

	<b>Provision</b>	<b>Section in Franchise Agreement</b>	<b>Summary</b>
s	Modification of agreement	Sections 18.03 of the Franchise Agreement	All modifications must be in writing signed by both parties; however Manual is subject to change.
t	Integration merger clause	Section 18.02 of the Franchise Agreement	Only the terms of the Franchise Agreement are binding (subject to state law). Any representations or promises made outside the franchise disclosure document and agreement may not be enforceable. Nothing in the agreements or in any related agreement is intended to disclaim the representations we made in this disclosure document.
u	Dispute resolution by arbitration	Section 16 of the Franchise Agreement	Except for certain claims, all disputes must be arbitrated.
v	Choice of forum	Section 16 of the Franchise Agreement	Arbitration must be held where we have our principal place of business at the time the arbitration demand is filed (currently, 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 16.05 of the Franchise Agreement	Georgia law applies (subject to applicable state law)

## **ITEM 18 PUBLIC FIGURES**

We do not use any public figures 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.

### **2024 Gross Revenues Minus Clinical Program Sales Analysis Franchised Businesses Open at Least 1 Year**

After August 2024, new ARCpoint Labs businesses will not participate in clinical programs, which include the offer of clinical products and services in addition to COVID-related clinical services directly to consumers. Therefore, the table below represents Gross Sales data minus all sales from clinical programs

of 95 franchised ARCpoint Labs businesses that: (a) reported clinical program sales data for each of the 12 months in 2024; and (b) were in business 12 months or more as of December 31, 2024. Of the 115 franchised ARCpoint Labs businesses that had been in business for 12 months or more as of December 31, 2024, 20 were excluded because they did not report the clinical program sales data for each of the 12 months in 2024.

Segment	Top 20%	Middle 60%	Bottom 20%
No. of Franchised Businesses	19	57	19
Average Gross Sales Minus Clinical Program Sales	\$544,193	\$154,694	\$29,551
Median Gross Sales Minus Clinical Program Sales	\$498,697	\$148,191	\$25,694
Range of Gross Sales Minus Clinical Program Sales	\$328,701 - \$1,163,454	\$59,494 - \$297,660	\$234 - \$57,469
# and % of Franchised Businesses that Met or Exceeded Average Gross Sales Minus Clinical Program Sales	4 / 21%	25 / 44%	8 – 42%

#### Notes

1. “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 through Lab Operations or Onsite/Online Operations, whether or not sold or performed at or from the Premises, whether the receipts are evidenced by cash, credit, checks, gift certificates, coupons, services, property, or other means of exchange and regardless of collection in the case of credit. We obtained this Gross Revenue information from unaudited franchisee reports submitted to us consistent with our reporting requirements.

2. Gross Revenues Minus Clinical Program Sales is calculated by removing all sales from clinical programs from the Gross Revenues of the ARCpoint Labs business.

4. As of December 31, 2024, there were 123 franchised and 5 affiliate-owned ARCpoint Labs businesses. The data below in this financial performance representation only applies to the franchised ARCpoint Labs businesses. From January 1, 2024 to December 31, 2024, there were 15 franchised ARCpoint Labs businesses that closed, none of which had been open for less than 12 months. These closed outlets are not included in this data.

5. Written substantiation of the data used in preparing the figures in the tables will be made available to you on reasonable request.

**6. Some outlets have earned this amount. Your individual results may differ. There is no assurance that you will sell and/or earn as much.**

7. You should conduct an independent investigation of the expenses you will incur in operating your Franchise. Franchisees or former Franchisees listed in this Franchise Disclosure Document may be one source of information.

Other than the preceding financial performance representation, we do 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 our management by contacting Kelly Crompvoets at 303 Perimeter Center North, Suite 575, Atlanta, GA 30346 or the Federal Trade Commission, and the appropriate regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 1**  
**Systemwide Outlet Summary**  
**For Years 2022 to 2024**  
**(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	2022	110	128	+18
	2023	128	138	+10
	2024	134	124	-10
Affiliate-Operated	2022	5	5	0
	2023	5	5	0
	2024	5	4	-1
Total Outlets	2022	115	133	+18
	2023	133	143	+10
	2024	139	128	-11

**TABLE NO. 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For Years 2022 to 2024**  
**(As of December 31 of each year)**

STATE	YEAR	NUMBER OF TRANSFERS
California	2022	1
	2023	0
	2024	1
Florida	2022	1
	2023	2
	2024	2
Illinois	2022	1
	2023	0
	2024	0
Nevada	2022	0
	2023	0
	2024	1
North Carolina	2022	0
	2023	1
	2024	0