

## 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.

We had 89 outlets open as of December 31, 2024. Five of those were newly opened in 2024 and therefore did not operate for the entire year. One of those was an outlet that terminated in early 2025 and therefore did not provide us with gross sales numbers. The chart below shows the 2024 average gross monthly sales, separated into quartiles, of the remaining 83 outlets that were operating from January 1, 2024, to December 31, 2024. The chart also shows the median, high and low average monthly sales within that quartile. Gross sales are defined as the total revenues and receipts from all Treatments performed, and products, services, plans and merchandise sold in or from your Clinic or Satellite, including any mobile operations or sales, cover charges or fees, as well as all license and use fees; however, Gross Sales excludes sales taxes and tips paid to technicians by customers.

	# of units	Average Sales	Median	High	Low
1st Quartile	21	\$34,801	\$32,073	\$53,482	\$26,844
2nd Quartile	21	\$22,913	\$23,742	\$26,825	\$18,343
3rd Quartile	21	\$14,928	\$14,448	\$18,179	\$10,576
4th Quartile	20	\$7,018	\$8,134	\$10,474	\$1,689

One of the units in the 2<sup>nd</sup> Quartile was our corporate-owned unit. It had average monthly sales of \$18,343 in 2024.

Written substantiation for the financial performance representation will be made available to prospective franchisees on reasonable request.

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

Other than as described in this Item 19, 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 Adam Ward, Vice President of Legal and Compliance,

at 4873 South State Street, Murray, Utah 84107, telephone (801) 533-5423, the Federal Trade Commission, and the appropriate state regulatory agencies.

REMAINDER OF THIS PAGE LEFT BLANK INTENTIONALLY

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

**TABLE NUMBER 1**  
**Systemwide Outlet Summary (1)**  
**For Years 2022-2024**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
<b>Franchised</b>	2022	130	111	-19
	2023	111	101	-10
	2024	101	89	-12
<b>Company- Owned</b>	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
<b>Total Outlets</b>	2022	131	112	-19
	2023	112	101	-10
	2024	101	89	-12

REMAINDER OF THIS PAGE LEFT BLANK INTENTIONALLY