

Section II below was gathered from information provided to us by each franchisee from their respective Quick Books records.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request. The characteristics of the Franchised Businesses included in this Item 19 do not differ materially from the outlet that will be offered to you.

I. Actual Gross Revenue

Franchised Business	Number of Suites ¹	Gross Revenue ²	% Increase over 2015	Time Open ³	Owner Operated	Location Type
#1	59	\$812,752	15.4 %	8.3 yrs	Yes	Convenience
#2	193	\$1,901,519	-5 %	8.7 yrs	No	Airport
#3	132	\$658,295	92 %	6.4 yrs	No	Destination
#4	80	\$865,807	21%	4.2 yrs	Yes	Destination*
#5	81	\$1,114,526	20.5 %	3.7 yrs	No	Airport*
#6	59	\$865,256	18.6 %	4 yrs	Yes	Destination
#7	80	\$832,274	15.5 %	3.1 yrs	No	Convenience*

Notes:

1. The number of available suites at each Franchised Business varies from 59 suites to 193 suites.
2. Gross Revenue includes all sales during the Measurement Period for boarding, daycare and special services. Gross Revenue does not include any revenue generated from providing grooming services. We rounded the Gross Revenue amounts to the nearest thousand dollars.
3. "Time Open" reflects the total number of years each Franchised Business has been in operation.
4. NA signifies that financial data is not available.
5. Site #7 was in the process of paying for an expansion at the end of 2016.

II. Expense by Percentage of Gross Revenue

Franchised Business	Number of Suites ¹	Rent ²	Labor ³	Utilities ⁴	Supplies ⁵	Insurance	Advertising ⁷
#1	59	9.4%	50%	2%	4%	4%	3%
#2	194	11%	51%	2%	4%	1%	0%
#3	132	11%	45%	6%	3%	2.8%	5%
#4	80	20%	34%	4%	2%	2%	0%
#5	81	13%	41%	4%	8%	3%	2%
#6	59	14%	34%	7%	5%	5.5%	2%
#7	80	11%	37%	4%	3%	1.5%	1%