

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) 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.

DEFINITIONS

- (a) Calendar Year – means, as to each respective year, the 12 month period commencing on January 1 and ending on December 31.
- (b) Company Owned Outlet – means an Outlet owned either directly or indirectly by us, our affiliate or any person identified in Item 2 of this Disclosure Document. A Company Owned Outlet also includes any Outlet that is operated as a joint venture owned in part by us, our affiliate or any person identified in Item 2 of this Disclosure Document, or that is managed by us our affiliate or any person identified in Item 2.
- (c) Franchise Outlet – refers to a Center operated under a Franchise Agreement that is not a Company Owned Outlet.
- (d) Gross Sales – means the total revenue derived by an Outlet, less sales tax, discounts, allowances and returns.
- (e) Outlet – refers to a Company Owned Outlet or a Franchise Outlet, as the context requires.

BASES AND ASSUMPTIONS

The financial information was not prepared on a basis consistent with generally accepted accounting principles. Data for our Company Owned Outlets is based on information reported to us by our affiliates and data for our Franchise Outlets is based on information reported to us by our franchisees. The information in this analysis has not been audited, is based on historical financial data and is not a forecast or projection of future financial performance.

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COMPANY OWNED OUTLETS

During the 2022, 2023 and 2024 Calendar Years, we had a total of two Company Owned Outlets. Our Medcenter Houston Company Owned Outlet was sold to a franchise in April 2024 and thus became a Franchise Outlet at that time. Below in Table 2 we report select financial performance data as to the Gross Sales of our Company Owned Outlets during the 2022, 2023 and 2024 Calendar Years.

Table 1

Company Owned Outlets	
Outlet Name	Description
Southwest Houston	This Outlet is located at 8181 Commerce Park Drive, #726, Houston, Texas, 77036, and is representative of the Franchised Business. This Outlet is an inline location with access from the street level. This Outlet opened in August 2015.
Medcenter Houston	This Outlet is located at 5751 Blythwood Street, Suite 500, Houston, Texas and is representative of the Franchised Business. This Outlet is an inline location with access from the street level. This Outlet opened in January 2018. This Outlet was sold to a franchisee in April 2024.

Table 2

Company Owned Outlets			
Gross Sales Data for the 2023 and 2024 Calendar Years			
Outlet Name/Location	2022 Calendar Year	2023 Calendar Year	2024 Calendar Year
Southwest Houston	\$1,311,562	\$1,039,817	\$1,261,780
Medcenter Houston	\$1,164,223	\$528,511	N/A ¹
<u>Notes to Table:</u>			
¹ This Outlet was a Company Owned Outlet at the start of 2024, but was sold to a Franchisee in April 2024 and is currently operated as a Franchise Outlet. Data for this Outlet during the 2024 Calendar Year is disclosed in <u>Table 3</u> below.			

Material financial and operational characteristics that are reasonably anticipated to differ from future operational franchise outlets include: (a) managerial skill and efficiency experienced by our Company Owned Outlets as a result of our extensively experienced management team; (b) brand recognition within the local markets in which our Company Owned Outlets operate; and (c) no obligation to pay ongoing monthly fees that a franchisee will pay to us, such as royalties and a brand development fund fee.

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FRANCHISE OUTLETS

In Table 3 below we report the total Gross Sales for our Franchise Outlets during 2022, 2023 and 2024 Calendar Years. In some instances, the reported figures do not report an entire year of Gross Sales. For reference, we have provided the date each Franchise Outlet opened.

Table 3

Unit #	Gross Sales Per Outlet Calendar Years 2022, 2023 and 2024				
	Location Name	Open Date	2022	2023	2024
1	Richmond	04/13/19	\$81,332 ¹	\$8,526 ²	\$3,940.34 ²
2	Pasadena	06/08/19	N/A ³	\$0 ³	\$0.00 ³
3	Memorial Houston	02/28/21	\$1,534,620	\$2,269,515 ²	\$2,159,017 ²
6	Cypress	05/03/21	\$414,249	\$660,946	\$629,271
10	Pearland	07/26/21	\$584,514	\$722,961	\$0.00 ³
4	Tomball	08/23/21	\$515,697	\$1,095,853	\$1,063,044
15	Missouri City	09/27/21	\$737,112	\$1,408,489	\$1,877,607 ³
16	Suwanee	11/16/21	\$466,878	\$1,122,545	\$1,268,981
	Macomb	01/01/22	N/A ⁴	N/A	N/A
25	Lee's Summit	03/28/22	\$363,085	\$1,914,628	\$2,542,639
16	Texas City	05/02/22	\$227,060	\$954,480	\$1,400,788
5	Fulshear	05/23/22	\$4,122 ²	\$608,404	\$429,236
24	Spring	05/25/22	\$216,460	\$1,631,503	\$2,309,373
19	Northlake	08/22/22	\$7,655	\$1,183,854	\$1,721,430
23	Coppell	08/22/22	\$185,217	\$759,556	\$1,492,284
8	Wayne	09/20/22	\$985,787	\$1,960,220	\$2,339,340
26	Leon Valley	09/26/22	\$883	\$282,152	\$1,234,409
9	Baytown	10/24/22	\$715,560 ⁵	\$2,113,481 ⁵	\$2,372,386 ⁵
31	Riverdale	02/27/23	N/A	\$619,774	\$1,581,934
33	Mesa	02/27/23	N/A	\$291,835	\$1,047,344
30	Richardson	04/24/23	N/A	\$119,812	\$497,111
37	Castle Rock	04/24/23	N/A	\$280,243	\$1,336,455
12	Park Place	05/01/23	N/A	\$12,705	\$370,766
27	American Fork	06/26/23	N/A	\$145,060	\$1,484,691
29	Burleson	06/26/23	N/A	\$63,889	\$289,673
34	Matawan	07/24/23	N/A	\$11,620	\$540,042
36	Trenton	07/24/23	N/A	\$77,966	\$1,713,773
14	Fairfax	07/31/23	N/A	\$31,019	\$532,822
11	Magnolia	09/25/23	N/A	\$3,789	\$368,411
39	Englewood Cliffs	09/25/23	N/A	\$1,562	\$916,999
35	Bloomington	01/01/24	N/A	N/A	\$545,838
45	Desoto	04/01/24	N/A	N/A	\$482,600
42	Bridgewater	04/17/24	N/A	N/A	\$371,745
44	Lancaster	04/22/24	N/A	N/A	\$413,093
54	Maryvale	05/07/24	N/A	N/A	\$248,346
47	Parsippany	05/17/24	N/A	N/A	\$393,833
40	Lincoln	06/03/24	N/A	N/A	\$286,069

41	Shelton	06/17/24	N/A	N/A	\$322,132
38	Cranford	06/17/24	N/A	N/A	\$62,499
49	Lake Norman	07/01/24	N/A	N/A	\$239,299
50	Rancho Charleston	07/15/24	N/A	N/A	\$29,668
51	Katy	08/01/24	N/A	N/A	\$22,535
55	Carrollwood	08/19/24	N/A	N/A	\$15,000
53	Denton	09/03/24	N/A	N/A	\$35,165
58	Douglasville	09/18/24	N/A	N/A	\$0.00
63	Sanford	09/23/24	N/A	N/A	\$14,000
72	Humble	11/18/24	N/A	N/A	\$136,039
48	Cy-fair	11/22/24	N/A	N/A	\$753
68	South Shore	12/02/24	N/A	N/A	\$0.00
46	Alexandria	12/09/24	N/A	N/A	\$788
70	Piscataway	12/11/24	N/A	N/A	\$0.00
67	MedCenter Houston ⁶	01/01/18	N/A	N/A	\$1,015,206

Notes to Table

¹ The Richmond Franchise Outlet was transferred during the 2022 Calendar Year. The transferring franchisee failed to report gross sales to us from January to July 2022. The Gross Sales reported for the Richmond Franchise Outlet during the 2022 Calendar year reflect what was reported to us by our new franchisee at the Richmond Franchise Outlet for the period of August 2022 through December 2022.

² During the 2023 Calendar Year, Richmond Franchise Outlet included revenues under the Memorial-Houston Location while the Richmond Franchise Outlet obtained in-network status with insurance companies. With the exception of \$8,526, Gross Sales for the Memorial-Houston Location include Gross Sales for the Richmond Franchise Outlet clients during the 2023 Calendar Year. During the 2024 Calendar Year, the Richmond Franchise Outlet continued to report revenues under the Memorial-Houston Location, with the exception of \$3,940.34 which was reported under the Richmond Franchise Outlet. Gross Sales for the Memorial-Houston Location include Gross Sales for the Richmond Franchise Outlet clients during the 2024 Calendar Year. During the 2022 Calendar Year, our Fulshear Franchise Location, which is affiliated with our Richmond Franchise Location and our Memorial-Houston Location, also reported revenues under the Memorial-Houston Location.

³ Gross Sales for the Missouri City Franchise Outlet include Gross Sales for the Pearland Franchise Outlet during the 2024 Calendar Year.

⁴ The Macomb Franchise Outlet was terminated effective December 31, 2022. This Outlet did not report Gross Revenues to us during the 2022 Calendar Year.

⁵ Our Pasadena Franchise Outlet was transferred during the 2022 Calendar Year. The transferring franchisee failed to report gross sales to us for the period of January to July 2022. For the remainder of the 2022 Calendar Year and during the 2023 and 2024 Calendar Years, revenues from Pasadena Franchise Location clients were included as revenues for the Baytown Franchise Outlet while our new franchisee at the Pasadena Franchise Outlet obtained in-network status with insurance companies. Gross Sales for the Baytown Franchise Outlet include Gross Sales for the Pasadena Franchise Outlet during the 2023 and 2024 Calendar Years.

⁶ This Outlet was a Company Owned Outlet at the start of 2024, but was sold to a Franchisee in

April 2024 and is currently operated as a Franchise Outlet.

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

Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request.

Other than the preceding financial performance representations, SOS Franchising, LLC does 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 Joe Souza, SOS Franchising, LLC at 8181 Commerce Park Drive, #726 Houston, Texas 77036 and (832) 975-1999, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1
SYSTEMWIDE OUTLET SUMMARY
FOR YEARS 2022 to 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	8	17	+9
	2023	17	29	+12
	2024	29	51	+22
Company Owned	2022	2	2	0
	2023	2	2	0
	2024	2	1	-1
Total Outlets	2022	10	19	+9
	2023	19	31	+12
	2024	31	52	+21

TABLE NO. 2
TRANSFER OF OUTLETS FROM FRANCHISEES TO NEW OWNERS
(OTHER THAN THE FRANCHISOR)
FOR YEARS 2022 to 2024

State	Year	Number of Transfers
Texas	2022	2
	2023	0
	2024	1
Totals	2022	2
	2023	0
	2024	1

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