
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 this Item 19 may only be given 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.

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 Dan Child, 4821 Thunderbird Loop, Suite #1, Rexburg, Idaho 83440, (208)359-1106, info@heavensbest.com, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
SYSTEMWIDE OUTLET SUMMARY
As of September 30, 2023 to 2025

| <u>Column 1</u> <u>Outlet Type</u> | <u>Column 2</u> <u>Year</u> | <u>Column 3</u> <u>Outlets at the</u> <u>Start of the</u> <u>Year</u> | <u>Column 4</u> <u>Outlets at the</u> <u>End of the</u> <u>Year</u> | <u>Column 5</u> <u>Net Change</u> |
|---------------------------------------|--------------------------------|--------------------------------------------------------------------------------|------------------------------------------------------------------------------|--------------------------------------|
| Franchised | 2023 | 416 | 420 | +4 |
| | 2024 | 420 | 419 | -1 |
| | 2025 | 419 | 430 | +11 |
| Company or Affiliate Owned | 2023 | 0 | 0 | +0 |
| | 2024 | 0 | 0 | +0 |
| | 2025 | 0 | 2 | +2 |
| Total Outlets | 2023 | 416 | 420 | +4 |
| | 2024 | 420 | 419 | -1 |
| | 2025 | 419 | 432 | +13 |

*All franchise outlets and territories sold before 2018 were offered and sold by our predecessor, M-CO, Inc. and its various state-specific master franchise licensees. The standard territory size