

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 this 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.

Some outlets have earned these amounts. Your individual results may differ. There is no assurance that you'll earn as much.

Written substantiation for the financial performance representations in this Item 19 will be made available to you upon reasonable request.

Table 1: Statement of Average Prep Fees and Returns:

This table displays return count results and prep fee charges for the 1,599 franchise owned Liberty Tax offices that operated during tax season 2024 and also remained active in our systems into tax season 2025. It excludes all processing centers (which are outlets dedicated solely to verifying returns include all the necessary paperwork and are properly signed, transmitting and receiving acknowledgements from the IRS and state taxing authorities, identifying and correcting problems with any rejected returns, and printing checks and debit card funding reports) and seasonal offices (which only provide a more limited period of operations due to annual partnership and agreements with third parties to operate a temporary kiosk, for example, and do not have year-round operations of a typical storefront outlet).

The store count for tax season 2024 was determined on February 15, 2024. At that point, there were a total of 1,853 US Liberty Tax offices, of which 1,791 were franchise locations. This table represents 89% of those offices. Offices that are omitted were either (1) not active into tax season 2025 as of February 15, 2025; (2) processing centers or (3) seasonal offices. We only have one tax season per calendar year (see below).

Calculated in this table are arithmetic mean (average), median, highest value, lowest value, number of offices above average, number of offices below average, and percent of offices above average for the total number of offices in each vintage.

Notes:

Prep Fees defined:

Prep Fees represent total amounts related to the preparation and transmission of tax returns, less any discounts applied by the selected offices. These amounts do not include revenue earned by franchisees related to services such as financial product incentive, check printing, bookkeeping, credit repair, etc.

In order to provide a complete view of store volume, the analysis includes prep fee activity between January 1st and December 31st of 2024.

Returns defined:

Reflects a count of Federal Tax Returns transmitted between January 1st and December 31st of 2024.

Tax Season defined:

Refers in general to the period of time between January and April of each year when the majority of individual US tax returns are prepared. For the purposes of counting Liberty Tax Offices, this count reflects offices that are either marked active in our system or have processed at least ten tax returns during the calendar year on or about February 15th.

**Statement of Average Prep Fees and Number of Returns
for 1,599 Liberty Franchise-Operated Offices for Tax Season 2024**

	All Years	
	Fees	Returns
# Offices	1,599	1,599
Highest	\$978,288	4,422
Lowest	\$5,573	19
Average	\$151,872	544
Median	\$129,445	453
# Offices Above Avg.	630	631
# Offices Below Avg.	969	968
% Offices Above Avg.	39%	39%

Other than the preceding financial performance representation, we do not make any financial performance representations. 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 William Harvey, General Counsel, 500 Grapevine Hwy., Suite 402, Hurst, Texas 76054, (757) 453-6165, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
SYSTEMWIDE OUTLET SUMMARY

For Fiscal Years Ending December 31, 2022, December 31, 2023 and December 31, 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	2121	1991	-130
	2023	1991	1813	-178
	2024	1813	1686	-127
Company-Owned	2022	135	114	-21
	2023	114	72	-42
	2024	72	78	6
Total Outlets	2022	2256	2104	-151
	2023	2104	1885	-220
	2024	1885	1764	-121