

Provision	Section in Development Agreement	Summary
w. Choice of law	Section 12.A	Subject to the applicable state law, except for the U.S. Trademark Act, the Federal Arbitration Act other federal laws, and disputes involving non-competition covenants (which are governed by the law of the state in which your Clinic is located), California law applies (subject to state law).

Applicable state law may require additional disclosures related to the information in this Disclosure Document. These additional disclosures appear in Exhibit G, entitled State Specific Addenda, to this Disclosure Document.

ITEM 18 **PUBLIC FIGURES**

We do not currently use any public figure or personality to promote the franchise being offered in this Disclosure Document.

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.

Definitions Used Throughout Item 19

- “Gross Revenue” means the total revenue generated from sale of products and services to the clients of the Clinic. Gross Revenue excludes sales tax that the Clinic owner must pay directly to the appropriate taxing authority. Please note, Gross Revenue is defined differently than how “Gross Sales” is defined in the Franchise Agreement, and as such, the amount of Royalty fees you pay under the Franchise Agreement may be different than if applied to Gross Revenue data provided below.
- “Measurement Period” means the period beginning on March 1, 2023 and ending on February 29, 2024. Each month in the Measurement Period is an entire calendar month.
- “Non-Traditional Site” means any location that is situated within or as part of a larger venue or facility and, as a result, is likely to draw the predominance of its customers from those persons who are using or attending events in the larger venue or facility (for example, hotels and resorts, wellness retreat centers, fitness facilities, cruise ships, military bases, shopping malls, airports, sports facilities and stadiums, industrial or office complexes, train stations and other transportation facilities, travel plazas, casinos, hospitals, theme parks, convention centers, colleges/universities, multi-unit residential properties, and other similar captive market locations
- A “Qualified Clinic” means a Clinic that was owned and operated by a franchisee for the entire Measurement Period. Qualified Clinics do not include the eight (8) Lindora Clinics that operated within medical offices or one (1) Lindora Clinic that operates at a Non-Traditional Site.

General Notes

- The data presented in the charts below is data we obtained by polling the information directly from the franchisees' Clinic management software systems and/or from profit and loss reports provided to us by franchisees. In all cases, the data used was the franchisees' data. Neither we nor our affiliates have undertaken an independent investigation to verify the data that we polled from the franchisees' Clinic management software systems or that was provided to us by franchisees. We do not anticipate the data polled from or provided by current franchisees in this Item 19 will materially differ from that of a new franchisee. This Item 19 contains certain historical data related to the operation of certain Clinics.
- In each instance in which we show an average in this Item 19, we also show the range of the data points and the median data point. The range is the space between the lowest and highest points in the data set. The median is the middle data point; that is, the data point in the center of all data points. Where the number of data points is an even number, there is no middle data point, so the median is the average of the two middle data points.

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Part A: Gross Revenue of Qualified Clinics

The chart below provides the data relevant to Qualified Clinics for the Measurement Period:

	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sept-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24
<i>Total Number of Open and Operating Franchised Clinics¹</i>	30	30	30	30	30	30	30	30	30	30	30	30
<i>Number of Qualified Clinics</i>	22	22	22	22	22	22	22	22	22	22	22	22
<i>Average Gross Revenue of Qualified Clinics</i>	\$71,268	\$77,390	\$84,286	\$89,223	\$87,267	\$93,056	\$84,722	\$84,622	\$87,168	\$82,040	\$89,961	\$92,702
<i>Number of Qualified Clinics that Met or Exceeded the Average of Qualified Clinics</i>	10 / 45.5%	8 / 36.4%	9 / 40.9%	9 / 40.9%	9 / 40.9%	9 / 40.9%	9 / 40.9%	9 / 40.9%	9 / 40.9%	10 / 45.5%	10 / 45.5%	10 / 45.5%
<i>Median Gross Revenue of Qualified Clinics</i>	\$69,960	\$71,529	\$77,362	\$84,444	\$81,567	\$85,743	\$77,867	\$77,777	\$82,470	\$75,190	\$84,382	\$88,366
<i>Range of Gross Revenue of Qualified Clinics</i>	\$36,249 to \$106,364	\$35,470 to \$123,485	\$37,499 to \$136,139	\$38,699 to \$146,277	\$42,945 to \$139,051	\$44,921 to \$148,876	\$28,799 to \$137,908	\$40,041 to \$143,569	\$38,975 to \$148,384	\$36,570 to \$131,744	\$38,168 to \$148,933	\$42,354 to \$148,322

1. Does not include Clinics that operated at Non-Traditional Clinics.

Data Set and Methodology (Part A)

The chart above reflects the average, median, and range of Gross Revenue of Qualified Clinics during each calendar month in the Measurement Period. We calculated the average Gross Revenue for each calendar month by adding the total amount of monthly Gross Revenue generated by the Qualified Clinics, then dividing that number by the number of Qualified Clinics for that calendar month.

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Part B: Cost of Goods Sold

	COGS – HRT/TRT & GLP-1	COGS – IV Hydration	COGS Supplements & Products	COGS - Zerona
Number of Qualified Clinics that offered the respective products and/or services (identified on the right) during the Measurement Period	20	10	22	15
Average	19%	24%	49%	14%
Number / Percentage of that met or exceeded the average	8 / 40.0%	5 / 50.0%	10 / 45.5%	9 / 60.0%
Median	18%	23%	48%	12%
Maximum	24%	30%	52%	22%
Minimum	16%	18%	44%	9%

Additional Definitions (Part B)

- “COGS” means the costs of the raw materials and/or drugs used in connection with HRT/TRT & GLP, IV Hydration, Supplements & Products, and Zerona, respectively.
- “HRT/TRT & GLP” means the hormone replacement therapy and testosterone replacement therapy treatment plans and weight loss treatment plans that comprise of GLP-1 Semaglutide offered at Lindora Clinics.
- “IV Hydration” means intravenous therapy metabolic hydration products offered at Lindora Clinics.
- “Supplements & Products” means supplements and other retail products offered at Lindora Clinics.
- “Zerona” means non-invasive cold laser fat loss treatment services offered at Lindora Clinics.

Data Set and Methodology (Part B)

The chart above in this Part B reflects the average COGS that is attributed to HRT/TRT & GLP-1, IV Hydration, Supplements & Products, and Zerona during the Measurement Period for Qualified Clinics. There were 22 Qualified Clinics; however not all of them offered each of HRT/TRT & GLP-1, IV Hydration, Supplements & Products, and Zerona, as provided above.

We calculated the average of each category (HRT/TRT & GLP-1, IV Hydration, Supplements & Products, and Zerona) for each Qualified Clinic that offered the respective product and/or service by adding the total amount of COGS incurred by such Qualified Clinic for each category (HRT/TRT & GLP-1, IV Hydration, Supplements & Products, and Zerona) during the Measurement Period, then dividing that number by the Gross Revenue generated from the sale and/or provision of the same category of product or service (HRT/TRT & GLP-1, IV Hydration, Supplements & Products, and Zerona) by such Qualified Clinic during the Measurement Period. Then, we calculated a simple average of those calculations for each category (HRT/TRT & GLP-1, IV Hydration, Supplements & Products, and Zerona) to provide the average allocation of HRT/TRT & GLP-1, IV Hydration, Supplements & Products, and Zerona for the entire set of 22 Qualified Clinics.

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

Written substantiation for these financial performance representations will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representations, Lindora Franchise, LLC does 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 our Brand President, Louis R. DeFrancisco at Lindora Franchise, LLC, 17877 Von Karman Avenue, Suite 100, Irvine, California 92614; Tel: (513) 815-8467, 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 2023¹

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	0	0	0
	2022	0	0	0
	2023	0	31	+31
Company-Owned ²	2021	0	0	0
	2022	0	0	0
	2023	0	0	0
Total Outlets	2021	0	0	0
	2022	0	0	0
	2023	0	31	+31

¹ Each of the years reflected in Tables 1 to 4 of this Item 20 are calendar years, each ending December 31 of the applicable year.

² As of December 1, 2023, Predecessor owns and operates 31 Clinics as our franchisee. Please refer to Exhibit H for the address and contact information of those 31 Clinics.

Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For years 2021 to 2023¹

State	Year	Number of Transfers
All States	2021	0
	2022	0
	2023	0
Total	2021	0
	2022	0
	2023	0