

## **ITEM 19** **FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC 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 that 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.

Because we permit franchisees to determine the number of hours they operate their Franchised Business, and part-time hours vary widely, we are also only reporting on businesses that operate on a full-time basis which we define as 40 hours per week during typical business hours. Of our 147 Franchised Businesses, 97 operate on a full-time basis and 27 on a part-time basis and 23 units are in the process of getting licensed per their state requirements. We are reporting on operating units based on hours worked per week. Excluded from this financial performance representation are affiliate owned and operated units.

The Franchised Businesses whose gross sales are used in our calculations are single unit franchises, spend a minimum of \$12,000 per calendar year on advertising and have purchased a protected territory of between 100,000 and 250,000 populations.

The Franchised Businesses gross sales used in our calculations are franchises that are offering personal care services and are licensed within their state to offer such services, if applicable.

The Franchised Businesses presented below does not differ materially from the franchises now being offered.

Tables 1, 2, 3 and 4 below are a financial performance representation based on historical financial performance representation of ActiKare Franchised Businesses that provided mandatory monthly revenue reports for the months of January – December 2024 and operated under the same owner for at least 12 months. Of our 147 Franchised Businesses, we are reporting on 92 that have been operating for at least 12 months under the same owner and are licensed to perform all required services.

**Table One**

Of 92 Franchised Businesses in operation, 57 or 61.96% met the criteria above and work 35 or more hours per week during regular business hours.

As of Fiscal year end December 31, 2024: Average Gross Sales	\$722,010.13
23 or 40.4% of the 57 Franchised Business attained or surpassed this average	
Median Gross Sales	\$594,456.17
Lowest Gross Sales	\$211,069.13
Highest Gross Sales	\$847,475.29

**Table Two**

Of 92 Franchised Businesses in operation, 24 or 26.09% met the criteria above and work 20-30 hours per week during regular business hours.

As of Fiscal year end December 31, 2024: Average Gross Sales	\$353,995.05
10 or 41.7% of the 24 Franchised Business attained or surpassed this average	
Median Gross Sales	\$275,284.82
Lowest Gross Sales	\$102,726.00
Highest Gross Sales	\$594,456.17

**Table Three**

Of 92 Franchised Businesses in operation, 7 or 7.61% met the criteria above and work 10-20 hours per week during regular business hours.

As of Fiscal year end December 31, 2024: Average Gross Sales	\$131,198.00
4 or 57.1% of the 7 Franchised Business attained or surpassed this average	
Median Gross Sales	\$87,183.00
Lowest Gross Sales	\$39,008.14
Highest Gross Sales	\$193,344.93

**Table Four**

Of 92 Franchised Businesses in operation, 4 or 4.35% met the criteria above and work 10 or fewer hours per week during regular business hours.

As of Fiscal year end December 31, 2024: Average Gross Sales	\$31,818.50
2 or 50% of the 4 Franchised Business attained or surpassed this average	
Median Gross Sales	\$29,880.00
Lowest Gross Sales	\$12,108.32
Highest Gross Sales	\$64,505.80

Tables 5, 6, 7 and 8 below are a financial performance representation based on historical financial performance representation of ActiKare Franchised Businesses that provided mandatory monthly revenue reports for the months of January – December 2024 and operated under the same owner for at least 24 months. Of our 147 Franchised Businesses, we are reporting on 78 that have been operating for at least 24 months under the same owner and are licensed to perform all required services.

**Table Five**

Of 78 Franchised Businesses in operation, 47 or 60.26% met the criteria above and work 35 or more hours per week during regular business hours.

As of Fiscal year end December 31, 2024: Average Gross Sales	\$812,651.47
17 or 36.2% of the 47 Franchised Business attained or surpassed this average	

Median Gross Sales	\$701,597.09
Lowest Gross Sales	\$339,991.17
Highest Gross Sales	\$3,407,653.48

**Table Six**

Of 78 Franchised Businesses in operation, 22 or 28.21% met the criteria above and work 20-30 hours per week during regular business hours.

As of Fiscal year end December 31, 2024: Average Gross Sales	\$677,058.17
11 or 50% of the 22 Franchised Business attained or surpassed this average	
Median Gross Sales	\$518,704.65
Lowest Gross Sales	\$210,060.00
Highest Gross Sales	\$1,708,523.61

**Table Seven**

Of 78 Franchised Businesses in operation, 7 or 8.97% met the criteria above and work 10-20 hours per week during regular business hours.

As of Fiscal year end December 31, 2024: Average Gross Sales	\$183,539.83
2 or 28.6% of the 7 Franchised Business attained or surpassed this average	
Median Gross Sales	\$128,978.00
Lowest Gross Sales	\$74,280.25
Highest Gross Sales	\$384,792.49

**Table Eight**

Of 78 Franchised Businesses in operation, 2 or 2.59% met the criteria above and work 10 or fewer hours per week during regular business hours.

As of Fiscal year end December 31, 2024: Average Gross Sales	\$126,370.67
1 or 50% of the 2 Franchised Business attained or surpassed this average	
Median Gross Sales	\$126,370.60
Lowest Gross Sales	\$49,008.00
Highest Gross Sales	\$203,733.34

The Franchised Businesses included in the above calculations are mature businesses, in operation for two full years of business. The above figure (reflecting Gross Sales, not profits) was calculated based upon information reported to us by our franchisee in their royalty reports. The above figure has not been audited by us. The above figure does not reflect the costs of sales, operating expenses or other costs and expenses that must be deducted from the Gross Sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Franchised Business. Franchisees or former franchisees, listed in Exhibits E and F of this Franchise Disclosure Document, may be one source of this information.

**Some franchises have sold this amount. Your individual results may differ. There is no assurance you will sell as much.**

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

Other than the financial performance representation in this Item 19, we do not make any financial performance representation. We also do not authorize our employees or representatives to make any representations either orally or in writing. If you are purchasing an existing franchise, however, we may provide you with the actual records of that business. 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 Mark Lucas, CEO, ACTIKARE, Inc., 15310 Amberly Drive, Suite 175, Tampa, Florida 33647; Telephone: 813-931-5516, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table 1**

**SYSTEM 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	138	141	+3
	2023	141	144	+3
	2024	144	147	+3
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	138	141	+3
	2023	141	144	+3
	2024	144	147	+3

**Table 2**

**TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS  
(OTHER THAN THE FRANCHISOR)**  
**For years 2022 to 2024**

Column 1 State	Column 2 Year	Column 3 Number of Transfers
Alabama	2022	0
	2023	0
	2024	0
Alaska	2022	0
	2023	0
	2024	0
Arizona	2022	1
	2023	0
	2024	0
Arkansas	2022	0
	2023	0
	2024	0
California	2022	0
	2023	0
	2024	0
Colorado	2022	0