

## 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 Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

**Legacy VC Businesses.** The following financial performance representations disclose the average historical data relating to the operation of franchised VC Businesses that were open and operating during the entirety of the applicable year. Some of the franchised VC Businesses included in this Item 19, however, operate or operated under pre-April 2021 (*i.e.*, legacy) forms of franchise agreement that do not require them to operate infusion centers in the exact same format required under the current form of Franchise Agreement (*i.e.*, a full-time stand-alone business with dedicated Vital Care-specific salespeople and Vital Care-branded locations) and do not require them to meet our current minimum performance requirements. (In this Item 19, we refer to these franchised VC Businesses as "**Legacy VC Businesses.**") Rather, some of these Legacy VC Businesses are operated as an add-on to the applicable franchisee's existing retail pharmaceutical business, with trained pharmacy employees providing infusion services to Patients within pharmacies that may not have "Vital Care"-branded exterior signage or a dedicated space for the operation of the VC Business. As the Legacy VC Businesses use the same Marks and System and offer the same VC Offerings as the VC Businesses that we are offering to new franchisees and otherwise generally operate in the same manner as the VC Business franchise being offered under the terms of this Disclosure Document (including having the same vendors, payors, wholesalers, suppliers, equipment, Billing Services, security service providers, insurance coverage, Technology System, Manuals, and training), we have included the infusion revenue data of the Legacy VC Businesses in Tables 1-A and 2-A below. We believe that the inclusion of the infusion revenue data of the Legacy VC Businesses in this Item 19 is proper and appropriate in order to provide new franchisees with the most accurate and complete picture of the performance of the System taken as a whole.

#### **Remote Centers and Revenue Attribution.**

As described in Item 1, certain franchised VC Businesses operate one or more Remote Centers (Ambulatory Infusion Suites, Ambulatory Infusion Clinics, Stand-Alone Infusion Suites or Stand-Alone Infusion Clinics).

Ambulatory Infusion Suites operate in the same Territory as the Primary Center and are operationally and financially tied to a Primary Center. All Ambulatory Infusion Suite revenue is billed through and recorded at the Primary Center level. Stand-Alone Infusion Suites operate in a different Territory and pursuant to a separate Franchise Agreement than the Primary Center's Franchise Agreement; however, Stand-Alone Infusion Suites are operationally and financially tied to a Primary Center. All Stand-Alone Infusion Suite revenue is billed through, and recorded at, the Primary Center level. Therefore, Ambulatory Infusion Suite and Stand-Alone Infusion Suite revenue is reflected in this Item 19. For purposes of this Item 19, references to "Infusion Suites" include Ambulatory Infusion Suites and Stand-Alone Infusion Suites, as those terms are defined in Item 1 and described above.

Clinics (Ambulatory Infusion Clinics and Stand-Alone Infusion Clinics) operate under separate NPIs, currently bill Medicare only, and Clinic revenue is billed separately and is not included in the Primary Center’s reported revenue. Therefore, Clinic revenue generated at Ambulatory Infusion Clinics and Stand-Alone Infusion Clinics is not reflected in this Item 19.

Because Item 20 defines “Outlets” to include Primary Centers and certain Remote Centers (Stand-Alone Infusion Suites and Stand-Alone Infusion Clinics), all of which operate under individual Franchise Agreements, the outlet counts reported in Item 20 should not be used as the denominator for the averages, medians, or other financial metrics presented in this Item 19.

**New VC Businesses.** We have also provided, with respect to the financial performance representations for applicable franchised VC Businesses in each of Tables 1-A and 2-A below, the same financial performance information for a subset of those VC Businesses – specifically, those franchised VC Businesses that, as of the end of the applicable year, operated under the terms of the April 2021 form of franchise agreement or a subsequent form of franchise agreement. (In this Item 19, we refer to these franchised VC Businesses as “**New VC Businesses.**”) (Certain franchised VC Businesses may have initially operated under a pre-April 2021 form of franchise agreement before transitioning, whether through mutual agreement of the parties, transfer, or renewal, to the April 2021 or a subsequent form of franchise agreement.) Consequently, Tables 1-B and 2-B reflect financial performance information only for the applicable New VC Businesses; they do not reflect the performance of the applicable Legacy VC Businesses.

**TABLES 1-A AND 1-B: GROSS REVENUES BY QUARTILE FOR 2024**

Table 1-A presents Gross Revenues data by quartile for 2025 for the 107 franchised VC Businesses that were open and operating during the entirety of 2025, 96 of which were New VC Businesses. Table 1-B presents Gross Revenues data by quartile for 2025 for those 96 New VC Businesses. The Gross Revenue figures shown below reflect revenue reported by and recorded at the Primary Center level. For VC Businesses that operate one or more Ambulatory Infusion Suites and/or Stand-Alone Infusion Suites, revenue generated at those Ambulatory Infusion Suites and/or Stand-Alone Infusion Suites is included in the Primary Center’s reported Gross Revenues.

**Table 1-A: Franchised VC Businesses - Gross Revenues by Quartile in 2025**

<b>FRANCHISED VC BUSINESS QUARTILES</b>	<b>AVERAGE GROSS REVENUES</b>	<b>NUMBER AND PERCENTAGE OF FRANCHISED VC BUSINESSES ATTAINING OR EXCEEDING AVERAGE GROSS REVENUES</b>	<b>MEDIAN GROSS REVENUES</b>	<b>LOWEST GROSS REVENUES</b>	<b>HIGHEST GROSS REVENUES</b>
Top Quartile	\$47,185,349	10/26 (38%)	\$39,618,695	\$22,113,558	\$132,412,191
2nd Quartile	\$14,418,428	11/27 (41%)	\$13,032,480	\$9,505,845	\$21,714,167
3rd Quartile	\$6,083,969	12/27 (44%)	\$5,510,095	\$4,108,923	\$9,140,391
Bottom Quartile	\$2,151,751	13/27 (48%)	\$2,031,889	\$322,227	\$4,003,855
Total	\$17,182,066	35/107 (33%)	\$9,140,391	\$322,227	\$132,412,191