operated at any point during the calendar year listed, regardless of whether any were newly opened in that year or closed for business or otherwise left the brand in that year. The figures included in the table below do not include any information for company owned businesses.

In 2022, there were 101 Franchised Businesses that generated revenue in 2022, each of which were included in the below table. In 2023, there were 101 Franchised Businesses that generated revenue in 2023, each of which were included in the below table. In 2024, there were 107 Franchised Businesses that generated revenue in 2024, each of which were included in the below table. In both 2022 and 2023 there were two Franchised Businesses that were transferred, and in 2024 there were 6 Franchised Businesses that were transferred, but for purposes of this table we counted the respective seller and buyer as one Franchised Business.

<b>2022 Systemwide Annual Revenue</b>	<b>2023 Systemwide Annual Revenue</b>	<b>Percent Increase 2023 over 2022</b>	<b>2024 Systemwide Annual Revenue</b>	<b>Percent Increase 2024 over 2023</b>
\$212,591,506	\$238,360,485	12.1%	\$280,952,555	17.9%

1. “Annual Revenue” means the total of all revenues from the operation of each franchisee’s business whether received in cash, in services in kind, from barter and/or exchange, on credit (whether or not payment is received therefore) or otherwise during the calendar year referenced. Annual Revenue does not include the amount of all sales tax receipts or similar tax receipts which, by law, are chargeable to Clients, if these taxes are separately stated when the Client is charged and if these taxes are paid to the appropriate taxing authority. In addition, Annual Revenue does not include the amount of any documented refunds, charge backs, credits and allowances given to Clients by a franchisee. The Annual Revenue does include a small percentage of revenue generated in Canada, which in 2024 was a total of \$1,360,640.

### **Monthly Average Number of Clients**

The tables below list the monthly average number of Clients for certain Franchised Businesses over the course of 2024 calendar year, broken down into 3 categories based upon their Annual Revenue during the calendar year ending December 31, 2024. As of December 31, 2024, there were 107 Franchised Businesses that were open and in operation. In the tables below, we have included information relating to Franchised Businesses that were continuously open and operating for the entire 2024 calendar year. There were 32 Single-Unit Franchised Businesses and 66 Multi-Unit Franchised Businesses (Franchised Businesses that operate in more than one Assigned Area) or a total of 98 Always Best Care Senior Services Franchised Businesses that were continuously open and in operation during the entirety of the 2024 calendar year and included in the tables below. 9 Franchised Businesses were excluded from the tables below because they opened in 2024 and were not continuously open and in operation throughout 2024. No Franchised Business were excluded because they closed in 2024. All of these Franchised Businesses reported information to us for this financial performance representation.

#### **Single-Unit Franchisees**

<b>2024 Annual Revenue</b>	<b>\$0 to \$484,605</b>	<b>\$513,678 to \$959,482</b>	<b>\$1,069,763 \$3,674,244</b>	<b>N/A</b>
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Monthly Average [Median] Number of Clients	8 [7]	26 [26]	66 [52]	[N/A]
Number of Franchisees in Annual Revenue Category	11	8	14	(N/A)
Number (and Percentage) of Franchisees that Met or Exceeded Average Number of Clients (in Category)	4 (36.3%)	4 (50%)	5 (35.7%)	(N/A)

#### Multi-Unit Franchisees

2024 Annual Revenue	\$0 to \$399,498	\$514,967 to \$999,123	\$1,129,245 to \$7,661,782	\$10,013,599 to \$17,634,033
Monthly Average [Median] Number of Clients	9 [9]	43 [29]	84 [70]	367 [412]
Number of Franchisees in Annual Revenue Category	2	8	51	5
Number (and Percentage) of Franchisees that Met or Exceeded Average Number of Clients (in Category)	1 (50.0%)	3 (37.5%)	21 (41.2%)	3 (60.0%)
Range of Assigned Areas per Franchised Business	2 to 2	2 to 6	2 to 7	2 to 12

#### Combined Single and Multi-Unit Franchisees

2024 Annual Revenue	\$0 to \$484,606	\$513,678 to \$999,123	\$1,069,763 to \$7,661,782	\$10,013,599 to \$17,634,033
Monthly Average [Median] Number of Clients	9 [7]	35 [29]	80 [67]	367 [412]
Number of Franchisees in Annual Revenue Category	13	16	65	5
Number (and Percentage) of Franchisees that Met or Exceeded Average Number of Clients (in Category)	5 (38.5%)	7 (43.8%)	27 (42.0%)	3 (60.0%)

#### Note:

1. The “Monthly Average Number of Clients” was calculated by adding the number of unique

Clients of the Franchised Business for each month during the year, calculating the total number of Clients for all months in 2024, and then dividing that number by 12 months.

### **Annual Revenue Growth**

The table below contains certain information related to Annual Revenues realized by Franchised Businesses during calendar year 2024, and compares it with Annual Revenues realized during 2023. The data is broken down into 3 categories based upon the Franchised Businesses' 2024 level of Annual Revenue. The table below also lists the number and percentage of franchisees that met or exceeded the category average. As of December 31, 2023, there were 101 Franchised Businesses, and as of December 31, 2024, there were 107 Franchised Businesses. We have only included information relating to Franchised Businesses that were continuously open and operating for the entire 2023 and 2024 calendar years in this table. Any Franchised Businesses that were either newly purchased in 2023 or 2024 or closed for business or otherwise left the brand in 2023 or 2024 were excluded. There were 4 new Franchised Business purchased in 2023 and 12 new Franchised Business purchased in 2024. 3 Franchised Businesses were terminated and 1 was not renewed in 2023, and no Franchised Businesses were terminated in 2024. None of these Franchised Businesses were included in the table below.

2024 Annual Revenue	% of Franchisees	Average [Median] Percent Increase over 2023	Number of Franchisees in Annual Revenue Category	Number (and Percentage) of Franchisees that Met or Exceeded Average Percent Increase (in Category)	Range of Assigned Areas per Franchised Business
Over \$2,000,000	51.0%	20.5% [18.9%]	50	25 (50.0%)	1 to 12
Over \$1,000,000 but under \$2,000,000	20.4%	9.7% [9.2%]	20	10 (50.0%)	1 to 6
Under \$1,000,000	28.6%	1.6% [2.6]	28	14 (50.0%)	1 to 6

### **Notes:**

1. The information in the "Annual Revenue" column in the Annual Revenue Growth chart is based upon results of all Unit Franchisees which were continuously open and operating for at least one full calendar year as of December 31, 2024. The numbers are not related to when franchisees signed franchise agreements. The numbers do not include results from franchises which were terminated during the year listed.
2. The information in this table is broken out by Franchised Business. A Franchised Business may contain between 1 to 12 Assigned Areas. There are 66 Franchised Businesses in the above table that have 2 or more Assigned Areas.
3. The "% of Franchisees" was calculated by dividing the total number of Franchised Businesses within each respective revenue category that were open for at least one year and comparing them against the total number for all Franchised Businesses for 2024 that were open for at least one year.
4. The "Average Percent Increase" was calculated by taking the total Annual Revenue for 2024 for all Franchised Business within each respective revenue level and dividing that by the total Annual Revenue for those Franchised Businesses for 2023.

### Multi-Unit Franchisees

The table below contains certain information related to Annual Revenues realized by Franchised Businesses during calendar 2024, for multi-unit Franchised Businesses operating 2 or more Assigned Areas that were continuously open and operating for the entire 2023 and 2024 calendar years in this table.

2024 Annual Revenue	Number of Franchisees in the Category	Total 2024 Annual Revenue	Average [Median] 2024 Annual Revenue	Number (and Percentage) of Franchisees that Met or Exceeded Average Annual Revenue (in Category)	High / Low Annual Revenue within Category and Range of Assigned Areas per Franchised Business
Over \$10,000,000	5	\$64,515,308	\$12,903,062 [\$10,502,819]	2 (40.0%)	High: \$17,634,033 Low: \$10,013,599 Assigned Areas: 2 to 12
Under \$10,000,000	61	\$181,131,907	\$2,969,376 [\$2,619,943]	26 (42.6%)	High: \$7,661,782 Low: \$125,867 Assigned Areas: 2 to 7

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

Written substantiation of the information set out in this Item 19 will be provided to prospective franchisees on reasonable request.

Other than the preceding financial performance representation, we do 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, Jake Brown, 1406 Blue Oaks Blvd, Roseville, California 95747, 1-888-430-CARE, the Federal Trade commission, and the appropriate state regulatory authorities.

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**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 1**  
**Systemwide Outlet Summary**  
**For years 2022 to 2024**

<b>Column 1 Outlet Type</b>	<b>Column 2 Year</b>	<b>Column 3 Outlets at the Start of the Year</b>	<b>Column 4 Outlets at the End of the Year</b>	<b>Column 5 Net Change</b>
Franchise	2022	224	231	+7
	2023	231	249	+18
	2024	249	275	+26
Company Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
<b>Total Outlets</b>	<b>2022</b>	<b>224</b>	<b>231</b>	<b>+7</b>
	<b>2023</b>	<b>231</b>	<b>249</b>	<b>+18</b>
	<b>2024</b>	<b>249</b>	<b>275</b>	<b>+26</b>

\*An “Outlet” refers to an individual Assigned Area (as opposed to a “Franchised Business”) regardless of whether the Unit franchisee has established a physical office within it. In each of the Item 20 charts, “2022” refers to the 12-month period ended December 31, 2022, “2023” refers to the 12-month period ended December 31, 2023, and “2024” refers to the 12-month period ended December 31, 2024.

**TABLE NO. 2**  
**Transfers of Outlets from Franchisees to New Owners**  
**(other than the Franchisor)**  
**For years 2022 to 2024**

<b>Column 1 State</b>	<b>Column 2 Year</b>	<b>Column 3 Number of Transfers</b>
Arizona	2022	0
	2023	0
	2024	0
California	2022	0
	2023	0
	2024	2
Colorado	2022	5
	2023	0
	2024	0
Connecticut	2022	0
	2023	0
	2024	2