

	Provision	Section in Franchise Agreement and/or MUD Agreement	Summary
v	Choice of forum	Section 16 of the Franchise Agreement Section VIII.A. of the MUD Agreement	Arbitration must be held where we have our principal place of business at the time the arbitration demand is filed (currently, Fulton County, Georgia) (subject to applicable state law); for claim not subject to arbitration, claims must be brought in the district where we have our principal place of business at that time.
w	Choice of law	Section 16.05 of the Franchise Agreement Section VIII.E of the MUD Agreement	Georgia law applies (subject to applicable state law)

**ITEM 18
PUBLIC FIGURES**

We do not use any public figures 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.

Sections 1 and 2 below show the average Gross Revenue of Any Lab Test Now businesses that meet the following criteria: (i) were operating during the period from January 1, 2025 to December 31, 2025 (the “2025 Reporting Period”), and (ii) have been open for at least one full calendar year as of December 31, 2025. This is a historic financial performance representation about existing Any Lab Test Now businesses that meet the stated criteria.

Section 1: Franchised Stand-Alone Businesses

As of December 31, 2025, there were 247 franchised Businesses in operation. The following Section 1 presents the average and median Gross Revenue of the 213 franchised Stand-Alone Businesses that were open and continuously operating during the 2025 Reporting Period. This financial performance representation excludes the performance of 17 franchised Stand-Alone Businesses that opened during the 2025 Reporting Period and were not open for the full 2025 Reporting Period including one franchised Stand-Alone Business that opened and closed during the 2025 Reporting Period, 8 franchised Stand-Alone Businesses that closed during the 2025 Reporting Period, and the 17 franchised Micro Market Businesses that are reflected in Section 3.

The franchised Stand-Alone Businesses are represented and divided into quartiles based on Gross Revenue. The quartiles were derived by taking the Businesses dividing them into four evenly sized groups, with the Businesses achieving the highest Gross Revenue being in the Top 25% quartile, the next highest being in the 26-50% quartile, and so forth.

Percent Quartile	Top 25%	26% - 50%	51% to 75%	Bottom 25%
Number of Franchised Stand-Alone Businesses	54	53	53	53
Average Gross Revenue	\$547,428	\$339,562	\$241,519	\$152,590
Median Gross Revenue	\$533,743	\$334,660	\$242,522	\$154,665
Range of Gross Revenue	\$1,129,713 - \$409,219	\$407,352 - \$278,174	\$273,925 - \$199,901	\$197,913 - \$85,502
# and % of Franchised Stand-Alone Businesses that Exceeded Average Gross Revenue	20/37%	26/49%	28/53%	28/53%

Section 2: Affiliate-Operated Stand Alone Businesses

The following Section 2 presents the average and median Gross Revenue of the 7 Affiliate-Operated Stand-Alone Businesses that were open and continuously operating for the 2025 Reporting Period. We did not exclude the results of any Affiliate-Operated Stand-Alone Businesses. These Affiliate-Operated Stand-Alone Businesses operate in a substantially similar manner as the franchised Stand-Alone Businesses reported in Section 1.

Number of Affiliate-Operated Stand-Alone Businesses	7
Average Gross Revenue	\$425,303
Median Gross Revenue	\$458,020
Range of Gross Revenue	\$507,314 - \$349,106
# and % of Affiliate-Operated Stand-Alone Businesses That Exceeded Average Gross Revenue	4/57%

Section 3: Franchised Micro Market Businesses

There were 17 franchised Micro Market Businesses that were open as of December 31, 2025. The following Section 3 presents the average and median Gross Revenue of these 17 franchised Micro Market Businesses that were open and continuously operating during the 2025 Reporting Period. This financial performance representation excludes the performance of the 213 franchised Stand-Alone Businesses that are reflected in Section 1.

Number of Franchised Micro Market Businesses	17
Average Gross Revenue	\$137,230
Median Gross Revenue	\$133,551
Range of Gross Revenue	\$420,367- \$37,405
# and % of Franchised Micro Market Businesses that Exceeded Average Gross Revenue	7 / 41%

Section 4: Estimated Gross Margins For Certain Lab Tests

The following table shows the estimated gross margin of certain lab tests offered at Any Lab Test Now businesses. The calculation of the estimated gross margin is based on our 2026 cost projections and estimated retail sales prices of each test. There is no guarantee that a franchisee will experience the same gross margins.

	Retail Price	Cost of Goods Sold	Gross Margin	Gross Margin Percentage
Comprehensive STD Panel	\$232.00	\$128.71	\$103.19	44.5%
Legal Trio Paternity Test	\$329.00	\$74.00	\$255.00	77.5%
Pregnancy Test (With Gestation)	\$59.00	\$12.01	\$46.99	79.5%
Cholesterol Test	\$59.00	\$8.15	\$50.85	86%
Thyroid Panel	\$162.00	\$26.57	\$135.43	83.5%
Comprehensive Metabolic Panel Test	\$59.00	\$5.21	\$53.79	91%
Complete Blood Count Test	\$59.00	\$4.25	\$54.75	93%

NOTES

(1) As used in this Item 19, the term “Gross Revenue” means the total of all receipts derived from services performed or products sold by the Business, less receipts derived from toxicology employer services, wherever located and directly or indirectly related to the Business, whether the receipts are evidenced by cash, credit, checks, gift certificates, coupons, services, property, or other means of exchange and regardless of collection in the case of credit. We obtained the Gross Revenue information for the franchised and Affiliate-Operated Businesses in this Item 19 from unaudited reports submitted to us consistent with our reporting requirements.

(2) The Any Lab Test Now businesses in this financial performance representation offered toxicology employer services, which are no longer offered at Any Lab Test Now businesses. Therefore, toxicology employer services were removed from the Gross Revenues data presented in this financial performance representation.

(3) Some businesses have earned this amount. Your individual results may differ. There is no assurance that you will sell and/or earn as much.

(4) Written substantiation for the financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation, Any Test Franchising, 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 Clarissa Bradstock at 303 Perimeter Center North, Suite 575, Atlanta, GA 30346 and (800) 384-4567, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1
Systemwide Outlet Summary
For Years 2023 to 2025
(As of December 31 of each year)

OUTLET TYPE	YEAR	OUTLETS AT THE START OF THE YEAR	OUTLETS AT THE END OF THE YEAR	NET CHANGE
Franchised	2023	207	221	+14
	2024	221	237	+16
	2025	237	247	+10
Affiliate-Operated	2023	7	7	0
	2024	7	7	0
	2025	7	7	0
Total Outlets	2023	214	228	+14
	2024	228	244	+16
	2025	244	254	+10

TABLE NO. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For Years 2023 to 2025
(As of December 31 of each year)

STATE	YEAR	NUMBER OF TRANSFERS
Alabama	2023	1
	2024	0
	2025	0
Arizona	2023	0
	2024	1
	2025	0
Arkansas	2023	0
	2024	1
	2025	0
Colorado	2023	2
	2024	3
	2025	1
Florida	2023	1
	2024	0
	2025	4