

**ITEM 18 PUBLIC FIGURES**

We currently do not use any public figure to promote our franchise. If you use the name or likeness of a public figure in your promotional efforts or advertising, you must have our prior written approval.

**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 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 franchisor's management by contacting Roxane Harris, H&R Block Tax Services LLC, One H&R Block Way, Kansas City, MO 64105, telephone number 817-846-1788, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**ITEM 20 OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 1**  
**SYSTEM-WIDE OUTLET SUMMARY**  
**FOR FISCAL YEARS ENDING JUNE 30, 2023; JUNE 30, 2024; and JUNE 30, 2025**

<b>Column 1 Outlet Type</b>	<b>Column 2 Fiscal Year</b>	<b>Column 3 Outlets at the Start of the Fiscal Year</b>	<b>Column 4 Outlets at the End of the Fiscal Year</b>	<b>Column 5 Net Change</b>
Franchised	2023	2,561	2,339	-222
	2024	2,339	2,135	-204
	2025	2,135	1,987	-148
Company-Owned	2023	6,665	6,582	+83
	2024	6,582	6,629	+47
	2025	6,629	6,701	+72
Total Outlets	2023	9,226	8,921	-305
	2024	8,921	8,764	-157
	<b>2025</b>	<b>8,764</b>	<b>8,688</b>	<b>-76</b>

**TABLE NO. 2**  
**TRANSFERS OF OUTLETS FROM FRANCHISEES TO**  
**NEW OWNERS (OTHER THAN FRANCHISOR)**  
**FOR FISCAL YEARS ENDING JUNE 30, 2023; JUNE 30, 2024; and JUNE 30, 2025**

<b>Column 1 State</b>	<b>Column 2 Fiscal Year</b>	<b>Column 3 Number of Transfers</b>
Alabama	2023	0
	2024	3
	2025	0
Alaska	2023	0
	2024	0
	2025	0
Arizona	2023	4
	2024	2
	2025	0
Arkansas	2023	0
	2024	1
	2025	0
California	2023	1
	2024	0
	2025	1
Colorado	2023	0
	2024	4
	2025	2
Connecticut	2023	0
	2024	0
	2025	0
Delaware	2023	0
	2024	0
	2025	0