

## **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 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 Ajay Sunkara at Best Brains, Inc. 135 E. Algonquin Road, Suite B, Arlington Heights, Illinois 60005 (847) 485-0000, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**ITEM 20. OUTLETS AND FRANCHISEE INFORMATION**
**Table No. 1**
**Systemwide Outlet Summary  
For Years 2022 to 2024**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
<b>Franchised</b>	2022	114	116	+2
	2023	116	122	+6
	2024	122	162	+40
<b>Company-Owned*</b>	2022	5	2	-3
	2023	2	2	0
	2024	2	2	0
<b>Total Outlets</b>	2022	119	118	-1
	2023	118	124	+6
	2024	124	164	+40

\*Includes learning centers owned and operated by principals of the franchisor.

**Table No. 2**
**Transfers of Outlets from Franchisees to New Owners  
(other than the Franchisor or an Affiliate)  
For Years 2022 to 2024**

State	Year	Number of Transfers
<b>California</b>	2022	0
	2023	0
	2024	2
<b>Illinois</b>	2022	1
	2023	0
	2024	1
<b>Maryland</b>	2022	0
	2023	1
	2024	1
<b>Minnesota</b>	2022	0
	2023	0