

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.

Sections 1 and 2 below show the average Gross Revenue of Any Lab Test Now businesses that meet the following criteria: (i) were operating during the period from January 1, 2024 to December 31, 2024 (the “2024 Reporting Period”), and (ii) have been open for at least one full calendar year as of December 31, 2024. This is a historic financial performance representation about our existing Any Lab Test Now businesses that meet the stated criteria.

Section 1: Franchised Businesses

The following Section 1 presents the average and median Gross Revenue of the 216 franchised Businesses that were open and continuously operating during the 2024 Reporting Period.

As of December 31, 2024, there were 237 franchised Businesses in operation. There were 216 franchised Businesses that were open for the full 2024 Reporting Period. This financial performance representation excludes the performance of 20 franchised Businesses that were opened in the 2024 Reporting Period but were not open for the full 2024 Reporting Period, and 4 franchised Businesses that were open for more than a year but closed during the 2024 Reporting Period.

The franchised Businesses are represented and divided into quartiles based on Gross Revenue. The quartiles were derived by taking the Businesses dividing them into four evenly-sized groups, with the Businesses achieving the highest Gross Revenue being in the Top 25% quartile, the next highest being in the 26-50% quartile, and so forth. All amounts are shown in U.S. dollars.

Percent Quartile	Top 25%	26% - 50%	51% to 75%	Bottom 25%
Number of Franchised Businesses	54	54	54	54
Average Gross Revenue	\$489,507	\$292,724	\$206,548	\$126,273
Median Gross Revenue	\$461,672	\$280,870	\$234,888	\$132,028
Range of Gross Revenue	\$1,091,409 - \$376,630	\$375,589 - \$244,867	\$244,258 - \$173,698	\$170,951 - \$26,554
# and % of Franchised Businesses that Exceeded Average Gross Revenue	19/35%	22/41%	23/43%	31/57%

Section 2: Affiliate-Operated Businesses

The following Section 2 presents the average and median Gross Revenue of the 7 Affiliate-Operated Businesses that were open and continuously operating for the 2024 Reporting Period. We obtained this Gross Revenue information for the Affiliate-Operated Businesses from reports submitted to us consistent with our reporting requirements. These Affiliate-Operated Businesses operate in a substantially similar manner as the franchised Businesses reported in Section 1.

Number of Affiliate-Operated Businesses	7
Average Gross Revenue	\$385,845
Median Gross Revenue	\$381,672
Range of Gross Revenue	\$435,087 - \$325,178
# and % of Affiliate-Operated Businesses that Exceeded Average Gross Revenue	3/43%

NOTES

(1) As used in this Item 19, the term “Gross Revenue” means the total of all receipts derived from services performed or products sold by the Business, less receipts derived from toxicology employer services, wherever located and directly or indirectly related to the Business, 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) The Any Lab Test Now businesses in this financial performance representation offered toxicology employer services, which are no longer offered at Any Lab Test Now businesses. Therefore, toxicology employer services were removed from the Gross Revenues data presented in this financial performance representation.

(2) Some businesses have earned this amount. Your individual results may differ. There is no assurance that you will sell and/or earn as much.

(3) Written substantiation for the financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation, Any Test 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 Clarissa Bradstock at 303 Perimeter Center North, Suite 575, Atlanta, GA 30346 and (800) 384-4567, the Federal Trade Commission, and the appropriate state 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	193	207	+14
	2023	207	221	+14
	2024	221	237	+16
Affiliate-Operated	2022	8	7	-1
	2023	7	7	0
	2024	7	7	0
Total Outlets	2022	201	214	+13
	2023	214	228	+14
	2024	228	244	+16

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
Alabama	2022	0
	2023	1
	2024	0
Arizona	2022	0
	2023	0
	2024	1
Arkansas	2022	0
	2023	0
	2024	1
Colorado	2022	0
	2023	2
	2024	3
Florida	2022	0
	2023	1
	2024	0