

**ITEM 18
PUBLIC FIGURES**

We do not currently use any public figure to promote the 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 Franchise 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.

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

Table 1 – Revenue Comparison by Quartile

The following group of tables includes representations from 23 locations by quartile and includes all locations that operated for the entire 2025 calendar year (the “Measurement Period”). Excluded from this Table are: (i) one (1) franchised studio that closed during the Measurement Period, none of which closed after being open for less than 12 months; and (ii) three (3) franchised salons that opened during the Measurement Period.

REVENUE COMPARISON - QUARTILE 1				
Studio	State	Stations	Open Date	Total Revenue
Studio 1	PA	16	11/8/2019	\$980,522
Studio 2	FL	16	6/18/2019	\$841,323
Studio 3	TX	17	12/13/2019	\$778,495
Studio 4	CO	12	2/14/2014	\$752,773
Studio 5	OR	16	12/20/2019	\$737,328
AVERAGE				\$818,088

REVENUE COMPARISON - QUARTILE 2				
Studio	State	Stations	Open Date	Total Revenue
Studio 1	CO	17	7/10/2019	\$709,278
Studio 2	MN	16	6/1/2016	\$705,915
Studio 3	CA	17	6/18/2020	\$702,141
Studio 4	TX	16	5/19/2020	\$687,196
Studio 5	CO	16	1/24/2020	\$682,336
Studio 6	GA	22	12/1/2018	\$639,106
AVERAGE				\$687,662

REVENUE COMPARISON - QUARTILE 3				
Studio	State	Stations	Open Date	Total Revenue
Studio 1	GA	16	2/28/2020	\$631,044
Studio 2	GA	16	8/23/2019	\$592,505
Studio 3	TX	16	4/11/2022	\$552,494
Studio 4	MO	16	12/15/2018	\$522,583
Studio 5	MN	16	5/19/2016	\$506,753
Studio 6	CO	16	11/10/2018	\$499,394
AVERAGE				\$550,795

REVENUE COMPARISON - QUARTILE 4				
Studio	State	Stations	Open Date	Total Revenue
Studio 1	OH	16	6/14/2019	\$487,669
Studio 2	NC	16	10/19/2020	\$458,124
Studio 3	CO	16	5/15/2023	\$423,313
Studio 4	TN	17	2/20/2021	\$361,821
Studio 5	NC	16	12/7/2020	\$351,551
Studio 6	TX	16	11/16/2020	\$318,537
AVERAGE				\$400,169

Notes to Table 1:

- Below please find the median, high and low revenue figures for each quartile displayed above, as well as comparative data from 2024:

Year	Quartile	High	Median	Low	Average Unit Annual Sales	% Change from Average	Studios in Quartile	Units Above Average	Units Below Average
2024	1	\$994,462	\$719,538	\$651,737	\$762,559	6%	6	2	4
2025	1	\$980,522	\$778,495	\$737,328	\$818,088	7%	5	2	3
2024	2	\$634,203	\$607,212	\$549,515	\$601,813	8%	6	3	3
2025	2	\$709,278	\$694,668	\$639,106	\$687,662	14%	6	3	3
2024	3	\$536,611	\$440,044	\$402,554	\$459,532	7%	6	3	3
2025	3	\$631,044	\$537,538	\$499,394	\$550,795	20%	6	3	3
2024	4	\$397,405	\$361,921	\$322,507	\$361,577	15%	6	3	3
2025	4	\$487,669	\$392,567	\$318,537	\$400,169	11%	6	3	3

Table 2 – Systemwide Revenue by Type

The table below contains revenue generated over the Measurement Period by source type. All franchised studios that operated at any point during the Measurement Period are included.

Revenue Source Type	Revenue Generated
Recurring Revenue of Memberships	\$3,216,491
Retail Products	\$258,318
First Time Guests and All Other Services	\$10,875,934
Total Revenue	\$14,350,743

Notes to Table 2:

- “*Recurring Revenue of Memberships*” means only such revenue that is derived from scheduled recurring memberships.
- “*First Time Guests and All Other Services*” means all revenue derived from services or our technicians, excluding Recurring Revenue of Memberships.
- “*Retail Products*” means all revenue derived from the sale of our product line of goods.

Substantiation of the data used in preparing this financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation we do 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 Scot Cannon, Brand Leader, Frenchies, LLC, 550 Reserve Street, Suite 380, Southlake, Texas 76092, (720) 526-2935, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20
OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1
Systemwide 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	22	23	1
	2024	23	23	0
	2025	23	26	+3
Company-Owned*	2023	1	1	0
	2024	1	1	0
	2025	1	0	-1
Total Outlets	2023	23	24	1
	2024	24	24	0
	2025	24	26	+2

**Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For Years 2023 – 2025**

STATE	YEAR	NUMBER OF TRANSFERS
Colorado	2023	0
	2024	1
	2025	1
Georgia	2023	0
	2024	1
	2025	0
Missouri	2023	0
	2024	0