

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.

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

The information in the tables (“**Tables**”) below is derived from the operation of twenty-seven (27) franchise Building Kidz Schools (“**Locations**”) and presents their financial results for the calendar year 2025. Specifically, in Tables 1(a), 1(b), and 1(c), we present financial results achieved by twenty-seven (27) Locations that were operational for a minimum of twelve (12) months as of December 31, 2025, categorized by top, middle, and bottom third performers, respectively, based on EBITDA margin.

In Table 2(a), we present results for six (6) Locations that were in operation for a minimum of twelve (12) months but less than thirty-six (36) months; in Table 2(b), for four (4) Locations that were in operation for a minimum of thirty-six (36) months but less than five (5) years; in Table 2(c), for five (5) Locations that were in operation for a minimum of five (5) years but less than six (6) years; and in Table 2(d), for twelve (12) Locations that were in operation for a minimum of six (6) years, all as of December 31, 2025.

The Tables do not include data from (i) seven (7) Locations that were open less than twelve (12) months as of December 31, 2025, (ii) eight (8) Locations that failed to report the required information for the full calendar year ending December 31, 2025, and (iii) four (4) Locations that failed to meaningfully deploy the Building Kidz model, including, but not limited to, failing to deploy our core performing arts based teaching modules and our proprietary Learning Through Life Experiences curriculum.

Table 1(a) - Top

| | Revenue | EBITDA | Margin | Years in Operation |
|--|-------------|-------------|--------|--------------------|
| Average | \$1,946,112 | \$744,781 | 38.0% | 6.4 |
| Median | \$1,436,144 | \$539,842 | 37.6% | |
| High | \$5,251,677 | \$2,229,392 | 44.6% | |
| Low | \$490,014 | \$218,691 | 34.6% | |
| Locations | 9 | | | |
| Number of locations that met or exceeded the average Margin: | 3 | | | |

Table 1(b) - Middle



| | Revenue | EBITDA | Margin | Years in Operation |
|--|-------------|-----------|--------|--------------------|
| Average | \$1,376,867 | \$394,279 | 27.8% | 6.0 |
| Median | \$1,301,531 | \$336,988 | 26.3% | |
| High | \$2,442,226 | \$806,283 | 33.0% | |
| Low | \$729,866 | \$187,498 | 25.7% | |
| Locations | 9 | | | |
| Number of locations that met or exceeded the average Margin: | 3 | | | |

Table 1(c) - Bottom

| | Revenue | EBITDA | Margin | Years in Operation |
|--|-------------|-----------|--------|--------------------|
| Average | \$785,427 | \$160,438 | 19.7% | 4.3 |
| Median | \$598,651 | \$132,636 | 19.8% | |
| High | \$1,349,803 | \$266,798 | 25.5% | |
| Low | \$364,407 | \$63,039 | 11.6% | |
| Locations | 9 | | | |
| Number of locations that met or exceeded the average Margin: | 5 | | | |

Table 2(a) - 1 - 3 years

| | Revenue | EBITDA | Margin | Years in Operation |
|--|-------------|-----------|--------|--------------------|
| Average | \$968,445 | \$267,664 | 23.8% | 2.3 |
| Median | \$801,864 | \$194,453 | 23.8% | |
| High | \$1,596,243 | \$558,547 | 35.1% | |
| Low | \$477,412 | \$63,039 | 11.6% | |
| Locations | 6 | | | |
| Number of locations that met or exceeded the average Margin: | 3 | | | |

Table 2(b) - 3 - 5 years



| | Revenue | EBITDA | Margin | Years in Operation |
|--|-------------|-----------|--------|--------------------|
| Average | \$976,222 | \$308,804 | 30.9% | 3.8 |
| Median | \$943,108 | \$286,988 | 30.4% | |
| High | \$1,271,894 | \$468,265 | 36.8% | |
| Low | \$746,780 | \$192,974 | 25.8% | |
| Locations | 4 | | | |
| Number of locations that met or exceeded the average Margin: | 2 | | | |

Table 2(c) - 5 - 6 years

| | Revenue | EBITDA | Margin | Years in Operation |
|--|-------------|-----------|--------|--------------------|
| Average | \$1,360,738 | \$358,607 | 25.7% | 5.6 |
| Median | \$1,349,803 | \$266,798 | 22.4% | |
| High | \$1,811,697 | \$550,330 | 37.8% | |
| Low | \$994,222 | \$222,420 | 19.8% | |
| Locations | 5 | | | |
| Number of locations that met or exceeded the average Margin: | 2 | | | |

Table 2(d) - 6+ years

| | Revenue | EBITDA | Margin | Years in Operation |
|--|-------------|-------------|--------|--------------------|
| Average | \$1,704,700 | \$588,437 | 31.2% | 7.8 |
| Median | \$1,315,542 | \$423,306 | 30.1% | |
| High | \$5,251,677 | \$2,229,392 | 44.6% | |
| Low | \$364,407 | \$70,736 | 19.4% | |
| Locations | 12 | | | |
| Number of locations that met or exceeded the average Margin: | 6 | | | |



1. The term “EBITDA” is defined as earnings before interest, taxes, depreciation, and amortization. The average and median Years in Operation, revenue, expense, and EBITDA information provided in the tables above was prepared from the sales records and reports, as generated by our Franchisees’ accounting system, and provided by our franchisees in order to calculate the EBITDA numbers reflected and the underlying data. We do not know of an instance, nor do we have reason to believe, that the manager of any Franchise Location would overstate or understate the Franchise Location’s revenues or expenses in the manager’s report. The EBITDA numbers include the gross profit minus all ordinary and recurring operating expenses, except interest, income taxes, depreciation, and amortization. The EBITDA percentages reflect the percentage of revenue remaining after all operating expenses, except interest, taxes, depreciation, and amortization have been deducted from total revenue.
2. We further recommend that prospective franchisees consult with professional advisors before executing any agreement. Your accountant can help you develop your own estimated costs for your Building Kidz School.
3. We have written substantiation in our possession to support the information appearing in this Financial Performance Representation. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request. Franchisees or former franchisees listed in this franchise disclosure document may also be a source of information.
4. You must receive approval from us before selling any product or service other than our authorized services or products.

Other than the preceding Financial Performance Representation, 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 the Franchisor’s management by contacting Sanjay Gehani, Building Kidz Worldwide, LLC, 303 Vintage Park Drive, Suite 130, Foster City, CA, 94404, and (408) 205-7674, the Federal Trade Commission, and the appropriate state regulatory agencies.



ITEM 20
Outlets and Franchisee Information.

Table No. 1: System wide Outlet Summary
For years 2023 to 2025

| Outlet Type | Year | Outlets at the Start of the Year | Outlets at the End of the Year | Net Change (+ or -) |
|-----------------------|-------------|---|---------------------------------------|----------------------------|
| Franchised | 2023 | 34 | 38 | +4 |
| | 2024 | 38 | 39 | +1 |
| | 2025 | 39 | 46 | +7 |
| Company-Owned* | 2023 | 6 | 7 | +1 |
| | 2024 | 7 | 9 | +2 |
| | 2025 | 9 | 9 | 0 |
| Total Outlets | 2023 | 40 | 45 | +5 |
| | 2024 | 45 | 48 | +3 |
| | 2025 | 48 | 55 | +7 |

*Refers to company- and affiliate-owned outlets.

Table No. 2: Transfers of Outlets from Franchisees to New Owners
(other than the Franchisor or an Affiliate)
For years 2023 to 2025

| State | Year | Number of Transfers |
|-------------------|-------------|----------------------------|
| California | 2023 | 0 |
| | 2024 | 0 |
| | 2025 | 2 |
| Maryland | 2023 | 0 |
| | 2024 | 0 |
| | 2025 | 1 |
| New York | 2023 | 0 |
| | 2024 | 1 |
| | 2025 | 0 |
| TOTAL | 2023 | 0 |
| | 2024 | 1 |
| | 2025 | 3 |

