

ITEM 18

PUBLIC FIGURES

We have paid Dan Reeves, former coach of several NFL football teams, including the Atlanta Falcons, Denver Broncos and New York Giants, \$15,000 to promote the sale of our franchise during radio and television interviews in connection with Super Bowl LI (which occurred in February 2017) and to record a radio advertisement promoting the sale of our franchise. Mr. Reeves does not manage or own an interest in the Company.

ITEM 19

FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to provide information about the actual financial performance of its franchises and/or franchisor-owned units, 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 provide in this Item 19, for example, by providing information about possible performance of a particular location or under particular circumstances.

The financial performance representations in this Item 19 include certain historical data relating to the average Gross Revenues of our franchisees' and our affiliate in calendar year 2024. We obtained 100% of the average Gross Revenues data for the franchisees represented from monthly Gross Revenues reported to us by franchisees in their closing submission reports and from a profit and loss statement submitted to us by our affiliate. The average Gross Revenues results shown below are a historic representation for: all franchisees located in the United States which have been open for one full calendar year or more as of December 31, 2024, who performed business brokerage services as part of their Transworld business, and who reported at least one (1) month of Royalty Fees to Transworld above the monthly minimum Royalty Fee (in other words, franchisees who only reported monthly minimum Royalty Fees for every month in 2024 were excluded). The monthly Gross Revenue reports and the affiliate's profit and loss statement have not been audited by certified public accountants, nor have we sought to independently verify their accuracy for purposes of the financial performance representations. Our affiliate's and some franchisees' operations consist of multiple Designated Marketing Areas. The Gross Revenues results shown below are per Transworld owner.

"Gross Revenues" is defined as all revenue received from operations including, referral fees, commissions from franchise lead referrals, real estate and business sales, revenue derived from real property and business valuations, loan brokerage, financing transactions and other services of any type provided by an Agency. Nothing is deducted by the Company from Gross Revenues.

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**Calendar Year 2024
Gross Revenues Tables**

**Table 1
Average Gross Revenues of
Franchisees and Company (Affiliate) Combined**

	Average Gross Revenue	Number at / or above average gross revenue	Percent at / or above Average Gross Revenue	Median Gross Revenue	Highest Gross Revenue	Lowest Gross Revenue
Top Third (38)	\$ 2,031,287	7	18.4%	\$ 831,415	\$ 25,298,893	\$ 381,547
Middle Third (39)	\$ 245,377	19	48.7%	\$ 243,088	\$ 367,085	\$ 131,100
Bottom Third (39)	\$ 73,516	17	43.6%	\$ 71,369	\$ 126,602	\$ 15,000
All (116)	\$ 772,636	22	19.0%	\$ 236,710	\$ 25,298,893	\$ 15,000

The Gross Revenues financial performance representations above are based on a population of 116 Transworld owners that are comprised of 115 franchisees and 1 affiliate. On average the Transworld franchise owners in the financial performance representation above have been operating for 6.3 years. The affiliate's Transworld business has been operating for 46 years.

**Table 2
Average Gross Revenues of Franchisees**

	Average Gross Revenue	Number at / or above average gross revenue	Percent at / or above Average Gross Revenue	Median Gross Revenue	Highest Gross Revenue	Lowest Gross Revenue	Average Years Open
Top Third (38)	\$ 1,375,187	10	26.3%	\$ 817,740	\$ 13,077,647	\$ 367,085	
Middle Third (38)	\$ 242,175	19	50.0%	\$ 236,710	\$ 361,237	\$ 131,100	
Bottom Third (39)	\$ 73,516	17	43.6%	\$ 71,369	\$ 126,602	\$ 15,000	
All (115)	\$ 559,364	25	21.7%	\$ 230,332	\$ 13,077,647	\$ 15,000	5.9

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Table 3
Average Gross Revenues of
Company (Affiliate) Owner

Number of Offices	Average Gross Revenue	Length of Time Open - Yrs
1	\$ 25,298,893	46

The affiliate's Transworld business operations are not materially different from those of a Transworld franchisee, except the affiliate has been in business longer than any franchisee. The sources from which the affiliate derived its Gross Revenues are the same sources from which our franchisees derived their Gross Revenues.

Table 4
Average Gross Revenues of
115 Franchisees
Sole Proprietor vs. Office with Agents

	Count	Average Gross Revenue	Number at / or above average gross revenue	Percent at / or above Average Gross Revenue	Median Gross Revenue	Highest Gross Revenue	Lowest Gross Revenue
Franchisees with Agents	84	\$ 710,237	21	25.0%	\$ 326,553	\$ 13,077,647	\$ 17,500
Franchisees without Agents	31	\$ 150,547	11	35.5%	\$ 117,588	\$ 475,525	\$ 15,000

On average the Transworld franchise owners in the financial performance representation above have been operating for 5.9 years. Individual franchisee total revenue varies. The revenues of franchisees will be affected by many factors, including, but not limited to (a) geographic location; (b) competition from similar businesses in your area; (c) your marketing efforts; (d) your ability to generate customers; (e) your operational skills and management methods; (f) changing demographics; and (g) governmental regulations and requirements. Therefore, we recommend that you make your own independent evaluation and investigation to determine whether or not your business is likely to be profitable. You should use the above information only as a reference in conducting your analysis and preparing your own projected cash flow. We strongly suggest that you consult your own financial advisor or personal accountant concerning financial projections.

Some owners have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.

Written substantiation of these financial performance representations will be made available to you upon reasonable request.

We do not make any representations about a franchisee's future financial performance or, except as disclosed above, the past financial performance of company-owned or franchised outlets. 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 Mark D. Nichols, General Counsel, 2121 Vista Parkway, West Palm Beach, FL 33411, telephone: 561-640-5570, the Federal Trade Commission, and the appropriate State Agencies.

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ITEM 20

**OUTLETS AND FRANCHISEE INFORMATION
TRANSWORLD FRANCHISES**

**Table 1
System-Wide Outlet Summary
For Years 2022 to 2024***

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	341	380	39
	2023	380	440	60
	2024	440	452	12
Company-Owned	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
Total	2022	342	381	39
	2023	381	441	60
	2024	441	453	12

* All numbers are as of December 31, 2022, 2023, and 2024. The numbers are for Transworld Designated Marketing Areas operated by franchisees and for an affiliate-owned Transworld Agency in the United States.

**Table 2
Transfers of Outlets from Franchisees to New Owners (Other Than the Franchisor)
For Years 2022 to 2024***

State	Year	Number of Transfers
Arizona	2022	0
	2023	4
	2024	0
Arkansas	2022	0
	2023	1
	2024	0
California	2022	0
	2023	1
	2024	2
Colorado	2022	1
	2023	0
	2024	0
Georgia	2022	0
	2023	0
	2024	3
Illinois	2022	0
	2023	0
	2024	1