

## 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 only be given 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.

The following disclosures are historical financial performance representations for calendar year 2024 for our two affiliate-owned offices and our two franchisee-owned office that were in operation during the entire 2024 calendar year. The disclosures are based on our affiliates’ records and information reported to us by our franchisee. The information has not been audited.

#### **Revenue Per Location** **Calendar Year 2024**

|                                    | <b>East St. Paul,<br/>MN (Franchisee)</b> | <b>Robbinsdale, MT<br/>(Franchisee)</b> | <b>Brooklyn Park,<br/>MN (Affiliate)</b> | <b>Coon Rapids,<br/>MN (Affiliate)</b> |
|------------------------------------|---|---|--|--|
| # of Chairs:                       | 11  | 20                                      | 12                                       | 12                                     |
| <b>Month</b>                       |   |   |  |  |
| January                            | \$400,054.86                              | \$329,727.73                            | \$148,233.25                             | \$115,372.67                           |
| February                           | \$311,268.31                              | \$317,309.73                            | \$136,726.41                             | \$68,128.84                            |
| March                              | \$348,351.64                              | \$770,817.32                            | \$266,779.53                             | \$156,323.17                           |
| April                              | \$582,433.07                              | \$1,450,775.78                          | \$257,405.55                             | \$91,915.07                            |
| May                                | \$540,739.05                              | \$847,554.56                            | \$513,795.31                             | \$51,497.84                            |
| June                               | \$411,607.88                              | \$788,090.25                            | \$679,840.81                             | \$235,705.00                           |
| July                               | \$404,976.94                              | \$593,668.42                            | \$468,256.38                             | \$144,701.75                           |
| August                             | \$537,702.81                              | \$675,109.58                            | \$459,740.17                             | \$243,689.84                           |
| September                          | \$284,404.83                              | \$1,125,737.33                          | \$432,467.75                             | \$297,086.63                           |
| October                            | \$688,903.79                              | \$771,549.16                            | \$441,827.20                             | \$252,967.56                           |
| November                           | \$471,322.25                              | \$545,997.75                            | \$312,877.13                             | \$160,468.16                           |
| December                           | \$360,898.75                              | \$648,451.25                            | \$234,159.47                             | \$140,382.01                           |
| <b>Total Revenue<br/>for Year:</b> | <b>\$5,342,664</b>                        | <b>\$8,864,789</b>                      | <b>\$4,352,109</b>                       | <b>\$1,958,239</b>                     |

|   | <b>East St. Paul,<br/>MN (Franchisee)</b> | <b>Robbinsdale, MT<br/>(Franchisee)</b> | <b>Brooklyn Park,<br/>MN (Affiliate)</b> | <b>Coon Rapids,<br/>MN (Affiliate)</b> |
|---|---|---|--|--|
| <b>Average Monthly Revenue:</b>   | <b>\$445,222</b>                          | <b>\$738,732</b>                        | <b>\$362,676</b>                         | <b>\$163,187</b>                       |
| <b>Median Monthly Revenue:</b>  | <b>\$408,292</b>                          | <b>\$722,963</b>                        | <b>\$372,672.44</b>                      | <b>\$150,512.46</b>                    |
|   |   |   |  |  |
| <b>Average Revenue for Year for All Included Locations: \$5,129,450</b> |   |   |  |  |
| <b>Median Revenue for Year for All Included Locations: \$4,847,387</b>  |   |   |  |  |
| <b>Average Monthly Revenue for All Included Locations: \$427,454</b>    |   |   |  |  |
| <b>Median Monthly Revenue for All Included Locations: \$403,949</b>     |   |   |  |  |

Notes:

1. **Some outlets have sold this amount. Your individual results may differ. There is no assurance you'll sell as much.**
2. As of December 31, 2024, we had two franchisees in operation, both of which operated during the entire 2024 calendar year. As of December 31, 2024, we had two affiliate-owned offices, both of which operated during the entire 2024 calendar year.
3. For purposes of this Item 19, "Revenue" means all receipts generated by the outlet from any source. It does not include discounts, returns or sales taxes.
4. These financial performance representations do not reflect any of the costs of sales, operating expenses and other costs and expenses that must be deducted from the Revenue figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchise.
5. Written substantiation of this financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation, CLEAR LAKES DENTAL FRANCHISE 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 David Park, President, CLEAR LAKES DENTAL FRANCHISE LLC, 125 Little Canada Road, Little Canada, MN 55117, 443-759-0910, the Federal Trade Commission, and the appropriate state regulatory agencies.

**Item 20**  
**Outlets and Franchisee Information**

**Table No. 1**  
**Systemwide Outlet Summary**  
**For Fiscal Years Ending April 30, 2023, 2024, and 2025**

| <u>Column 1</u><br>Outlet Type | <u>Column 2</u><br>Fiscal Year | <u>Column 3</u><br>Outlets at the<br>Start of the Year | <u>Column 4</u><br>Outlets at the<br>End of the Year | <u>Column 5</u><br>Net Change |
|--------------------------------|--------------------------------|--|--|-------------------------------|
| Franchised                     | 2023                           | 0  | 2  | +2                            |
|                                | 2024                           | 2  | 2  | 0                             |
|                                | 2025                           | 2  | 5  | +3                            |
| Company or<br>Affiliate Owned  | 2023                           | 2  | 0  | -2                            |
|                                | 2024                           | 0  | 2  | +2                            |
|                                | 2025                           | 2  | 3  | +1                            |
| <b>Total Outlets</b>           | <b>2023</b>                    | <b>2</b>   | <b>2</b>   | <b>0</b>                      |
|                                | <b>2024</b>                    | <b>2</b>   | <b>4</b>   | <b>+2</b>                     |
|                                | <b>2025</b>                    | <b>4</b>   | <b>8</b>   | <b>+4</b>                     |

**Table No. 2**  
**Transfers Of Outlets From Franchisees To New Owners**  
**(other than the Franchisor)**  
**For Fiscal Years Ending April 30, 2023, 2024, and 2025**

| <u>Column 1</u><br>State | <u>Column 2</u><br>Fiscal Year | <u>Column 3</u><br>Number of Transfers |
|--------------------------|--------------------------------|--|
| All States               | 2023                           | 0                                      |
|                          | 2024                           | 0                                      |
|                          | 2025                           | 0                                      |
| <b>Total</b>             | <b>2023</b>                    | <b>0</b>                               |
|                          | <b>2024</b>                    | <b>0</b>                               |
|                          | <b>2025</b>                    | <b>0</b>                               |