

	PROVISION	FA AGMT. SECTION	ADA AGMT. SECTION	SUMMARY
				irreparably harmed. State law may give you additional rights. <u>ADA</u> : Not applicable
v.	Choice of forum	15.8	4.4	<u>FA</u> : The courts with jurisdiction over our then-current corporate headquarters (currently, Chicago, IL), subject to state law <u>ADA</u> : The courts with jurisdiction over our then-current corporate headquarters (currently, Chicago, IL) subject to state law
w.	Choice of law	15.8	5.5	<u>FA</u> : The laws of the state of Illinois will govern any dispute (subject to state law) <u>ADA</u> : The laws of the state of Illinois will govern any dispute (subject to state law)

ITEM 18 PUBLIC FIGURES

We do not use any public figure to promote our franchises.

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.

We disclose information about the Schools' gross revenue for 2024 for those Schools in operation for all of the 2024 calendar year. Gross revenue includes revenue for both services and merchandise. Gross revenue does not include sales taxes or customer refunds made in accordance with our policies or requirements. Not all Schools have elected to sell merchandise. As of December 31, 2024, there were 93 franchised Schools and 4 corporate Schools in operation. The information below includes data from 70 franchised Schools and 4 corporate Schools. We have not included data from the 23 Schools that opened in the 2024 calendar year because those Schools did not operate for all of the 2024 calendar year. No Schools closed during the 2024 calendar year.

Gross Revenue - Franchisee-Owned Locations Open 2+ Years

The table below shows franchisee gross revenue across 53 franchised units that were open two full years as of December 31, 2024. We omitted from the table one School that relocated in 2023 and was not open for the entire two-year period.

	High	Average	Median	Low	Count	Units meeting or exceeding average
All	\$711,640.00	\$259,529.06	\$260,303.32	\$56,160.42	53	27 (51%)
Top Third	\$711,640.00	\$421,860.13	\$409,786.02	\$319,382.45	17	7 (41%)
Middle Third	\$308,618.64	\$256,960.06	\$265,759.91	\$187,590.92	18	10 (56%)
Bottom Third	\$173,506.56	\$108,785.38	\$113,680.50	\$56,160.42	18	10 (56%)

Franchisee-Owned Locations Opened Greater than 1 Year but Less Than 2 Years

The table below shows franchisee gross revenue across 17 franchised Schools that were open at least one full year as of December 31, 2024, but were not open for more than two full years.

	High	Average	Median	Low	Count	Units meeting or exceeding average
All	\$294,105.01	\$122,765.21	\$111,701.93	\$51,228.82	17	8 (47%)

Corporate-Owned Locations

We also operated four corporate-owned Schools for the entire calendar year ending December 31, 2024. The table below shows the revenue in those units.

Gross Revenue
\$411,128.56
\$268,378.64
\$222,961.54
\$170,258.73*

*This location has been in operation for less than two full years.

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

Written substantiation of these amounts is available upon request.

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 the franchisor's management by contacting Genevieve C. Weeks, at 3717 North Ravenswood Avenue, #237, Chicago, IL 60613 and (415) 734-8840, and the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary**
For Fiscal years 2022 - 2024

Outlet Type	Year	Outlets at the start of the year	Outlets at the end of the year	Net change
Franchised	2022	44	54	+10
	2023	54	70	+16
	2024	70	93	+23
Company owned*	2022	3	3	0
	2023	3	4	+1
	2024	4	4	0
Total Outlets	2022	47	57	+10
	2023	57	74	+17
	2024	74	97	+23

* Outlets owned and operated by Tutu School LLC are counted as company-owned units for the purposes of this FDD.

** These tables include the units within the United States.

Table No. 2
Transfers of Outlets from Franchisees to New Owners
For Fiscal years 2022 - 2024

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