

	Provision	Section in Franchise Agreement and/or MUD Agreement	Summary
V	Choice of forum	Section 16 of the Franchise Agreement Section VIII.A. of the MUD Agreement	Arbitration must be held in Fulton County, Georgia (subject to applicable state law); for claim not subject to arbitration, claims must be brought in the district where we have our principal place of business at that time.
W	Choice of law	Section 18.15 of the Franchise Agreement Section X.O of the MUD Agreement	Georgia law applies (subject to applicable state law)

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 franchisee 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.

Sections 1 and 2 below show the average unaudited Gross Revenue of Any Lab Test Now businesses that meet the following criteria: (i) are Stand-Alone Businesses, (ii) were operating during the period from January 1, 2023 to December 31, 2023 (the “2023 Reporting Period”), and (iii) have been open for at least one full calendar year as of December 31, 2023. This is a historic financial performance representation about our existing Any Lab Test Now businesses that meet the stated criteria.

Section 1: Franchised Stand Alone Businesses

The following Section 1 presents unaudited information about the average and median Gross Revenue of the 194 franchised Stand-Alone Businesses that were open and continuously operating during the 2023 Reporting Period. We have not included in this Item 19 the results for any Micro Market Businesses. If you purchase a franchise for a Micro Market Business, you are likely to have different results.

As of December 31, 2023, there were 221 franchised Stand-Alone and Micro Market businesses in operation. There were 194 franchised Stand-alone Businesses that were open for the full 2023 Reporting Period. This financial performance representation excludes the performance of 16 franchised Stand-Alone businesses that were opened in the 2023 Reporting Period but were not open for the full 2023 Reporting Period, 2 franchised Stand-Alone businesses that were open for more than a year but closed during the 2023 Reporting Period, and 11 Micro Market Businesses.

The franchised Stand-Alone Businesses are represented and divided into quartiles based on Gross Revenue. The quartiles were derived by taking the Stand-Alone Businesses dividing them into four evenly-sized groups, with the Stand-Alone Businesses achieving the highest Gross Revenue being in the Top 25% quartile, the next highest being in the 26-50% quartile, and so forth. All amounts are shown in U.S. dollars.

Percent Quartile	Top 25%	26% - 50%	51% to 75%	Bottom 25%
Number of Franchised Businesses	49	49	48	48
Average Gross Revenue	\$590,461	\$363,800	\$248,170	\$151,417
Median Gross Revenue	\$549,294	\$347,353	\$242,486	\$154,382
Range of Gross Revenue	\$461,778 - \$1,234,004	\$299,014 - \$460,751	\$205,929 - \$295,404	\$56,458 - \$204,988
# and % of Franchised Businesses that Exceeded Average Gross Revenue	16/33%	19/39%	21/44%	26/54%

Section 2: Affiliate-Operated Stand-Alone Businesses

The following Section 2 presents unaudited information about the average and median Gross Revenue of the 7 Affiliate-Operated Stand-Alone Businesses that were open and continuously operating for the 2023 Reporting Period. We obtained this Gross Revenue information for the Affiliate-Operated Stand-Alone Businesses from unaudited reports submitted to us consistent with our reporting requirements. Neither we nor our independent certified public accountants have audited or verified any of the Gross Revenue information reported to us.

Number of Affiliate-Operated Businesses	7
Average Gross Revenue	\$450,516
Median Gross Revenue	\$459,105
Range of Gross Revenue	\$395,227 - \$497,389
# and % of Affiliate-Operated Businesses that Exceeded Average Gross Revenue	4/57%

NOTES

(1) As used in this Item 19, the term “Gross Revenue” means the total of all receipts derived from services performed or products sold by the Business, wherever located and directly or indirectly related to the Business, whether the receipts are evidenced by cash, credit, checks, gift certificates, coupons, services, property, or other means of exchange. We obtained this Gross Revenue information from unaudited franchisee reports submitted to us consistent with our reporting requirements. Neither we nor our independent certified public accountants have audited or verified any of the Gross Revenue information reported to us. Franchisees are not required to use generally accepted accounting principles when reporting these figures.

(2) Some businesses have earned these amounts. Your individual results may differ. There is no assurance that you will sell as much.

(3) Written substantiation for the financial performance representation will be made available to you upon reasonable request.

Except as disclosed in this Item 19, 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 Clarissa Bradstock at 303 Perimeter Center North, Suite 575, Atlanta, GA 30346 and (800) 384-4567, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1
Systemwide Outlet Summary
For Years 2021 to 2023
(As of December 31 of each year)

OUTLET TYPE	YEAR	OUTLETS AT THE START OF THE YEAR	OUTLETS AT THE END OF THE YEAR	NET CHANGE
Franchised	2021	185	193	+8
	2022	193	207	+14
	2023	207	221	+14
Affiliate-Operated	2021	8	8	0
	2022	8	7	-1
	2023	7	7	0
Total Outlets	2021	193	201	+8
	2022	201	214	+13
	2023	214	228	+14

TABLE NO. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For Years 2021 to 2023
(As of December 31 of each year)

STATE	YEAR	NUMBER OF TRANSFERS
Alabama	2021	0
	2022	0
	2023	1