

<b>Provision</b>	<b>Section in franchise or other agreement</b>	<b>Summary</b>
agreement		agreement will be effective unless it is in writing and signed by both parties. This provision does not limit our right to modify the Manual or system specifications.
	MUDA § 11	Same as franchise agreement
t. Integration/merger clause	FA § 19.3	Only the terms of the franchise agreement are binding (subject to state law). Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable. However, no claim made in any franchise agreement is intended to disclaim the express representations made in this disclosure document.
	MUDA § 11	Same as franchise agreement
u. Dispute resolution by arbitration or mediation	FA § 17.1	All disputes are resolved by arbitration (except for injunctive relief) (subject to applicable state law).
	MUDA § 11	Same as franchise agreement
v. Choice of forum	FA §§ 17.1; 17.5	Arbitration will take place where our headquarters is located (currently, Williamson County, Texas) (subject to applicable state law). Any legal proceedings not subject to arbitration will take place in the District Court of the United States, in the district where our headquarters is then located, or if this court lacks jurisdiction, the state courts of the state and county where our headquarters is then located (subject to applicable state law).
	MUDA § 11	Same as franchise agreement
w. Choice of law	FA § 19.8	Texas (subject to applicable state law).
	MUDA § 11	Texas (subject to applicable state law).

**For additional disclosures required by certain states, refer to Exhibit I - State Addenda to Franchise Agreement and Disclosure Document.**

**Item 18  
PUBLIC FIGURES**

We do not use any public figure to promote our 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 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.

The following disclosures present historical financial performance information for franchisee-owned outlets that were in operation for at least 12 months as of December 31, 2025. The data reflects Gross Revenue (as defined in the notes below) for the 2025 calendar year.

Five tables are provided. The first through fourth tables group outlets into quartiles based on revenue performance (first/highest through fourth/lowest). The fifth table presents performance data for outlets that opened in 2025 and were in operation for a full 12 months as of March 31, 2026.

Within the fifth table, we present two sub tables reflecting two categories of franchises: Version 1 and Version 2. The Version 2 franchisee operated using our current minimum operational requirements, including opening with a full-time manager, at least five stylists, and an enhanced digital marketing program (“**Current Operational Requirements**”). The Version 1 franchisees did not operate using those Current Operational Requirements. The tables reflect the first 12 months of operations.

This financial information has not been audited.

**Table 1: First Quartile Performance Salons**

<b>Location #</b>	<b>Opening Date</b>	<b>Gross Revenue</b>	<b>Sales Rank</b>
1	11/13/2022	\$494,635.57	1
2	2/16/2023	\$445,112.13	2
3	11/19/2023	\$393,187.17	3
4	6/29/2023	\$371,196.66	4
5	2/23/2019	\$362,772.43	5
TOTAL UNITS: 5			
Average		\$413,380.79	
Number & Percentage Above Average		2 (40%)	
Median		\$393,187.17	
Number & Percentage Above Median		2 (40%)	

**Table 2: Second Quartile Performance Salons**

Location #	Opening Date	Gross Revenue	Sales Rank
1	12/7/2023	\$323,205.57	6
2	2/20/23	\$321,987.98	7
3	12/11/2021	\$311,893.13	8
4	3/12/2020	\$307,048.59	9
5	8/15/2019	\$297,859.70	10
6	1/28/2024	\$293,587.84	11
TOTAL UNITS: 6			
Average		\$309,263.80	
Number & Percentage Above Average		3 (50%)	
Median		\$309,470.86	
Number & Percentage Above Median		3 (50%)	

**Table 3: Third Quartile Performance Salons**

Location #	Opening Date	Gross Revenue	Sales Rank
1	11/12/2023	\$285,254.68	12
2	8/17/2023	\$273,593.31	13
3	5/4/2024	\$263,148.53	14
4	6/16/2024	\$252,302.54	15
5	11/2/2023	\$249,040.69	16
6	7/21/2024	\$235,653.48	17
TOTAL UNITS: 6			
Average		\$259,832.21	
Number & Percentage Above Average		3 (50%)	
Median		\$257,725.54	
Number & Percentage Above Median		3 (50%)	

**Table 4: Fourth Quartile Performance Salons**

Location #	Opening Date	Gross Revenue	Sales Rank
1	6/25/22	\$219,943.93	18
2	10/6/2024	\$218,861.62	19
3	4/18/2024	\$217,980.63	20
4	7/9/2022	\$203,675.84	21
5	3/12/2023	\$139,781.72	22
6	6/7/2022	\$104,657.33	23
TOTAL UNITS: 6			
Average		\$184,150.18	
Number & Percentage Above Average		4 (67%)	
Median		\$210,828.24	
Number & Percentage Above Median		3 (50%)	

**Table 5: 2025 Salon Launch Performance -First 12 Months of Operations**

**Version 1:** Franchisees did **not** operate using our Current Operational Requirements.

Location #	Opening Date	Gross Revenue
1	1/18/25	\$191,926.81
2	1/27/25	\$211,838.23
TOTAL UNITS: 2		
Average		\$201,882.52
Number & Percentage Above Average		1 / 50%
Median		\$201,882.52
Number & Percentage Above Median		1 / 50%

**Version 2:** Franchisee **did** operate using our Current Operational Requirements.

Location #	Opening Date	Gross Revenue
1	3/31/25	\$413,491.29
TOTAL UNITS: 1		

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, 2025, we had zero affiliate-owned outlets in operation and 30 franchisees in operation. Of those franchisee outlets, 23 had been in operation for at least 12 months as of December 31, 2025. All 23 outlets reported sufficient information to be included in this financial performance representation.

3. For purposes of this Item 19, the following definitions shall apply:

“Gross Revenue” means all receipts generated by the outlet from any source, but it excludes refunds, adjustments, discounts, credits, tips, and sales and service taxes.

4. Some characteristics of the included outlets may differ materially for those of the outlet you will operate. For example, the included outlets have been in operation for at least 12 months as of December 31, 2025, whereas your outlet may be a new operation.

5. These financial performance representations do not reflect any of the costs of sales, operating expenses or other costs or expenses that must be deducted from the Gross 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.

6. Written substantiation of this financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation, Sit Still Franchising, LLC does not make any financial performance representations. 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 Stephanie Knepp, 12160 W Parmer Ln., STE 130-818, Cedar Park, TX 78613, and 503-703-2779, the Federal Trade Commission, and the appropriate state regulatory agencies.

**Item 20  
OUTLETS AND FRANCHISEE INFORMATION**

**Table 1  
Systemwide Outlet Summary  
For years 2023, 2024 and 2025**

<b>Column 1 Outlet Type</b>	<b>Column 2 Year</b>	<b>Column 3 Outlets at the Start of the Year</b>	<b>Column 4 Outlets at the End of the Year</b>	<b>Column 5 Net Change</b>
Franchised	2023	6	17	+11
	2024	17	24	+7
	2025	24	30	+6
Company-Owned	2023	2	0	-2
	2024	0	0	0
	2025	0	0	0
<b>Total Outlets</b>	<b>2023</b>	<b>8</b>	<b>17</b>	<b>+9</b>
	<b>2024</b>	<b>17</b>	<b>24</b>	<b>+7</b>
	<b>2025</b>	<b>24</b>	<b>30</b>	<b>+6</b>

**Table No. 2  
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)  
For years 2023, 2024 and 2025**

<b>Column 1 State</b>	<b>Column 2 Year</b>	<b>Column 3 Number of Transfers</b>
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>

**Table 3  
Status of Franchised Outlets  
For years 2023, 2024 and 2025**

<b>Column 1 State</b>	<b>Column 2 Year</b>	<b>Column 3 Outlets at the Start of the Year</b>	<b>Column 4 Outlets Opened</b>	<b>Column 5 Termi- Nations</b>	<b>Column 6 Non- Renewals</b>	<b>Column 7 Reacquire d by Franchisor</b>	<b>Column 8 Ceased Operation s – Other Reasons</b>	<b>Column 9 Outlets at End of the Year</b>
Arizona	2023	1	1	0	0	0	0	2
	2024	2	1	0	0	0	0	3