

ITEM 18 PUBLIC FIGURES

For the calendar year 2025, we will pay Daniel Suarez (“**Suarez**”), professional stock car racing driver, an amount equal to \$20,800 in exchange for promoting the sale of Franchised Brokerages. Suarez is not involved in the management or control of us and has no position in our business structure. Suarez has not made an investment in us.

Other than as disclosed above, 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 only be given 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.

As of December 31, 2024, there were 573 Freeway Brokerages open and operating that are owned by our affiliates operating under the FREEWAY INSURANCE® name and 33 Franchised Brokerages open and operating. The data presented in the tables below sets forth the historical of certain subsets of the 374 Freeway Brokerages that were open and operating for the entire 2024 calendar year (the “**Affiliate-Owned Disclosed Locations**”). We have excluded (a) 18 Freeway Brokerages that were not open the full 2024 calendar year; (b) any revenue derived from policies purchased via our call center or website that is attributed to an Affiliate-Owned Disclosed Location because they are not part of the Franchised Brokerages we offer under this Disclosure Document; (c) any revenue derived from renewal policies for Freeway Brokerages that were closed as of December 31, 2024, that is attributable to an Affiliate-Owned Disclosed Location; and (d) 181 Freeway Brokerages in California, Louisiana, and Alabama. We are excluding the California Freeway Brokerages because they are generally larger in size, have more employees, and have been in business longer than those of any other state and as such are not substantially similar to the Franchised Brokerages we are offering under this Disclosure Document. The Freeway Brokerages in Louisiana and Alabama are being excluded because they are states that offer premium financing, which is not part of the Franchised Brokerages we are offering under this Disclosure Document. The Affiliate-Owned Disclosed Locations differ from the Franchised Brokerages because each brokerage is not subject to territorial restrictions and does not pay the same fees to us (including royalty fees). Additionally, new Franchised Brokerages may be slightly smaller in total square feet compared to the Affiliate-Owned Disclosed Locations. These differences do not eliminate the reasonable basis upon which we are making this financial performance representation.

SUMMARY OF HISTORICAL REVENUE FIGURES

The information presented below shows the average Annual Fee Revenue, Annual Commission Income, Annual Ancillary Product Revenue, and Annual Total Revenue for the 2024 calendar year (the “**Measurement Period**”). We have broken down the Affiliate-Owned Disclosed Locations into the following subsets:

1. **Fee and Ancillary Revenue Centric States:** This subset includes operating stores in Arizona, Illinois, Indiana, Kansas, Massachusetts, Missouri, New Jersey, New York, Texas, Washington, South Carolina, and Wisconsin because these states allow certain fees to be charged to customers.
2. **Ancillary Revenue Centric States:** This subset includes operating stores in Nevada, New Mexico, Oregon, Idaho, Colorado, Tennessee, Georgia, and Florida because these states do not allow (or only allow nominal) fees to be charged to customers.

A. Fee and Ancillary Revenue Centric States

Tables A-1, A-2, and A-3 show average Annual Fee Revenue, Annual Commission Income, Annual Ancillary Product Revenue, and Annual Total Revenue generated by the 298 Affiliate-Owned Disclosed Locations included in the Fee and Ancillary Revenue Centric States subset.

Table A-1
Fee and Ancillary Revenue Centric States

	Fee Revenue¹	Commission Income²	Ancillary Product Revenue³	Total Revenue⁴
Average	\$120,225	\$298,606	\$48,028	\$466,858
Count Above Average	115	107	71	111
Percentage Above Average	39%	36%	24%	37%
Median	\$100,774	\$231,872	\$20,107	\$383,862
High	\$797,690	\$2,828,130	\$470,614	\$3,365,164
Low	\$1,256	\$19,859	\$2,672	\$52,043

Footnotes to Table A-1:

1. Fee Revenue is defined as all revenue received by the Affiliate-Owned Disclosed Locations from customers for the services rendered by the Affiliate-Owned Disclosed Locations as approved by each state.
2. Commission Income is defined as revenue received from insurance carriers by the Affiliate-Owned Disclosed Locations and generally represents a percentage of the policy premiums.
3. Ancillary Product Revenue is defined as the revenue collected from customers of/paid by Ancillary Product Providers to the Affiliate-Owned Disclosed Locations for the sale of Ancillary Products. The Ancillary Product Revenue is net of cost of goods sold, including, without limitation, the amount retained by the Ancillary Product Provider for the provision of the Ancillary Product and any volume discount or other incentive retained by us.
4. Total Revenue is defined as the Fee Revenue, Commission Income, and Ancillary Product Revenue for one Affiliate-Owned Disclosed Location and is not the sum of Average/Median/High/Low of the metrics for Fee Revenue, Commission Income, and Ancillary Product Revenue as shown in the table above and the tables below.

Table A-2
Fee and Ancillary Revenue Centric States - Top 25% (75 Affiliate-Owned Disclosed Locations)

	Fee Revenue	Commission Income	Ancillary Product Revenue	Total Revenue
Average	\$236,862	\$582,856	\$135,295	\$874,373
Count Above Average	27	23	27	24
Percentage Above Average	36%	31%	36%	32%
Median	\$202,947	\$511,271	\$91,732	\$788,555
High	\$797,690	\$2,828,130	\$470,614	\$3,365,164
Low	\$154,095	\$369,631	\$46,775	\$593,083

Table A-3
Fee and Ancillary Revenue Centric States - Bottom 25% (75 Affiliate-Owned Disclosed Locations)

	Fee Revenue	Commission Income	Ancillary Product Revenue	Total Revenue
Average	\$38,710	\$119,730	\$8,088	\$198,733
Count Above Average	41	39	40	39
Percentage Above Average	55%	52%	53%	52%
Median	\$39,669	\$125,766	\$8,253	\$200,973
High	\$61,970	\$164,029	\$11,619	\$266,316
Low	\$1,256	\$19,859	\$2,672	\$52,043

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B. **Ancillary Revenue Centric States.**

Tables B-1, B-2, and B-3 show average Annual Fee Revenue, Annual Commission Income, Annual Ancillary Product Revenue, and Annual Total Revenue generated by the 76 Affiliate-Owned Disclosed Locations included in the Ancillary Revenue Centric States subset.

Table B-1
Ancillary Revenue Centric States

	Fee Revenue	Commission Income	Ancillary Product Revenue	Total Revenue
Average	\$5,359	\$403,099	\$87,856	\$496,314
Count Above Average	24	33	29	29
Percentage Above Average	32%	43%	38%	38%
Median	\$1,724	\$347,302	\$63,256	\$405,031
High	\$43,270	\$1,160,695	\$296,578	\$1,419,935
Low	\$0	\$17,390	\$1,691	\$38,418

Table B-2
Ancillary Revenue Centric States - Top 25% (19 Affiliate-Owned Disclosed Locations)

	Fee Revenue	Commission Income	Ancillary Product Revenue	Total Revenue
Average	\$17,264	\$775,523	\$202,009	\$956,240
Count Above Average	9	8	9	7
Percentage Above Average	47%	42%	47%	37%
Median	\$15,564	\$711,467	\$167,450	\$930,687
High	\$43,270	\$1,160,695	\$296,578	\$1,419,935
Low	\$6,251	\$505,322	\$122,839	\$595,742

Table B-3
Ancillary Revenue Centric States - Bottom 25% (19 Affiliate-Owned Disclosed Locations)

	Fee Revenue	Commission Income	Ancillary Product Revenue	Total Revenue
Average	\$0	\$139,203	\$13,210	\$187,395
Count Above Average	11	12	10	10
Percentage Above Average	58%	63%	53%	53%
Median	\$0	\$145,937	\$13,358	\$188,400
High	\$0	\$209,392	\$25,903	\$260,514
Low	\$0	\$17,390	\$1,691	\$38,418

C. FRANCHISEE DATA

As of December 31, 2024, there were 33 franchised Freeway Brokerages open and operating. We have excluded 15 Freeway Brokerages that were not open the full 2024 calendar year. Immediately below is the financial performance data for the 18 franchised Freeway Brokerages open and operating during the entire 2024 calendar year:

Table C-1
Franchised Freeway Brokerages

	Fee Revenue	Commission Income	Ancillary Product Revenue	Total Revenue
Average	\$112,050	\$102,000	\$49	\$214,099
Count Above Average	7	3	3	6
Percentage Above Average	39%	17%	17%	33%
Median	\$63,640	\$73,477	\$0	\$133,896
High	\$425,344	\$431,767	\$414	\$812,939
Low	\$2	\$13,813	\$0	\$13,815

Table C-2
Top 25% (5 Franchised Freeway Brokerage Locations)

	Fee Revenue	Commission Income	Ancillary Product Revenue	Total Revenue
Average	\$281,351	\$217,651	\$172	\$499,016
Count Above Average	3	2	2	3
Percentage Above Average	60%	40%	40%	60%
Median	\$321,813	\$196,797	\$68	\$518,610
High	\$425,344	\$431,767	\$414	\$812,939
Low	\$134,015	\$94,893	\$16	\$228,687

Table C-3
Bottom 25% (5 Franchised Freeway Brokerage Locations)

	Fee Revenue	Commission Income	Ancillary Product Revenue	Total Revenue
Average	\$8,987	\$32,718	\$0	\$49,305
Count Above Average	2	3	0	3
Percentage Above Average	40%	60%	0%	60%
Median	\$5,411	\$38,657	\$0	\$61,565
High	\$22,940	\$42,471	\$0	\$64,180
Low	\$2	\$13,813	\$0	\$13,815

Notes to Item 19:

1. Some outlets have sold this much. Your individual results may differ. There is no assurance you will sell as much.
2. Written substantiation of the data used in preparing these financial performance representations will be made available to you upon reasonable request.
3. The data is based on the historical results from existing Freeway Brokerages. The information has not been audited.
4. You should conduct an independent investigation of the results you will likely obtain in operating your Franchised Brokerage. Franchisees or former franchisees listed in the disclosure document may be one source of this information. We strongly urge you to consult with your financial advisor or personal accountant concerning the financial analysis that you should make in determining whether or not to purchase a Franchised Brokerage.

Other than the preceding financial performance representation, Confie Franchise Services, 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 Franchised Brokerage, however, we may provide you with the actual records of that Franchised Brokerage. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting Alex Trachtman at our corporate offices at Confie Franchise Services, LLC, 7711 Center Avenue, Suite 200, Huntington Beach, California 92647, or at contact@freewayfranchise.com, the Federal Trade Commission, and/or the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1 –Systemwide Location Summary
For Fiscal Years Ended December 31, 2022, 2023, and 2024

Location Type	Year	Locations at Start of Year	Locations at End of Year	Net Change
Franchised	2022	0	2	+2
	2023	2	19	+17
	2024	19	33	+14
Company/Affiliate-Owned	2022	492	467	(25)
	2023	467	543	+76
	2024	543	573	+30
Total	2022	492	469	(23)
	2023	469	562	+93
	2024	562	606	+44