

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.

The below financial performance representation is the based on the historical performance of your franchised outlets (“Reporting Outlets”) that operated during a minimum of the entire “Measuring Period” which runs from January 1, 2024 to December 31, 2024. In total, there are 69 Reporting Outlets that operated the entire Measuring Period. For the limited purposed of Table 5, we have included 14 Reporting Outlets that operated a minimum of 6 months but less than 12 months during the Measuring Period. During the Measuring Period, we had 111 locations that operated at least one month but less than the entire Measuring Period. The 28 locations we have excluded either did not operate a minimum of 6 months during the Measuring Period, changed ownership during the Measuring Period, had a Force Majeure incident that necessitated its closure, or were not in good standing or in informal dispute resolution with us.

The explanatory notes included with the following charts are an integral part of this financial performance representation and should be read in their entirety for a full understanding of the information contained in the following charts.

Table 1. Year to Year Gross Revenue for Reporting Outlets that operated for both the entire 2023 fiscal year (Jan.1, 2023-Dec. 31, 2023) and the Measuring Period.

Location	2023	2024	Location	2023	2024	Location	2023	2024
Outlet 1	\$116,791	\$151,515	Outlet 14	\$284,971	\$347,841	Outlet 27	\$387,233	\$536,829
Outlet 2	\$161,570	\$184,695	Outlet 15	\$311,064	\$357,439	Outlet 28	\$411,171	\$543,311
Outlet 3	\$211,892	\$200,361	Outlet 16	\$484,744	\$359,335	Outlet 29	\$601,703	\$633,936
Outlet 4	\$276,334	\$225,569	Outlet 17	\$341,764	\$385,483	Outlet 30	\$297,557	\$635,337
Outlet 5	\$253,570	\$243,982	Outlet 18	\$386,490	\$388,124	Outlet 31	\$455,807	\$639,470
Outlet 6	\$210,361	\$255,539	Outlet 19	\$415,173	\$411,909	Outlet 32	\$757,158	\$670,933
Outlet 7	\$287,330	\$255,810	Outlet 20	\$254,822	\$413,524	Outlet 33	\$906,901	\$837,481
Outlet 8	\$194,389	\$267,574	Outlet 21	\$373,652	\$431,345	Outlet 34	\$482,184	\$894,662
Outlet 9	\$284,010	\$270,951	Outlet 22	\$308,414	\$432,944	Outlet 35	\$835,679	\$937,470
Outlet 10	\$355,485	\$318,829	Outlet 23	\$283,637	\$447,201	Outlet 36	\$819,696	\$1,123,714
Outlet 11	\$387,951	\$322,161	Outlet 24	\$521,456	\$495,850	Agg. Total	\$14,166,525	\$16,342,054
Outlet 12	\$365,015	\$327,992	Outlet 25	\$374,468	\$514,218			
Outlet 13	\$253,679	\$347,516	Outlet 26	\$512,404	\$531,204			

Notes to Table 1:

1. This Table 1 discloses only the outlets that had been operating for two full consecutive years, without interruption, for any reason. Herein, we disclose the 36 Reporting Outlets that met these criteria.

2. “Agg. Total” means the aggregate total, or sum, of the Gross Revenue reported.

Table 2. Gross Revenue for Reporting Outlets that operated for the entire Measuring Period, excluding those Reporting Outlets listed in Table 1.

Location	2024	Location	2024
Outlet 37	\$100,785	Outlet 54	\$272,450
Outlet 38	\$122,575	Outlet 55	\$281,044
Outlet 39	\$136,966	Outlet 56	\$288,258
Outlet 40	\$157,685	Outlet 57	\$333,791
Outlet 41	\$161,250	Outlet 58	\$351,111
Outlet 42	\$161,831	Outlet 59	\$366,434
Outlet 43	\$181,420	Outlet 60	\$381,080
Outlet 44	\$187,502	Outlet 61	\$427,681
Outlet 45	\$188,536	Outlet 62	\$444,096
Outlet 46	\$196,348	Outlet 63	\$482,635
Outlet 47	\$225,803	Outlet 64	\$522,539
Outlet 48	\$233,945	Outlet 65	\$593,897
Outlet 49	\$248,543	Outlet 66	\$605,348
Outlet 50	\$252,517	Outlet 67	\$642,093
Outlet 51	\$257,450	Outlet 68	\$705,576
Outlet 52	\$262,386	Outlet 69	\$719,616
Outlet 53	\$265,760	Agg. Total	\$10,758,952

Notes to Table 2:

1. This Table 2 discloses only the outlets that had been operating for the entire Measuring Period but who were not reported in Table 1 above. Herein, we disclose the 33 Reporting Outlets that met this criterion.

Table 3. Average Gross Revenue for Reporting Outlets that operated the entire Measuring Period.

Number of Stores	69
Average Store Sales	\$392,768
Median Store Sales	\$347,841
Lowest Store Sales	\$100,785
Highest Store Sales	\$1,123,714
# (%) Stores Above Average	27 (39%)

Table 4. Average Monthly Gross Revenue for Reporting Outlets that operated the entire Measuring Period.

Month	Average Gross Revenue	Median	High	Low	# (%) Stores Above Average
Jan.	\$28,270	\$24,109	\$97,194	\$1,191	29 (42%)
Feb.	\$31,322	\$27,259	\$95,381	\$586	29 (42%)
Mar.	\$32,458	\$28,915	\$89,794	\$8,738	29 (42%)
Apr.	\$30,503	\$26,530	\$90,996	\$9,394	29 (42%)
May	\$31,270	\$28,912	\$85,632	\$7,630	27 (39%)
Jun.	\$32,753	\$29,129	\$97,777	\$8,656	24 (35%)
Jul.	\$33,322	\$27,942	\$110,666	\$8,907	25 (36%)
Aug.	\$33,553	\$29,394	\$78,156	\$5,771	26 (38%)
Sep.	\$32,148	\$29,045	\$87,798	\$4,959	28 (41%)
Oct.	\$35,250	\$31,363	\$97,992	\$6,743	26 (38%)
Nov.	\$35,085	\$30,191	\$117,670	\$6,901	27 (39%)
Dec.	\$37,921	\$34,791	\$118,507	\$1,807	28 (41%)

Table 5. 6-month Gross Revenue for Reporting Outlets that operated for more than 6 months but less than the entire Measuring Period.

Location	2024
Outlet 70	\$124,064
Outlet 71	\$188,351
Outlet 72	\$142,484
Outlet 73	\$120,167
Outlet 74	\$146,338
Outlet 75	\$141,289
Outlet 76	\$75,314
Outlet 77	\$269,471
Outlet 78	\$76,307
Outlet 79	\$203,244
Outlet 80	\$98,621
Outlet 81	\$359,276
Outlet 82	\$115,179
Outlet 83	\$236,636
Average	\$164,053

General Notes

1. “Sales” means all revenue that the franchised The DRIPBaR businesses received, directly or indirectly, from operating The DRIPBaR businesses, including all amounts or other consideration received from the Medical Director, and whether from cash, check, credit and debit card, barter exchange, trade credit, or other credit transactions.
2. All Tables above only shows Sales data and does not reflect any costs or expenses that must be deducted from Sales to obtain net income or net profit figures.
3. We calculated the figures in this Item 19 using data submitted to us by franchisees of The DRIPBaR.
4. These results represent sales of products and services similar to those that will be available to the franchisee to sell.
5. Written substantiation for these financial performance representations is available upon reasonable request.

Some outlets have sold these amounts. Your individual results may differ. There is no assurance that you will sell as much.

Other than the preceding financial performance representation, DRIPBaR 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 Ben Crosbie at 236 Franklin Street, Wrentham, MA 02093 and 833-DRIPBaR, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

**Table 1
Systemwide Outlet Summary
For Years 2022 to 2024**

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2022	11	39	+28
	2023	39	78	+39
	2024	78	106	+28
Company-Owned	2022	1	1	-
	2023	1	0	-1
	2024	0	0	-
Total Outlets	2022	12	40	+28
	2023	40	78	+38
	2024	78	106	+28