

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) 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.

DEFINITIONS

- (a) Average – means the sum of all data points in a set, divided by the number of data points in that set.
- (b) Billable Hours – means the number of hours billed by an Outlet during the Calendar Year.
- (c) Bill Rate – means the total Gross Sales of an Outlet divided by the total number of Billable Hours with respect to Gross Sales and Billable Hours reporting during the Calendar Year.
- (d) Calendar Year – means, as to each respective year, the 12 month period commencing on January 1 and ending on December 31.
- (e) Client – refers to each unique A Place At Home client that is serviced by an Outlet in order to obtain or receive Approved Services and Products during a particular Calendar Year, including individual clients receiving in-home care and/or other services from an A Place At Home Business.
- (f) Company Owned Outlet – means an A Place At Home Business owned either directly or indirectly by us, our affiliate or any person identified in Item 2 of this Disclosure Document that operates an A Place At Home Business. A Company Owned Outlet also includes any A Place At Home Business that: (i) is operated as a joint venture owned in part by us, our affiliate or any person identified in Item 2 of this Disclosure Document; (ii) is managed by us our affiliate or any person identified in Item 2.
- (g) Direct Labor Cost – means the direct non-managerial and non-administrative labor costs incurred by the Outlet in connection with the direct performance of home care services and registered nurse services that directly resulted in Gross Sales. Direct Labor Cost do not include managerial expenses, administrative expenses, marketing expenses, vehicle expenses, operating expenses, or general expenses including, but not limited to, interest, taxes, depreciation, amortization, and franchise related expenses including Royalty Fees, Technology Fees, Local Marketing Fees, or Brand Development Fund Fees.
- (h) Franchise Outlet – means an A Place At Home Business operated under a Franchise Agreement that is not a Company Owned Outlet.
- (i) Gross Profit – means Gross Sales less Direct Labor Cost. Gross Profit is not net profit and managerial expenses, administrative expenses, marketing expenses, vehicle expenses, operating expenses, or general expenses including, but not limited to, interest, taxes, depreciation, amortization, and franchise related expenses including Royalty Fees, Brand Development Fund Fees, Technology Fees, or local marketing expenses have not been deducted in calculating Gross Profit.
- (j) Gross Profit Percentage – is calculated by dividing Gross Profit by Gross Sales.

- (k) Gross Sales – means the total revenue derived by each Outlet less only sales tax, discounts, allowances, and returns.
- (l) Median – means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing by two.
- (m) New Company Owned Outlet – means, as to a particular Calendar Year, a Company Owned Outlet that for the first time opened and commenced operations on or after the first day (January 1) of the Calendar Year being reported.
- (n) New Franchise Outlet – means, as to a particular Calendar Year, a Franchise Outlet that for the first time opened and commenced operations on or after the first day (January 1) of the Calendar Year being reported.
- (o) Operating Territory – refers to the operating territory where the Outlet is permitted to offer Approved Services and Products.
- (p) Operational Company Owned Outlet – means, as to a particular Calendar Year, a Company Owned Outlet that was open and in operation prior to the commencement of the Calendar Year. For example, if a Company Owned Outlet first opened for business in February 2024, as to the 2024 Calendar Year, the Company Owned Outlet would qualify as a New Company Owned Outlet (see definition above) and not as an Operational Company Owned Outlet. If this Company Owned Outlet remained in operation throughout the 2025 Calendar Year, it would qualify as an Operational Company Owned Outlet during the 2025 Calendar Year.
- (q) Operational Franchise Outlet – means, as to a particular Calendar Year, a Franchise Outlet that was open and in operation prior to the commencement of the Calendar Year. For example, if a Franchise Outlet first opened for business in February 2024, as to the 2024 Calendar Year, the Franchise Outlet would qualify as a New Franchise Outlet (see definition above) and not as an Operational Franchise Outlet. If this Franchise Outlet remained in operation throughout the 2025 Calendar Year, it would qualify as an Operational Franchise Outlet during the 2025 Calendar Year.
- (r) Outlet – refers to both Company Owned Outlets and Franchise Outlets, as the context requires.
- (s) Qualified Residents – refers to individuals over the age of 65 that reside within an Operating Territory. Determination of Qualified Residents is made at the time a Franchise Agreement is signed and is not updated after the date of signing.

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BASES AND ASSUMPTIONS

The financial information was not prepared on a basis consistent with generally accepted accounting principles. Data for the Company Owned Outlets is based on financial information reported to us by our affiliates and data for the Franchise Outlets is based on financial information reported to us by our franchisees. We do not include data for New Company Owned Outlets or New Franchise Outlets that were not open for the full reported Calendar Year. The information in this analysis has not been audited, is based on historical financial data, and is not a forecast or projection of future financial performance.

ANALYSIS OF RESULTS OF COMPANY OWNED OUTLETS

During the 2025 Calendar Year we had one Company Owned Outlet. Our Company Owned Outlet is located in Jacksonville, Florida (the “Jacksonville Southeast Outlet”). We reacquired the Florida 12 Outlet from a franchisee in 2022 and began operations in Jacksonville Southeast in April 2023. The Jacksonville Southeast Outlet operates in an Operating Territory comprising 85,016 Qualified Residents, which is the equivalent of two Territories. The Jacksonville Outlet experienced an interruption in operations during the 2025 Calendar Year and, accordingly, the operations were not representative of the Franchised Business, and we do not disclose the financial performance of this Outlet in this Item 19.

ANALYSIS OF RESULTS OF OPERATIONAL FRANCHISE OUTLETS

During the 2025 Calendar Year we had a total of 50 Outlets, 34 of which constituted Operational Franchise Outlets and 16 of which constituted New Franchise Outlets. We do not include data for New Franchise Outlets because they were not open for the full Calendar Year. We do not include data for one Operational Franchise Outlet, our Texas 30 Outlet, which is operated on a part-time basis and, accordingly, is not representative. Terms used in the tables below are subject to the definitions contained in the beginning of this Item 19. Please review each definition. The table below provides a summary of our Operational Franchise Outlets.

Operational Franchise Outlet Summary	
Outlet	Description and Territory Size
Colorado 02	This Outlet commenced operations in April 2018. This Outlet operates in an Operating Territory comprising 62,289 Qualified Residents, which is the equivalent of one Territory.
California 03	This Outlet commenced operations in February 2019. This Outlet operates in an Operating Territory comprising 61,770 Qualified Residents, which is the equivalent of one Territory.
Oregon 05 ³	This Outlet commenced operations in February 2019. This Outlet operates in an Operating Territory comprising 120,229 Qualified Residents, which is the equivalent of three Territories.
Arkansas 07	This Outlet commenced operations in August 2019. This Outlet operates in an Operating Territory comprising 96,212 Qualified Residents, which is the equivalent of three Territories.
Nebraska 09 ²	This Outlet commenced operations in June 2012 as a Company Owned Outlet and was sold to a franchisee in August 2019 and became a Franchise Outlet. This Outlet operates in an Operating Territory comprising 39,923 Qualified Residents, which is the equivalent of one Territory.
Texas 10	This Outlet commenced operations in November 2019. This Outlet operates in an Operating Territory comprising 85,566 Qualified Residents, which is the equivalent of two Territories.

Nebraska 01 ²	This Outlet commenced operations in October 2020. This Outlet operates in an Operating Territory comprising 81,661 Qualified Residents, which is the equivalent of two Territories.
Massachusetts 18	This Outlet commenced operations in February 2021. This Outlet operates in an Operating Territory comprising 66,822 Qualified Residents, which is the equivalent of one Territory.
Pennsylvania 17	This Outlet commenced operations in May 2021. This Outlet operates in an Operating Territory comprising 55,650 Qualified Residents, which is the equivalent of one Territory.
Texas 16	This Outlet commenced operations in July 2021. This Outlet operates in an Operating Territory comprising 61,401 Qualified Residents, which is the equivalent of one Territory.
Illinois 19	This Outlet commenced operations in August 2021. This Outlet operates in an Operating Territory comprising 101,397 Qualified Residents, which is the equivalent of two Territories.
New Mexico 20	This Outlet commenced operations in August 2021. This Outlet operates in an Operating Territory comprising 40,816 Qualified Residents, which is the equivalent of one Territory.
Ohio 23	This Outlet commenced operations in March 2022. This Outlet operates in an Operating Territory comprising 58,221 Qualified Residents, which is the equivalent of one Territory.
New Jersey 22	This Outlet commenced operations in May 2022. This Outlet operates in an Operating Territory comprising 64,936 Qualified Residents, which is the equivalent of one Territory.
Illinois 24	This Outlet commenced operations in August 2022. This Outlet operates in an Operating Territory comprising 63,365 Qualified Residents, which is the equivalent of one Territory.
Colorado 25	This Outlet commenced operations in February 2023. This Outlet operates in an Operating Territory comprising 42,214 Qualified Residents, which is the equivalent of one Territory.
Louisiana 27	This Outlet commenced operations in May 2023. This Outlet operates in an Operating Territory comprising 63,750 Qualified Residents, which is the equivalent of one Territory.
Kansas 28	This Outlet commenced operations in June 2023. This Outlet operates in an Operating Territory comprising 42,530 Qualified Residents, which is the equivalent of one Territory.
Oregon 33 ³	This Outlet commenced operations in June 2023. This Outlet operates in an Operating Territory comprising 105,319 Qualified Residents, which is the equivalent of two Territories.
Arkansas 15	This Outlet commenced operations in August 2023. This Outlet operates in an Operating Territory comprising 35,637 Qualified Residents, which is the equivalent of one Territory.
Texas 29	This Outlet commenced operations in October 2023. This Outlet operates in an Operating Territory comprising 56,496 Qualified Residents, which is the equivalent of one Territory.
Texas 32	This Outlet commenced operations in October 2023. This Outlet operates in an Operating Territory comprising 75,586 Qualified Residents, which is the equivalent of two Territories.
California 31	This Outlet commenced operations in November 2023. This Outlet operates in an Operating Territory comprising 38,475 Qualified Residents, which is the equivalent of one Territory.
Ohio 34	This Outlet commenced operations in December 2023. This Outlet operates in an Operating Territory comprising 40,023 Qualified Residents, which is the equivalent of one Territory.
Texas 08	This Outlet commenced operations in July 2024. This Outlet operates in an Operating Territory comprising 58,138 Qualified Residents, which is the equivalent of one Territory.

New Jersey 36	This Outlet commenced operations in May 2024. This Outlet operates in an Operating Territory comprising 44,329 Qualified Residents, which is the equivalent of one Territory.
California 37	This Outlet commenced operations in June 2024. This Outlet operates in an Operating Territory comprising 40,287 Qualified Residents, which is the equivalent of one Territory.
New Jersey 38	This Outlet commenced operations in May 2024. This Outlet operates in an Operating Territory comprising 46,652 Qualified Residents, which is the equivalent of one Territory.
Pennsylvania 39	This Outlet commenced operations in July 2024. This Outlet operates in an Operating Territory comprising 40,575 Qualified Residents, which is the equivalent of one Territory.
Pennsylvania 40	This Outlet commenced operations in August 2024. This Outlet operates in an Operating Territory comprising 43,642 Qualified Residents, which is the equivalent of one Territory.
New Mexico 41	This Outlet commenced operations in June 2024. This Outlet operates in an Operating Territory comprising 42,926 Qualified Residents, which is the equivalent of one Territory.
Texas 42	This Outlet commenced operations in August 2024. This Outlet operates in an Operating Territory comprising 42,399 Qualified Residents, which is the equivalent of one Territory.
California 44	This Outlet commenced operations in November 2024. This Outlet operates in an Operating Territory comprising 42,892 Qualified Residents, which is the equivalent of one Territory.

Notes to Table:

¹ Some of the older Operational Franchise Outlets disclosed in this table operate under Franchise Agreements that include a different territory structure than currently offered in this Disclosure Document.

² The Nebraska 01 and Nebraska 09 Outlets are operated by the same franchisee but operate as two separate Franchise Outlets.

³ The Oregon 05 and Oregon 33 Outlets are operated by the same franchisee but operate as two separate Franchise Outlets.

Table 1

Operational Franchise Outlets Gross Sales Data 2025 Calendar Year			
Data Type	Franchise Outlet: Colorado 02	Franchise Outlet: California 03	Franchise Outlet: Oregon 05
Gross Sales	\$1,729,641.09	\$1,857,801.30	\$1,857,028.94
Direct Labor Cost	(\$818,183.80)	(\$1,087,234.07)	(\$977,390.24)
Gross Profit	\$911,457.29	\$770,567.23	\$879,638.70
Gross Profit Percentage	52.70%	41.48%	47.37%

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Table 2

Operational Franchise Outlets Gross Sales Data 2025 Calendar Year			
Data Type	Franchise Outlet: Arkansas 07	Franchise Outlet: Nebraska 09	Franchise Outlet: Texas 10
Gross Sales	\$3,214,207.55	\$683,041.16	\$1,188,284.55
Direct Labor Cost	(\$1,488,883.20)	(\$345,148.90)	(\$638,000.39)
Gross Profit	\$1,725,324.35	\$337,892.26	\$550,284.16
Gross Profit Percentage	53.68%	49.47%	46.31%

Table 3

Operational Franchise Outlets Gross Sales Data 2025 Calendar Year			
Data Type	Franchise Outlet: Nebraska 01	Franchise Outlet: Massachusetts 18	Franchise Outlet: Pennsylvania 17
Gross Sales	\$938,050.45	\$901,667.35	\$767,526.81
Direct Labor Cost	(\$465,337.64)	(\$489,714.62)	(\$393,571.09)
Gross Profit	\$472,712.81	\$411,952.73	\$373,955.72
Gross Profit Percentage	50.39%	45.69%	48.72%

Table 4

Operational Franchise Outlets Gross Sales Data 2025 Calendar Year			
Data Type	Franchise Outlet: Texas 16	Franchise Outlet: Illinois 19	Franchise Outlet: New Mexico 20
Gross Sales	\$1,198,532.16	\$1,635,911.90	\$938,925.08
Direct Labor Cost	(\$565,530.61)	(\$781,161.47)	(\$241,600.95)
Gross Profit	\$633,001.55	\$854,750.43	\$697,324.13
Gross Profit Percentage	52.81%	52.25%	74.27%

Table 5

Operational Franchise Outlets Gross Sales Data 2025 Calendar Year			
Data Type	Franchise Outlet: Ohio 23	Franchise Outlet: New Jersey 22	Franchise Outlet: Illinois 24
Gross Sales	\$1,185,204.67	\$1,502,274.72	\$1,876,549.99
Direct Labor Cost	(\$430,314.28)	(\$736,613.29)	(\$1,085,803.54)
Gross Profit	\$754,890.39	\$765,661.43	\$790,746.45
Gross Profit Percentage	63.69%	50.97%	42.14%

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Table 6

Operational Franchise Outlets Gross Sales Data 2025 Calendar Year			
Data Type	Franchise Outlet: Colorado 25	Franchise Outlet: Louisiana 27	Franchise Outlet: Kansas 28
Gross Sales	\$426,311.83	\$531,996.12	\$671,306.49
Direct Labor Cost	(\$199,876.05)	(\$192,949.36)	(\$330,385.29)
Gross Profit	\$226,435.78	\$339,046.76	\$340,921.20
Gross Profit Percentage	53.12%	63.73%	50.78%

Table 7

Operational Franchise Outlets Gross Sales Data 2025 Calendar Year			
Data Type	Franchise Outlet: Oregon 33	Franchise Outlet: Arkansas 15	Franchise Outlet: Texas 29
Gross Sales	\$384,559.46	\$894,970.30	\$852,921.78
Direct Labor Cost	(\$194,557.00)	(\$392,411.12)	(\$419,844.00)
Gross Profit	\$190,002.46	\$502,559.18	\$433,077.78
Gross Profit Percentage	49.41%	56.15%	50.78%

Table 8

Operational Franchise Outlets Gross Sales Data 2025 Calendar Year			
Data Type	Franchise Outlet: Texas 32	Franchise Outlet: California 31	Franchise Outlet: Ohio 34
Gross Sales	\$541,156.94	\$992,857.07	\$2,000,616.69
Direct Labor Cost	(\$290,644.44)	(\$537,294.55)	(\$958,373.62)
Gross Profit	\$250,512.50	\$455,562.52	\$1,042,243.07
Gross Profit Percentage	46.29%	45.88%	52.10%

Table 9

Operational Franchise Outlets Gross Sales Data 2025 Calendar Year			
Data Type	Franchise Outlet: New Jersey 36	Franchise Outlet: New Jersey 38	Franchise Outlet: California 37
Gross Sales	\$731,218.81	\$732,240.32	\$200,273.60
Direct Labor Cost	(\$384,396.94)	(\$383,789.17)	(\$113,526.01)
Gross Profit	\$346,821.87	\$348,451.15	\$86,747.59
Gross Profit Percentage	47.43%	47.59%	43.31%

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Table 10

Operational Franchise Outlets Gross Sales Data 2025 Calendar Year			
Data Type	Franchise Outlet: New Mexico 41	Franchise Outlet: Pennsylvania 39	Franchise Outlet: Texas 08
Gross Sales	\$5,444.46	\$50,006.21	\$566,171.00
Direct Labor Cost	(\$2,273.85)	(\$24,150.12)	(\$253,952.69)
Gross Profit	\$3,170.61	\$25,856.09	\$312,218.31
Gross Profit Percentage	58.24%	51.71%	55.15%

Table 11

Operational Franchise Outlets Gross Sales Data 2025 Calendar Year			
Data Type	Franchise Outlet: Pennsylvania 40	Franchise Outlet: Texas 42	Franchise Outlet: California 44
Gross Sales	\$159,350.05	\$228,593.14	\$429,328.71
Direct Labor Cost	(\$78,435.65)	(\$104,861.01)	(\$209,563.02)
Gross Profit	\$80,914.40	\$123,732.13	\$219,765.69
Gross Profit Percentage	50.78%	54.13%	51.19%

Table 12

Operational Franchise Outlet Summary by Months of Operation 2025 Calendar Year Average, Median, High, and Low Gross Sales and Gross Profit Data¹						
Months of Operation as of December 31, 2025	Data Type	Average	Median	High	Low	Number of Outlets Above/Below Average
12 – 24 months	Gross Sales ²	\$510,324.30	\$328,960.93	\$2,000,616.69	\$5,444.46	Above: 4 (40%) Below: 6 (60%)
	Gross Profit ³	\$258,992.09	\$171,748.91	\$1,042,243.07	\$3,170.61	Above: 4 (40%) Below: 6 (60%)
	Gross Profit Percentage ⁴	51.16%	51.45%	58.24%	43.31%	Above: 4 (40%) Below: 6 (60%)
25 – 36 months	Gross Sales ⁵	\$701,645.79	\$671,306.49	\$992,857.07	\$426,311.83	Above: 3 (43%) Below: 4 (57%)
	Gross Profit ⁶	\$364,016.53	\$340,921.20	502,559.18	226,435.78	Above: 3 (43%) Below: 4 (57%)
	Gross Profit Percentage ⁷	52.39%	50.78%	63.73%	45.88%	Above: 4 (57%) Below: 3 (43%)
37 – 48 months	Gross Sales ⁸	\$1,521,343.13	\$1,502,274.72	\$1,876,549.99	\$1,185,204.67	Above: 2 (67%) Below: 1 (33%)
	Gross Profit ⁹	\$770,432.76	\$765,661.43	\$790,746.45	\$754,890.39	Above: 2 (67%) Below: 1 (33%)
	Gross Profit Percentage ¹⁰	52.27%	50.97%	63.69%	42.14%	Above: 2 (67%) Below: 1 (33%)
49 – 60 months	Gross Sales ¹¹	\$1,088,512.66	\$938,925.08	\$1,635,911.90	\$767,526.81	Above: 2 (40%) Below: 3 (60%)

	Gross Profit ¹²	\$594,196.91	\$633,001.55	\$854,750.43	\$373,955.72	Above: 3 (60%) Below: 2 (40%)
	Gross Profit Percentage ¹³	54.75%	52.25%	74.27%	45.69%	Above: 2 (40%) Below: 3 (60%)
61 – 72 months	Gross Sales ¹⁴	\$938,050.45	\$938,050.45	\$938,050.45	\$938,050.45	Above: 0 (0%) Below: 0 (0%)
	Gross Profit ¹⁵	\$465,337.64	\$465,337.64	\$465,337.64	\$465,337.64	Above: 0 (0%) Below: 0 (0%)
	Gross Profit Percentage ¹⁶	50.39%	50.39%	50.39%	50.39%	Above: 0 (0%) Below: 0 (0%)
73 – 84 months	Gross Sales ¹⁷	\$1,837,199.98	\$1,857,801.30	\$3,214,207.55	\$683,041.16	Above: 2 (40%) Below: 3 (60%)
	Gross Profit ¹⁸	\$878,237.70	\$770,567.23	\$1,725,324.35	\$337,892.26	Above: 3 (60%) Below: 2 (40%)
	Gross Profit Percentage ¹⁹	47.17%	46.31%	53.68%	41.48%	Above: 2 (40%) Below: 3 (60%)
85 – 96 months	Gross Sales ²⁰	\$1,729,641.09	\$1,729,641.09	\$1,729,641.09	\$1,729,641.09	Above: 0 (0%) Below: 0 (0%)
	Gross Profit ²¹	\$911,457.29	\$911,457.29	\$911,457.29	\$911,457.29	Above: 0 (0%) Below: 0 (0%)
	Gross Profit Percentage ²²	52.70%	52.70%	52.70%	52.70%	Above: 0 (0%) Below: 0 (0%)

Notes to Table:

¹ The data represented in this table is for 2025 Calendar Year Operational Franchise Outlets. During the 2025 Calendar Year we had a total of 33 Operational Franchise Outlets. We have excluded data for one Franchise Outlet. In this table we do not differentiate between Operational Franchise Outlets based on territory size. The Operational Franchise Outlets operate within Operating Territories that range from 120,229 Qualified Residents to 38,475 Qualified Residents. See Tables 1 to 11 for specific performance of each Operational Franchise Outlet.

² The high Gross Sales data for the 12 to 24 months of operation Outlets includes the data of the Ohio 34 Outlet operating in an Operating Territory with approximately 40,023 Qualified Residents. The low Gross Sales data for the 12 to 24 months of operation Outlets includes the data of the New Mexico 41 Outlet operating in an Operating Territory with approximately 42,926 Qualified Residents.

³ The high Gross Profit data for the 12 to 24 months of operation Outlets includes the data of the Ohio 34 Outlet operating in an Operating Territory with approximately 40,023 Qualified Residents. The low Gross Profit data for the 12 to 24 months of operation Outlets includes the data of the New Mexico 41 Outlet operating in an Operating Territory with approximately 42,926 Qualified Residents.

⁴ The high Gross Profit Percentage data for the 12 to 24 months of operation Outlets includes the data of the New Mexico 41 Outlet operating in an Operating Territory with approximately 42,926 Qualified Residents. The low Gross Profit Percentage data for the 12 to 24 months of operation Outlets includes the data of the New Jersey 36 Outlet operating in an Operating Territory with approximately 44,329 Qualified Residents.

⁵ The high Gross Sales data for the 25 to 36 months of operation Outlets includes the data of the California 31 Outlet operating in an Operating Territory with approximately 38,475 Qualified Residents. The low Gross Sales data for the 25 to 36 months of operation Outlets includes the data of the Colorado 25 Outlet operating in an Operating Territory with approximately 42,214 Qualified Residents.

⁶ The high Gross Profit data for the 25 to 36 months of operation Outlets includes the data of the Arkansas 15 Outlet operating in an Operating Territory with approximately 35,637 Qualified Residents. The low Gross Profit data for the 25 to 36 months of operation Outlets includes the data of the Colorado 25 Outlet operating in an Operating Territory with approximately 42,214 Qualified Residents.

⁷ The high Gross Profit Percentage data for the 25 to 36 months of operation Outlets includes the data of the Louisiana 27 Outlet operating in an Operating Territory with approximately 63,750 Qualified Residents. The low Gross Profit Percentage data for the 25 to 36 months of operation Outlets includes the data of the California 31 Outlet operating in an Operating Territory with approximately 38,475 Qualified Residents.

⁸ The high Gross Sales data for the 37 to 48 months of operation Outlets includes the data of the Illinois 24 Outlet operating in an Operating Territory with approximately 63,365 Qualified Residents. The low Gross Sales data for the 37 to 48 months of operation

Outlets includes the data of the New Jersey 22 Outlet operating in an Operating Territory with approximately 64,936 Qualified Residents.

⁹ The high Gross Profit data for the 37 to 48 months of operation Outlets includes the data of the Illinois 24 Outlet operating in an Operating Territory with approximately 63,365 Qualified Residents. The low Gross Profit data for the 37 to 48 months of operation Outlets includes the data of the New Jersey 22 Outlet operating in an Operating Territory with approximately 64,936 Qualified Residents.

¹⁰ The high Gross Profit Percentage data for the 37 to 48 months of operation Outlets includes the data of the Illinois 24 Outlet operating in an Operating Territory with approximately 63,365 Qualified Residents. The low Gross Profit Percentage data for the 37 to 48 months of operation Outlets includes the data of the New Jersey 22 Outlet operating in an Operating Territory with approximately 64,936 Qualified Residents.

¹¹ The high Gross Sales data for the 49 to 60 months of operation Outlets includes the data of the Illinois 19 Outlet operating in an Operating Territory with approximately 101,397 Qualified Residents. The low Gross Sales data for the 49 to 60 months of operation Outlets includes the data of the Pennsylvania 17 Outlet operating in an Operating Territory with approximately 55,650 Qualified Residents.

¹² The high Gross Profit data for the 49 to 60 months of operation Outlets includes the data of the New Mexico 20 Outlet operating in an Operating Territory with approximately 40,816 Qualified Residents. The low Gross Profit data for the 49 to 60 months of operation Outlets includes the data of the Massachusetts 18 Outlet operating in an Operating Territory with approximately 66,822 Qualified Residents.

¹³ The high Gross Profit Percentage data for the 49 to 60 months of operation Outlets includes the data of the New Mexico 20 Outlet operating in an Operating Territory with approximately 40,816 Qualified Residents. The low Gross Profit Percentage data for the 49 to 60 months of operation Outlets includes the data of the Massachusetts 18 Outlet operating in an Operating Territory with approximately 66,822 Qualified Residents.

¹⁴ The high Gross Sales data for the 61 to 72 months of operation Outlets includes the data of the Nebraska 01 Outlet operating in an Operating Territory with approximately 81,661 Qualified Residents. The low Gross Sales data for the 61 to 72 months of operation Outlets includes the data of the Nebraska 01 Outlet operating in an Operating Territory with approximately 81,661 Qualified Residents.

¹⁵ The high Gross Profit data for the 61 to 72 months of operation Outlets includes the data of the Nebraska 01 Outlet operating in an Operating Territory with approximately 81,661 Qualified Residents. The low Gross Profit data for the 61 to 72 months of operation Outlets includes the data of the Nebraska 01 Outlet operating in an Operating Territory with approximately 81,661 Qualified Residents.

¹⁶ The high Gross Profit Percentage data for the 61 to 72 months of operation Outlets includes the data of the Nebraska 01 Outlet operating in an Operating Territory with approximately 81,661 Qualified Residents. The low Gross Profit Percentage data for the 61 to 72 months of operation Outlets includes the data of the Nebraska 01 Outlet operating in an Operating Territory with approximately 81,661 Qualified Residents.

¹⁷ The high Gross Sales data for the 73 to 84 months of operation Outlets includes the data of the Arkansas 07 Outlet operating in an Operating Territory with approximately 96,212 Qualified Residents. The low Gross Sales data for the 73 to 84 months of operation Outlets includes the data of the Nebraska 09 Outlet operating in an Operating Territory with approximately 39,923 Qualified Residents.

¹⁸ The high Gross Profit data for the 73 to 84 months of operation Outlets includes the data of the Arkansas 07 Outlet operating in an Operating Territory with approximately 96,212 Qualified Residents. The low Gross Profit data for the 73 to 84 months of operation Outlets includes the data of the Nebraska 09 Outlet operating in an Operating Territory with approximately 39,923 Qualified Residents.

¹⁹ The high Gross Profit Percentage data for the 73 to 84 months of operation Outlets includes the data of the California 03 Outlet operating in an Operating Territory with approximately 61,770 Qualified Residents. The low Gross Profit Percentage data for the 73 to 84 months of operation Outlets includes the data of the Nebraska 09 Outlet operating in an Operating Territory with approximately 39,923 Qualified Residents.

²⁰ The high Gross Sales data for the 85 to 96 months of operation Outlets includes the data of the Colorado 02 Outlet operating in an Operating Territory with approximately 62,289 Qualified Residents. The low Gross Sales data for the 85 to 96 months of operation Outlets includes the data of the Colorado 02 Outlet operating in an Operating Territory with approximately 62,289 Qualified Residents.

²¹ The high Gross Profit data for the 85 to 96 months of operation Outlets includes the data of the Colorado 02 Outlet operating in an Operating Territory with approximately 62,289 Qualified Residents. The low Gross Profit data for the 85 to 96 months of operation Outlets includes the data of the Colorado 02 Outlet operating in an Operating Territory with approximately 62,289 Qualified Residents.

²² The high Gross Profit Percentage data for the 85 to 96 months of operation Outlets includes the data of the Colorado 02 Outlet operating in an Operating Territory with approximately 62,289 Qualified Residents. The low Gross Profit Percentage data for the 85 to 96 months of operation Outlets includes the data of the Colorado 02 Outlet operating in an Operating Territory with approximately 62,289 Qualified Residents.