

ITEM 19

FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to disclose 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 any 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.

On December 31, 2024 we had 41 Franchises in operation. All of those 41 Franchises have been operating their Franchises for over one year ("Reporting Group"). We divided the Reporting Group into three separate subgroups: (a) franchisees in the top 1/3 of all Gross Sales (13 franchisees) ("Group One"); (b) franchisees in the middle 1/3 of all Gross Sales (14 franchisees) ("Group Two"); and (c) franchisees in the bottom 1/3 of all Gross Sales (14 franchisees) ("Group Three"). The information in all three tables below is based on Gross Sales reports submitted to us by the Reporting Group.

Gross Sales	Low	Average	Median	High
Group One	\$203,802	\$353,035	\$320,779	\$685,534
Group Two	\$85,298	\$137,099	\$128,764	\$194,819
Group Three	\$2,582	\$45,422	\$49,231	\$78,336

Notes:

1. The Gross Sales reports submitted to us were not audited, and we have not undertaken to independently verify the accuracy of the information in the reports or determine whether the reports were prepared in accordance with generally accepted accounting principles. However, we are not aware of any instance in which any franchise owner overstated Gross Sales in any report. We are not aware of any material differences between the franchise businesses operated by the Reporting Group and the franchise business described in this Disclosure Document.
2. The Gross Sales figures represent revenues for all services and products sold by a Drama Kids Business. Gross Sales does not include taxes paid, refunds, allowances or discounts.
3. The earnings claims figures in this Item 19 do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. These include cost of sales, payroll, and related expenses, rent, office expenses, other expenses, amortization, depreciation, income taxes or other taxes, or debt service obligations. 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 the Disclosure Document, may be one source of this information.
4. The franchise territories of the franchises included in the calculations in the tables may be larger or smaller than your territory.
5. The numerical average is calculated by dividing the respective Gross Sales by the number of franchise owners in each group. Of the 13 franchise owners in Group One, four exceeded the Gross Sales average (31%). Of the 14 franchise owners in Group 2, five exceeded the Gross Sales average (36%). Of the 14 franchise owners in Group 3, seven exceeded the Gross Sales average (50%).

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

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

Other than the preceding financial performance representation, Drama Kids International, Inc. 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 actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting Faith Gavelek, Drama Kids International, Inc., 15271 McGregor Blvd., Suite 16-282, Fort Myers, FL 33908, (800) 435-6450, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

Table No. 1

System-wide Outlet Summary For Years 2022-2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	51	52	+1
	2023	52	49	-3
	2024	49	41	-8
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	51	52	+1
	2023	52	49	-3
	2024	49	41	-8