

ITEM 18

PUBLIC FIGURES

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 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.

“Net Sales” means all revenues received from the sale of goods and services, whether for cash or by check, credit card or trade, in connection with the Store, less sales tax, discounts and customer refunds and returns. “Average Net Sales” means the total Net Sales for the Stores in the applicable section and divided by the number of Stores in the applicable section. “Median Net Sales” means the middle value of Net Sales in the applicable section.

2024 Financial Performance Representations

In Table 1, the first quartile includes the average Net Sales of the 4 Stores with the highest Net Sales for the 2024 calendar year. The second quartile includes the average Net Sales of the 3 Stores with the second highest Net Sales for the 2024 calendar year. The third quartile includes the average Net Sales of the 4 Stores with the third highest Net Sales for the 2024 calendar year. The fourth quartile includes the average Net Sales of the 4 Stores with the lowest Net Sales for the 2024 calendar year.

TABLE 1

| Quartile | Number of Stores | Net Sales Range | Average Net Sales | Median Net Sales |
|--------------|------------------|-----------------------|-------------------|------------------|
| 1 | 4 | \$747,324 - \$488,280 | \$600,314 | \$582,826 |
| 2 | 3 | \$442,012 - \$373,302 | \$416,183 | \$433,235 |
| 3 | 4 | \$351,303 - \$307,991 | \$328,823 | \$327,999 |
| 4 | 4 | \$280,481 - \$194,046 | \$250,153 | \$263,042 |
| Total | 15 | \$194,046 - \$747,324 | \$398,868 | \$351,303 |

- (1) Of the 4 Stores, 2 Stores (50%) met or exceeded the average Net Sales for the first quartile.
- (2) Of the 3 Stores, 2 Stores (67%) met or exceeded the average Net Sales for the second quartile.
- (3) Of the 4 Stores, 2 Stores (50%) met or exceeded the average Net Sales for the third quartile.
- (4) Of the 4 Stores, 3 Stores (75%) met or exceeded the average Net Sales for the fourth quartile.
- (5) Of the 15 Stores, 6 Stores (40%) met or exceeded the average Net Sales for all Stores.

Some Children's Orchard® Stores have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.

Written substantiation of the data used in preparing this financial performance representation will be made available to you upon reasonable 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 Michael Smith, Children's Orchard, LLC, 13895 Industrial Park Blvd, Ste 100, Plymouth, MN 55441, (952) 923-1223, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

TABLE NUMBER 1
Systemwide Store Summary
For Years 2022 to 2024

| Store Type | Year | Stores at the Start of the Year | Stores at the End of the Year | Net Change |
|----------------------|------|---------------------------------|-------------------------------|------------|
| Franchised | 2022 | 23 | 20 | -3 |
| | 2023 | 20 | 18 | -2 |
| | 2024 | 18 | 15 | -3 |
| Company-Owned | 2022 | 0 | 0 | 0 |
| | 2023 | 0 | 0 | 0 |
| | 2024 | 0 | 0 | 0 |
| Total Stores | 2022 | 23 | 20 | -3 |
| | 2023 | 20 | 18 | -2 |
| | 2024 | 18 | 15 | -3 |

TABLE NUMBER 2
Transfers of Stores From Franchisee to New Owners (Other than the Franchisor)
For Years 2022 to 2024

| State | Year | Number of Transfers |
|------------------|------|---------------------|
| Nevada | 2022 | 0 |
| | 2023 | 1 |
| | 2024 | 0 |
| Wisconsin | 2022 | 0 |
| | 2023 | 0 |
| | 2024 | 1 |
| TOTAL | 2022 | 0 |
| | 2023 | 1 |
| | 2024 | 1 |