

**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.

Montessori School Franchising LLC is, at this, time the only known organization which offers for sale worldwide, a premier Montessori learning based franchise opportunity.

Below is the historic high, low, average and median Gross Revenue information for 2022, 2023 and 2024. In Table I below we are reporting the Gross Revenues from thirteen (13) franchised locations that were open for all of calendar year 2022. In the "Highest Gross Revenue" category listed below, one (1) franchised location, or 7.0%, of the total thirteen (13) franchised locations attained the result shown. In the "Lowest Gross Revenue" category listed below, all thirteen (13) franchised locations, or 100%, attained or surpassed the result shown.

**Table I**

	Annual Gross Revenue in Calendar Year 2022	% of Franchised Locations that Attained or Surpassed the Result Shown	Years or Average Years in Operation
Highest Gross Revenue	\$1,850,647	7.0%	5.25 Years
Lowest Gross Revenue	\$444,840	100.0%	4.7 Years
Average Gross Revenue	\$1,051,856	81.0%	Avg. of 4.28 Years
Median Gross Revenue	\$1,169,172	14.0%	3.66 Years

In Table II below we are reporting the Gross Revenue information from sixteen (16) franchised locations that were open for all of calendar year 2023. In the "Highest Gross Revenue" category listed below, one (1) franchised location, or approximately 7.0%, of the total sixteen (16) franchised locations attained the result shown. In the "Lowest Gross Revenue" category listed below, all sixteen (16) franchised locations, or 100%, attained or surpassed the result shown.

**Table II**

	Annual Gross Revenue in Calendar Year 2023	% of Franchised Locations that Attained or Surpassed the Result Shown	Years or Average Years in Operation
Highest Gross Revenue	\$2,073,976	7.0%	1.5 Years
Lowest Gross Revenue	\$333,951	100.0%	4.7 Years
Average Gross Revenue	\$1,387,538	81.0%	Avg. of 4.28 Years
Median Gross Revenue	\$1,169,172	36.0%	3.66 Years

In Table III below we are reporting the Gross Revenue information from sixteen (16) franchised locations that were open for all of calendar year 2024. In the “Highest Gross Revenue” category listed below, one (1) franchised location, or approximately 5.2%, of the total sixteen (16) franchised locations attained the result shown. In the “Lowest Gross Revenue” category listed below, all sixteen (16) franchised locations, or 100%, attained or surpassed the result shown.

**Table III**

	Annual Gross Revenue in Calendar Year 2024	% of Franchised Locations that Attained or Surpassed the Result Shown	Years or Average Years in Operation
Highest Gross Revenue	\$2,035,829	5.2%	2.5 Years
Lowest Gross Revenue	\$769,976	100%	5.6 Years
Average Gross Revenue	\$1,302,020	58.0%	Avg. of 3.8 Years
Median Gross Revenue	\$1,426,332	47.3%	4.66 Years

Gross Revenue is generated by the school’s monthly tuition and ancillary fees. These vary greatly by their geographical location and the age of the students. The average full-time tuition of franchised schools in Texas is \$1,200 to \$1,400 per month. The average full-time tuition of franchised schools in Virginia is \$1,600 to \$2,300 per month. The average full-time tuition of franchised schools in the Northeast is \$2,200 to \$2,800 per month.

The school with the highest annual Gross Revenues in 2024 has a licensed capacity of *greater than 100 students* and has been in operation for over five (5) years. New student enrollments have averaged 8 to 10 children per month from day of opening. The school with the lowest annual gross revenue in 2024 has been in operation for 5.6 years.

In Table IV we are reporting the EBIT (earnings before interest and taxes) from thirteen (13) franchised locations that were open for all of calendar year 2022.

**Table IV**

	EBIT %	Number of Franchisees that Attained the Result Shown
Highest EBIT %	54%	1/13
Lowest EBIT %	18%	13/13
Average Gross Revenue	26%	4/13
Median Gross Revenue	23%	7/13

In Table V we are reporting the EBIT (earnings before interest and taxes) from sixteen (16) franchised locations that were open for all of calendar year 2023.

**Table V**

	EBIT %	Number of Franchisees that Attained the Result Shown
Highest EBIT %	28%	2/14
Lowest EBIT %	9%	14/14
Average Gross Revenue	19%	7/14
Median Gross Revenue	18%	8/14

In Table VI we are reporting the EBIT (earnings before interest and taxes) from sixteen (16) franchised locations that were open for all of calendar year 2024.

**Table VI**

	EBIT %	Number of Franchisees that Attained the Result Shown
Highest EBIT %	32%	1/16
Lowest EBIT %	12%	16/16
Average Gross Revenue	20.1%	9/16
Median Gross Revenue	18%	8/16

**Some franchised locations have generated this annual amount of revenue. Your individual results may differ. There is no assurance that you will generate as much revenue.**

Written substantiation for the financial performance representation will be made available to prospective franchisees upon reasonable request.

Other than the preceding financial performance representation, Montessori School 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 Thomas Boehm at 4521 PGA Boulevard, Suite 156, Palm Beach Gardens, Florida 33418 or at (561) 339-9121, the Federal Trade Commission, and the appropriate state regulatory agencies.

### **Item 20**

## **OUTLETS AND FRANCHISEE INFORMATION**

**ITEM 20 TABLE NO. 1**  
**System-wide Outlet Summary**  
**For years 2022 to 2024<sup>(1)</sup>**

<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				
	2022	12	16	+4
	2023	16	19	+3
	2024	19	19	0
Company-Owned				
	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
<b>Total Outlets</b>				
	<b>2022</b>	<b>12</b>	<b>16</b>	<b>+4</b>
	<b>2023</b>	<b>16</b>	<b>19</b>	<b>+3</b>
	<b>2024</b>	<b>19</b>	<b>19</b>	<b>0</b>

<sup>(1)</sup> Each year period begins on January 1 and ends on December 31.