

Provision	Section in franchise or other agreement	Summary
r. Non-competition covenants after the franchise is terminated or expires	Article VI, Article IX	No competing business for a period of two years in the Protected Territory or within 50 miles of the Protected Territory granted to you by the Franchise Agreement or within the protected territory of any other of our franchisees or within 50 miles of the protected territory of any other of our franchisees. Subject to state law.
s. Modification of the agreement	Article III, Article X	No modification to Franchise Agreement except in writing and signed by both you and us. Operations Manual can be modified. Nothing in the Franchise Agreement or in any related agreement is intended to disclaim the representations we made in the franchise disclosure document.
t. Integration/merger clause	Article X	Only the written terms of the Franchise Agreement are binding (subject to state law). Nothing in the Franchise Agreement or in any related agreement is intended to disclaim the representations we made in the franchise disclosure document. Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	Article X	Mandatory internal dispute resolution and, if not resolved, mandatory mediation in Jefferson County, Colorado or the city of our then-current corporate headquarters.
v. Choice of forum	Article XI	Litigation must be in the State of Colorado (subject to state law).
w. Choice of law	Article XI	Colorado law applies (subject to state law).

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 franchise 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.

As described in Item 6 with regard to the determination of the Royalty Fee, we assign a Tier designation to your Protected Territory based on the population and the revenue potential for that Protected Territory. Tier 1 locations are in a territory where we determine a franchisee can typically charge the highest rate per organizer, and Tier 4 locations are in a territory where we determine a franchisee will typically charge the lowest rate per organizer.

As of December 31, 2024, we had 94 franchised outlets in operation. During the time period of January 1, 2024, through December 31, 2024, we had 81 franchised outlets in continuous operation and no company or affiliate owned outlets. The tables below provide a historic representation of certain information based on our 81 franchised outlets that were in operation as of January 1, 2024, and continued in operation through December 31, 2024. The information is categorized by market size.

Table No. 1 discloses the number of locations in each Tier as well as the average, median, minimum, and maximum Gross Service Revenue for the locations within each Tier:

Table No. 1: Gross Service Revenue by Tier						
Tier	# of Markets	Average Gross Service Revenue	Median Gross Service Revenue	Minimum Gross Service Revenue	Maximum Gross Service Revenue	Number (and percentage) Meeting or Exceeding Average
1	12	\$244,679	\$198,353	\$94,550	\$412,339	5 (42%)
2	27	\$214,035	\$172,098	\$29,665	\$600,467	12 (44%)
3	30	\$111,599	\$90,117	\$14,690	\$307,082	(10) 33%
4	12	\$97,859	\$76,995	\$29,853	\$195,051	5 (42%)
	Total: 81					

Table No. 2 shows the average, median, minimum, and maximum Gross Service Revenue by Quartiles for all Tiers:

Table No. 2: Gross Service Revenue by Quartile					
	All	Top 1/4	Second 1/4	Third 1/4	Bottom 1/4
Average Gross Service Revenue	\$163,424	\$331,293	\$179,645	\$102,370	\$46,246
Number (and percentage) Meeting or Exceeding Average	34 (42%)	7 (35%)	10 (50%)	8 (40%)	12 (57%)
Median Gross Service Revenue	\$133,837	\$304,066	\$176,022	\$101,887	\$46,688
Maximum Gross Service Revenue	\$600,467	\$600,467	\$216,763	\$133,837	\$75,916
Minimum Gross Service Revenue	\$14,690	\$217,922	\$139,742	\$76,211	\$14,690

Table No. 3 shows the average, median, minimum, and maximum Gross Service Revenue by year of business operation.

Table No. 3: Gross Service Revenue by Year of Business Operation						
	# in Reporting Set	Low	Median	Average	High	Number (and percentage) meeting or exceeding avg
First 12 months	13	\$14,690	\$85,103	\$90,130	\$277,002	5 (38%)
Second 12 months	7	\$14,954	\$65,371	\$91,354	\$179,946	3 (43%)
Third 12 months	16	\$32,977	\$111,008	\$125,335	\$261,667	7 (44%)
Fourth 12 months	7	\$47,259	\$171,954	\$184,502	\$412,339	3 (43%)
Fifth 12 months	15	\$45,428	\$170,918	\$199,987	\$404,450	7 (47%)
Sixth 12 months	5	\$133,837	\$246,738	\$290,332	\$432,674	2 (40%)
Years 7-12	18	\$46,688	\$171,708	\$204,325	\$600,467	7 (39%)
	Total: 81					

“Service Revenue” means the aggregate amount of total service, including all charges for services performed, by the Franchised Business, but does not include product sales, whether for cash, on credit or otherwise, made and rendered in, about or in connection with the Franchised Business, provided they are in connection with the business conducted under the Franchise Agreement.

Some Neat Method Franchises have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.

Written substantiation for the financial performance representation will be made available to the prospective franchisees upon reasonable request.

Other than the preceding financial performance representation, NM Franchise Operations LLC does not make any financial performance representations. We also do not authorize our personnel 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 Ashley Murphy, 8 White Birch, Littleton, CO 80127, telephone 773-343-3691, the Federal Trade Commission and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary
For years 2022-2024

Column 1	Column 2	Column 3	Column 4	Column 5
Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	90	90	0
	2023	90	94	+4
	2024	94	94	0
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	90	90	0
	2023	90	94	+4
	2024	94	94	0

Table No. 2
Transfers of Outlets from Franchisees to
New Owners (other than Franchisor)
For years 2022-2024

Column 1	Column 2	Column 3
State	Year	Number of Transfers
California	2022	1
	2023	0
	2024	0
Florida	2022	1
	2023	0
	2024	1
Iowa	2022	1
	2023	0
	2024	0
Indiana	2022	0
	2023	1
	2024	0
North Carolina	2022	0
	2023	1
	2024	0
Pennsylvania	2022	1
	2023	0