

Provision	Section in Franchise Agreement or Other Agreement	Summary
v. Choice of forum	Section 20(D)	Litigation (to the extent permitted) must be in state or federal court in the county where our headquarters is located at the time the suit is commenced (subject to applicable law). We also have the right to file suit where the Business is located (subject to applicable law).
w. Choice of law	Section 20(E)	Missouri 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 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.

Presented below are the historic gross revenue figures and lab fees for the eighteen Inter-State Studios franchised businesses that were open and operating as of December 31, 2024, and had experienced at least one full fall/winter school picture season (the "Franchised Businesses"). Five of the eighteen Franchised Businesses began operations in 2024.

Please carefully read all of the information in this Item 19, and all of the notes following the charts, in conjunction with your review of the historical data.

### Gross Revenue and Lab Fees by Franchised Business in the 2024 Calendar Year

Franchised Business	Number of Accounts	Gross Revenue	Lab Fees
1	130	\$1,204,446.63	\$343,167.94
2	46	\$492,261.25	\$136,488.05
3	58	\$372,306.36	\$159,093.87
4	90	\$1,274,254.42	\$423,637.31
5	186	\$1,289,453.66	\$419,669.65
6	58	\$471,121.07	\$167,643.89
7	163	\$1,249,048.93	\$414,954.71
8	39	\$306,591.20	\$86,330.48
9	30	\$209,995.39	\$81,711.43
10	58	\$380,716.10	\$100,556.51
11	34	\$253,689.97	\$109,358.76

<b>Franchised Business</b>	<b>Number of Accounts</b>	<b>Gross Revenue</b>	<b>Lab Fees</b>
12	77	\$201,510.36	\$201,510.36
13	25	\$58,107.22	\$58,107.22
14*	101	\$274,201.10	\$274,201.10
15*	37	\$126,305.94	\$126,305.94
16*	10	\$5,151.68	\$5,151.68
17*	37	\$87,787.88	\$87,787.88
18*	60	\$179,378.85	\$179,378.85

\* Franchised Businesses that were open and operating less than twelve months. However, one of these outlets was a corporate outlet that had been in operation for several years, but was sold to a franchisee in 2024. As a result, that outlet has been operating as a franchised business for less than twelve months, but had been in existence for longer.

Notes to Chart:

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

“Gross Revenue” means the aggregate amount of all sales of all Services and Products, and other goods and services, whether for cash, on credit or otherwise, made or provided at or in connection with the Franchised Business, including any Products that customers under an Account purchase from us or our affiliate, less the cost of any commissions that the franchisee paid to an Account. The term “Gross Revenue” also does not include: (1) any federal, state, municipal or other sales, value added or retailer’s excise taxes paid or accrued by a franchised business; or (2) adjustments for net returns on salable goods and discounts allowed to customers on sales.

“Account” means a school or other local organization in which the franchisee has the right to be the photographer and publisher for picture day and to provide other services to.

“Lab Fees” means all costs and expenses that the franchisee paid our affiliates in connection with printing pictures during the respective period.

You should conduct an independent investigation of the costs and expenses you will incur in operating your Business.

The financial information we used in preparing the preceding financial performance representations was based entirely upon unaudited information reported to us by each Franchised Business.

Written substantiation of all financial performance information presented in this financial performance representation will be made available to you in our main office upon reasonable request.

Other than the preceding financial performance representations, we do not make any representations about a franchisee’s future financial performance or 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 Chad Schnyder, 3500 Snyder Ave, Sedalia, MO 65301, 207-751-0557, the Federal Trade Commission, and the appropriate state regulatory agencies.

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

**TABLE NUMBER 1**  
**Systemwide Outlet Summary**  
**For Years 2022-2024**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2022	8	10	+2
	2023	10	13	+3
	2024	13	18	+5
Company-Owned	2022	33	29	-4
	2023	29	27	-2
	2024	27	26	-1
<b>TOTAL</b>	<b>2022</b>	<b>41</b>	<b>39</b>	<b>-2</b>
	<b>2023</b>	<b>39</b>	<b>40</b>	<b>+1</b>
	<b>2024</b>	<b>40</b>	<b>44</b>	<b>+4</b>

**TABLE NUMBER 2**  
**Transfers of Outlets From Franchisee to New Owners (Other than the Franchisor)**  
**For Years 2022-2024**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Arizona	2022	0
	2023	1
	2024	0
<b>TOTAL</b>	<b>2022</b>	<b>0</b>
	<b>2023</b>	<b>1</b>
	<b>2024</b>	<b>0</b>

**TABLE NUMBER 3**  
**Status of Franchised Outlets**  
**For Years 2022-2024**

<b>State</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets Opened</b>	<b>Terminations</b>	<b>Non-Renewals</b>	<b>Reacquired by Franchisor</b>	<b>Ceased Operations / Other Reasons</b>	<b>Outlets at the End of the Year</b>
Arizona	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2024	1	0	0	0	0	0	1
Arkansas	2022	0	1	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2024	1	0	0	0	0	0	1