

Provision	Section in Area Development Agreement	Summary
m. Conditions for franchisor approval of transfer	Section 11	You may not transfer the Area Development Agreement or any rights to the Development Territory.
n. Franchisor's right of first refusal to acquire Area Developer's business	Section 12	We have the right to match the offer to purchase your TDS Business or an ownership interest in you.
o. Franchisor's option to purchase Area Developer's business	Not applicable	Not applicable.
p. Death or disability of Area Developer	Section 11	Interest must be transferred to an approved party within 12 months.
q. Non-competition covenants during the term of the franchise	Section 12	Can't divert business or operate a Competitive Business anywhere. (Subject to state law)
r. Non-competition covenants after the franchise is terminated or expires	Section 13	No participation in a Competitive Business for two years and within 50 miles of any TDS Business in the System. (Subject to state law)
s. Modification of the agreement	Section 18	No modifications except by mutual agreement of the parties.
t. Integration/merger clause	Section 18	Only the terms of the Area Development Agreement are binding (subject to state law). Any representations or promises made outside the disclosure document and the Area Development Agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	Section 19	Except for certain claims, all disputes must be mediated and arbitrated in the principal city closest to our principal place of business (currently Pittsburgh, Pennsylvania), subject to applicable state law.
v. Choice of forum	Section 19	Except for certain claims, all disputes must be mediated, arbitrated, and if applicable, litigated in the principal city closest to our principal place of business (currently Pittsburgh, Pennsylvania), subject to applicable state law.
w. Choice of law	Section 18	Pennsylvania law applies, subject to applicable 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 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, we had 40 franchised TDS Businesses (“Franchised Locations”) and 6 affiliate-owned TDS Businesses (“Affiliate Locations”), of which 10 Franchised Locations opened after January 1, 2025, and 30 Franchised Locations and all 6 Affiliate Locations were in operation for the entire calendar year of 2025. This Item 19 provides a historical financial performance representation for the 29 Franchised Locations that provided financial data to us and 6 Affiliate Locations that were open for the entire calendar year of 2025 (“Reporting Group”) for the period from January 1, 2025 to December 31, 2025 (“Reporting Period”). One additional Franchised Location (Huntsville, Alabama) was open for the entire calendar year of 2025 but did not submit financial data to us, and is therefore excluded from the Reporting Group.

Franchised TDS Businesses are similar to our Affiliate Locations in terms of competition, services, and goods offered. However, Affiliate Locations have different financial obligations, paying a lower Royalty and Brand Fund Contribution, and are exempt from the Technology Fee. The financial information presented has not been adjusted to reflect the differences between the Royalty, Brand Fund Contribution, and Technology Fees applicable to Affiliate Locations and those applicable to Franchised Locations (see Notes). The TDS Businesses in the Reporting Group offered substantially the same products and services to the public as you will.

The financial performance information for the Affiliate Locations was taken from unaudited profit and loss statements for the Reporting Period, and the financial performance information for the Franchised Locations was taken from reports submitted to us using our uniform reporting system. The financial performance information for both the Affiliate Locations and the Franchised Locations was prepared on an accrual basis of accounting.

Part 1: 2025 Revenue & Facility Information for All Locations Open 1/1/2025 – 12/31/2025

#	Year Opened	Sq Ft	# of Kennels	Total Revenue	Rev / Sq Ft	Total Rent	Rent / Sq Ft	Rev / Kennel
1	2009	11,700/6,127	55	\$717,590	N/A	\$44,600	N/A	\$13,047
2	2011	9,200	68	\$919,387	\$99.93	\$95,336	\$10.36	\$13,520
3	2013	9,765	78	\$920,710	\$94.29	\$214,760	\$21.99	\$11,804
4	2014	11,500	45	\$842,598	\$73.27	\$118,852	\$10.33	\$18,724
5	2015	9,605	85	\$1,057,404	\$110.09	\$120,146	\$12.51	\$12,440
6	2018	8,000	42	\$894,743	\$111.84	\$109,443	\$13.68	\$21,303
7	2018	5,000	56	\$767,975	\$153.59	\$11,587	\$2.32	\$13,714
8	2019	9,985	55	\$851,168	\$85.24	\$108,996	\$10.92	\$15,476
9	2019	6,600	64	\$625,687	\$94.80	\$110,126	\$16.69	\$9,776
10	2019	8,055	72	\$963,312	\$119.59	\$69,403	\$8.62	\$13,379
11	2019	10,000	94	\$1,090,542	\$109.05	\$167,944	\$16.79	\$11,602
12	2019	5,640	71	\$1,663,075	\$294.87	\$280,432	\$49.72	\$23,424
13	2020	10,400	52	\$735,847	\$70.75	\$76,761	\$7.38	\$14,151
14	2020	4,470	29	\$390,641	\$87.39	\$90,125	\$20.16	\$13,470
15	2020	8,493	62	\$559,439	\$65.87	\$178,920	\$21.07	\$9,023
17	2021	14,009	162	\$2,550,968	\$182.09	\$428,006	\$30.55	\$15,747
18	2022	5,470	56	\$537,806	\$98.32	\$83,243	\$15.22	\$9,604



#	Year Opened	Sq Ft	# of Kennels	Total Revenue	Rev / Sq Ft	Total Rent	Rent / Sq Ft	Rev / Kennel
19	2022	9,600	47	\$723,167	\$75.33	\$115,200	\$12.00	\$15,387
20	2022	9,819	48	\$826,983	\$84.22	\$152,195	\$15.50	\$17,229
21	2022	6,035	45	\$754,117	\$124.96	\$248,473	\$41.17	\$16,758
22	2023	10,855	66	\$894,324	\$82.39	\$130,080	\$11.98	\$13,550
23	2023	12,664	88	\$836,321	\$66.04	\$183,540	\$14.49	\$9,504
24	2023	8,594	71	\$1,284,241	\$149.43	\$223,845	\$26.05	\$18,088
25	2023	7,900	121	\$1,330,505	\$168.42	\$226,774	\$28.71	\$10,996
26	2024	9,290	72	\$389,572	\$41.93	\$144,235	\$15.53	\$5,411
27	2024	6,750	62	\$822,081	\$121.79	\$235,739	\$34.92	\$13,259
28	2024	10,500	77	\$625,663	\$59.59	\$191,426	\$18.23	\$8,125
29	2024	7,950	59	\$441,066	\$55.48	\$70,324	\$8.85	\$7,476
30	2024	7,360	46	\$1,132,985	\$153.94	\$154,993	\$21.06	\$24,630
31	2024	10,000	65	\$455,464	\$45.55	\$153,862	\$15.39	\$7,007
32	2024	10,800	61	\$985,014	\$91.20	\$132,084	\$12.23	\$16,148
33	2024	13,240	80	\$483,216	\$36.50	\$207,428	\$15.67	\$6,040
34	2024	8,000	73	\$311,450	\$38.93	\$62,952	\$7.87	\$4,266
35	2024	9,770	55	\$393,003	\$40.23	\$247,704	\$25.35	\$7,146
36	2024	10,000	66	\$379,896	\$37.99	\$176,501	\$17.65	\$5,756
		8,980	67	\$833,084	\$97.79	\$153,315	\$17.97	\$12,771

Note (Location #1): This location relocated in June 2025, from a previous facility of 11,700 square feet to a new facility of 6,127 square feet. Both facilities had 55 kennels. Revenue per square foot and rent per square foot are reported as not available because the location operated from two facilities of differing sizes during the Reporting Period.

Note (Location #16): This location was open for the entire calendar year of 2025 but did not provide any financial data to us, and is therefore excluded from the tables above.

Revenue Mix by Service Line for All Locations Open 1/1/2025 – 12/31/2025

#	Year Opened	Daycare %	Boarding %	Grooming %	Membership %	Retail %	Other %
1	2009	5.3%	54.2%	11.7%	23.0%	1.9%	3.9%
2	2011	6.4%	39.1%	24.2%	19.9%	7.4%	2.9%
3	2013	6.2%	41.5%	15.9%	28.1%	6.3%	1.9%
4	2014	10.9%	36.1%	19.4%	19.4%	6.2%	7.9%
5	2015	8.9%	41.3%	30.1%	5.6%	8.4%	5.9%
6	2018	16.4%	43.0%	32.5%	0.0%	0.4%	7.6%
7	2018	21.8%	49.4%	16.6%	0.1%	1.3%	10.8%
8	2019	10.2%	45.2%	21.9%	15.6%	3.3%	3.8%
9	2019	8.5%	48.4%	16.8%	7.5%	7.2%	11.6%
10	2019	12.7%	58.1%	5.8%	20.4%	0.9%	2.1%
11	2019	10.3%	47.3%	22.7%	7.1%	4.6%	8.0%
12	2019	10.2%	40.6%	25.5%	17.5%	3.3%	2.9%
13	2020	9.4%	49.2%	24.0%	10.8%	4.7%	2.0%
14	2020	13.8%	58.7%	14.0%	11.9%	1.1%	0.4%
15	2020	9.8%	59.9%	11.7%	14.7%	2.3%	1.7%



#	Year Opened	Daycare %	Boarding %	Grooming %	Membership %	Retail %	Other %
17	2021	10.6%	49.2%	24.5%	1.1%	1.3%	13.3%
18	2022	6.3%	49.5%	16.8%	22.0%	2.5%	2.9%
19	2022	19.8%	31.6%	26.9%	18.6%	1.5%	1.6%
20	2022	8.7%	40.4%	30.1%	17.4%	2.3%	1.3%
21	2022	10.5%	40.3%	21.5%	23.7%	0.7%	3.3%
22	2023	7.0%	41.8%	22.0%	22.7%	5.5%	0.9%
23	2023	6.4%	54.7%	23.8%	2.7%	7.4%	5.0%
24	2023	7.4%	37.9%	21.8%	27.0%	2.2%	3.8%
25	2023	6.6%	53.0%	24.6%	11.7%	2.1%	2.0%
26	2024	4.3%	40.0%	30.9%	18.6%	4.8%	1.4%
27	2024	9.6%	44.9%	25.2%	12.3%	2.9%	5.0%
28	2024	5.3%	46.8%	26.0%	13.1%	5.2%	3.7%
29	2024	11.6%	47.4%	23.4%	8.7%	5.2%	3.7%
30	2024	6.1%	41.5%	20.2%	25.9%	3.1%	3.2%
31	2024	14.5%	42.5%	16.5%	16.1%	3.2%	7.2%
32	2024	5.2%	32.1%	43.3%	9.7%	5.7%	4.0%
33	2024	7.6%	50.7%	21.9%	7.8%	3.1%	8.9%
34	2024	15.9%	43.2%	14.7%	19.6%	2.6%	4.0%
35	2024	6.0%	39.8%	20.0%	20.6%	4.6%	8.9%
36	2024	5.8%	50.4%	21.1%	15.5%	3.6%	3.7%
		9.6%	45.7%	21.7%	14.5%	3.6%	4.8%

Part 2: 2025 Total Revenue by Age Cohort for All Locations Open 1/1/2025 – 12/31/2025

Cohort	# in Cohort	Avg Revenue	Max Revenue	Min Revenue	Median Revenue
12-23 Months	11	\$583,583	\$1,132,985	\$311,450	\$455,464
24-48 Months	9	\$833,530	\$1,330,505	\$314,308	\$826,983
48+ Months	16	\$971,943	\$2,550,968	\$390,641	\$872,955

Part 3: 2025 Total Appointments and Revenue per Appointment for All Locations Open 1/1/2025 – 12/31/2025

Service	Total Appts	Total Revenue	Avg Rev/ Appt	Min	Median	Max	Appts Above Avg
Boarding	81,490	\$12,916,359	\$158.50	\$39	\$183	\$8,986	22,704
Daycare (Membership)	188,436	\$4,128,704	\$21.91	\$9.96	\$28.30	\$56.25	91,325
Daycare (Drop In)	92,753	\$2,710,469	\$29.22	\$6	\$37	\$59	39,380
Daycare (Total)	281,189	\$6,839,173	\$24.32				
Grooming	125,620	\$6,463,034	\$51.45	\$10	\$48.70	\$247	47,401

Total New Customers across all locations during the Reporting Period: 20,189.



Notes:

1. In the Tables above, locations marked with an asterisk (*) and shaded represent affiliate-owned TDS Businesses (“Affiliate Locations”), while non-asterisked, non-shaded locations represent franchisee-owned TDS Businesses (“Franchised Locations”).
2. The Reporting Group consists of the 29 Franchised Locations that submitted financial data to us and the 6 Affiliate Locations, all of which were open for the entire Reporting Period (January 1, 2025 through December 31, 2025). One additional Franchised Location (Huntsville, Alabama) was open for the entire Reporting Period but did not submit financial data and is therefore excluded from the Reporting Group. Ten Franchised Locations that opened during 2025 are also excluded from the Reporting Group because they were not open for the entire Reporting Period.
3. “Total Revenue” (also referred to herein as “Sales”) refers to the total revenues received from all goods, products, and services sold at, from, or through the TDS Business, as well as any other income, revenue, or consideration related to the TDS Business, regardless of whether paid in cash or credit, and irrespective of collection in the case of credit. This also includes any proceeds from business interruption insurance. Total Revenue does not include (a) any sales taxes or other taxes collected from customers and subsequently paid directly to the appropriate taxing authority, or (b) any bona fide refunds made to customers.
4. “Revenue per Square Foot” is calculated by dividing Total Revenue by Square Footage. “Rent per Square Foot” is calculated by dividing Total Rent by Square Footage. “Revenue per Kennel” is calculated by dividing Total Revenue by the number of kennels at the location.
5. “Total Rent” includes base rent and common area maintenance charges paid during the Reporting Period. “Total Rent” does not include utilities, insurance, or property taxes, which are separately reported in your operating expenses.
6. The age cohorts in Part 2 are based on the number of full months a location had been open as of December 31, 2025. “12-23 Months” includes locations that had been open for at least 12 but fewer than 24 months. “24-48 Months” includes locations that had been open for at least 24 but fewer than 48 months. “48+ Months” includes locations that had been open for 48 or more months. Cohort assignments are based on the duration each location has been operational, not on calendar year of opening.
7. The appointment counts in Part 3 are aggregated across all 35 locations in the Reporting Group. “Daycare (Membership)” refers to daycare appointments redeemed under monthly daycare membership plans. “Daycare (Drop In)” refers to daycare appointments paid for on a per-visit basis. “Avg Rev/Appt” is calculated by dividing total service revenue by total appointments. “Appts Above Avg” refers to the number of appointments at or above the average revenue per appointment.
8. The financial performance representations in the Tables above do not reflect certain operating and non-operating costs and expenses that must be deducted from Total Revenue to obtain your net income or profit. These costs and expenses include, but are not limited to, cost of goods sold, payroll and payroll taxes, utilities, supplies, insurance, marketing, royalties, brand fund contributions, technology fees, debt service, depreciation, amortization, and income taxes.
9. The financial performance representations in this Item 19 are based on historical results of locations within the Reporting Group during the Reporting Period and do not constitute a projection or forecast of future financial performance. A new outlet’s individual financial results are likely to differ from the results presented above. Many factors, including geographic location, local market conditions, competition, lease terms, management experience, hours of operation, the franchisee’s business acumen, and general economic conditions, are unique to each outlet and may significantly affect the financial performance of your TDS Business.



10. The financial performance information for the Affiliate Locations was taken from unaudited profit and loss statements maintained by the Affiliate Locations for the Reporting Period. The financial performance information for the Franchised Locations was taken from reports submitted to us by the franchisees through our uniform reporting system. We have not audited or independently verified the information submitted by Franchised Locations, although we have no reason to believe the information is materially inaccurate.

Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request. The information presented above has not been audited.

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

Other than the preceding financial performance representation, The Dog Stop Franchising, LLC does not make any financial performance 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 Jesse Coslov at 1632 William Flinn Highway, Pittsburgh, Pennsylvania 15222 and 888-635-3935, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

Table No. 1

System-wide Outlet Summary
For Years 2023 - 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	18	19	+1
	2024	19	31	+12
	2025	31	40	+9
Company-Owned*	2023	5	6	+1
	2024	6	6	0
	2025	6	6	0
Total Outlets	2023	23	25	+2
	2024	25	37	+12
	2025	37	46	+9

*The Company-Owned outlets reflected in the above chart are owned and operated by our affiliates.

