

Provision		Section in franchise or other agreement	Summary
v.	Choice of forum	Franchise Agreement – 17.H.	State or federal court in the place where our principal place of business is located (currently Denver, Colorado) (subject to state law).
		Area Development Agreement – 9.C	
w.	Choice of law	Franchise Agreement – 17.G.	The laws of the state in which our principal place of business is located (currently, Colorado) govern (subject to state law), except that disputes regarding the Marks will be governed by the United States Trademark Act of 1946 (Lanham Act, 15 U.S.C. Sections 1051 et seq.) and any arbitration matter will be governed by the United States Federal Arbitration Act (9 U.S.C. Sections 1 et seq.).
		Area Development Agreement – 9.B.	

Applicable state law might require additional disclosures related to the information contained in this Item 17. These additional disclosures, if any, appear in Exhibit A.

ITEM 18. PUBLIC FIGURES

We do not use any public figures to promote our Franchise System. However, we may use public figures in the future.

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.

Franchised Salons Open as of January 1, 2024 and for One Year, Three Years, and Five Years as of January 1, 2024

Table 1 describes 2024 Average Revenue for four categories of franchised Salons in the United States that were open as of January 1, 2024, and operated throughout 2024: (1) all franchised Salons that were open as of January 1, 2024, and operated throughout 2024; (2) franchised Salons that were open for at least one year as of January 1, 2024, and operated throughout 2024; (3) franchised Salons that were open for at least three years as of January 1, 2024, and operated throughout 2024; and (4) franchised Salons that were open for at least five years as of January 1, 2024, and operated throughout 2024.

As of December 31, 2024, there were 59 franchised Salons in operation in the United States. Of those 59 franchised Salons: (A) 59 were open as of January 1, 2024, and operated throughout 2024; (B) 55 were open for at least one year as of January 1, 2024, and operated throughout 2024; (C) 40 were open for at least three years as of January 1, 2024, and operated throughout 2024; and (D) 34 were open for at least five years as of January 1, 2024, and operated throughout 2024. Table 1 excludes the data from the 6 Salons that closed in 2024 (none of which had been open less than 12 months).

Table 1

FDD item 19 Schedule								
All Franchised Studios Open as of January 1, 2024								
Category	Top 10	Top 3 rd	Bottom 3 rd	Bottom 10	All Studios	All Studios Open Greater than One Year prior to 2024	Open Greater than Three Years prior to 2024	All Studios Open Greater than Five Years prior to 2024
No. of Studios	10	19	19	10	59	55	40	34
2024 Average Revenue	\$921,995	\$835,990	\$248,254	\$197,993	\$537,870	\$563,609	\$654,147	\$674,452
Number that Met or Exceeded the Average	4	9	10	5	31	28	18	17
Percentage that Met or Exceeded the Average	40.0%	47.4%	52.6%	50.0%	52.5%	50.9%	45.0%	50.0%
Same Studio Average Revenue Increase (2024 over 2023)	(1.5%)	(2.9%)	26.0%	47.7%	2.9%	1.3%	(1.8%)	(1.5%)
2024 Median Revenue	\$907,857	\$823,707	\$252,507	\$196,974	\$552,942	\$577,502	\$645,041	\$664,135
2024 Highest Revenue	\$1,026,031	\$1,026,031	\$357,902	\$252,507	\$1,026,031	\$1,026,031	\$1,026,031	\$1,026,031
2024 Lowest Revenue	\$823,707	\$652,434	\$149,436	\$149,436	\$149,436	\$149,436	\$149,436	\$266,343

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Notes to Table 1:

1. As part of the Transaction described in Item 1, two company-owned Salons operated by our predecessor's affiliates became franchised Salons in 2021. One of the two Salons closed prior to the end of 2021.
2. Revenue figures in Table 1 are based upon actual data we require our franchisees to submit to us on a monthly basis and are defined in the same manner as Gross Receipts are defined under the Franchise Agreement. Specifically, as described in Item 6, "Gross Receipts" include all of your revenue and receipts, including those taken by cash, credit card, debit card, check, electronic funds transfer, ACH, trade, barter or exchange. Gross Receipts also include: (a) any other means of revenue derived from the operations of your Salon, including the sale of memberships, merchandise, or any products or services that are sold by you, whether sold at the Premises or from an off-Premises location; (b) all revenue from the sale or redemption of gift cards, in accordance with our then-current System Standards; and (c) the gross amount of any business interruption or similar insurance payments. Gross Receipts exclude: (i) sales, use or privilege taxes paid to the appropriate taxing authority; (ii) refunds that are provided to clients (not including chargebacks); and (iii) tips received from clients for payment to your employees.
3. The Same Salon Average Revenue Increase measures the increase in revenue on a same-salon basis, comparing annual revenue for the 2024 calendar year to the 2023 calendar year, for all Salons open at least one year prior to January 1, 2024.

We compiled this data using information submitted to us by our franchisees and received from our predecessor. We did not audit or otherwise verify the accuracy of the information submitted. These revenues and gross profit results are based upon historical data.

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

We are unaware of any particular characteristics (such as geographic location) in the Salons listed in the tables above that differ materially from the Salon being offered by this Disclosure Document. However, factors that might adversely impact average revenues for a given Salon include the general public's perception of waxing services, increased competition in the waxing industry, actions by franchisees that are out of our control that could adversely impact the Franchise System, and the status of our general economic environment. Factors that might adversely impact average gross profit include, in addition to those sales related items noted above, the actual cost of wages paid to waxologists, which could vary periodically and by market due to the status of our general economic environment. The negative impact of such factors would also adversely impact a franchisee's net income, profits and earnings.

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

Other than the preceding financial performance representations, Radiant Waxing Franchise, 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 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 Sarah Osborn Hill, V.P., Head of Legal, 1890 Wynkoop Street, Unit 1, Denver, Colorado 80202, (303) 663-0880, the Federal Trade Commission, and appropriate state regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Salons Business Summary
For Years 2022 to 2024⁽¹⁾

Outlet Type	Year	Outlets at Start of the Year	Outlets at End of the Year	Net Change
Franchised ⁽²⁾	2022	54	68	+14
	2023	68	65	-3
	2024	65	59	-6
Company-Owned ⁽³⁾	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	54	68	+14
	2023	68	65	-3
	2024	65	59	-6

Notes:

1. The numbers are as of December 31st of each year.
2. The franchised locations were franchised by our predecessor, Lunchbox Franchise, LLC, until July 15, 2021. We assumed the franchise agreements from Lunchbox Franchise, LLC as part of the Transaction described in Item 1.
3. The company-owned locations were operated by LF's affiliates. As part of the Transaction, the company-owned locations became franchised locations in 2021.

Table No. 2
Transfers of Salons from Franchisees to New Owners
(Other than the Franchisor or its Affiliates)
For Years 2022 to 2024⁽¹⁾

State	Year	Number of Transfers
CA	2022	1
	2023	0
	2024	0
CO	2022	0
	2023	0
	2024	0