

% At or Above	36.0%	50.0%	50.0%	42.9%	33.3%
Median Gross	\$318,498	\$744,814	\$377,732	\$211,126	\$73,321

Notes:

1. The highest and lowest reported Gross Revenue for the 25 NerdsToGo Offices included in the average were \$1,113,319 and \$34,391, respectively. Of the 25 NerdsToGo Offices, 9 or 36.0% met or exceeded the average Gross Revenue. The Top Quartile reported average Gross Revenue of \$763,078 and 3 NerdsToGo Offices or 50.0% met or exceeded the average. The highest and lowest reported Gross Revenue for the Top Quartile were \$1,113,319 and \$469,898, respectively.

2. The average Gross Revenue figures included in this analysis are based on sales reports submitted to us by each Franchisee. The figures in the sales reports have not been audited and we have not undertaken or otherwise independently verify (i) the accuracy of such information or (ii) whether such information was prepared in accordance with generally accepted accounting principles.

~~3. Individual results may differ materially from those reflected in Table 1 and is affected by multiple factors including but not limited to: size and population of territory; number of NerdVans operated; demographics; competition; the length of time the business has been operated; weather and climate conditions; amount and type of marketing; and other factors.~~

Contribution of B2B “Nerd Assure” Program

In September 2021, we launched our business-to-business (“B2B”) focused NerdAssure program. This program provides remote monitoring and other services for B2B customers and focuses on longer-term recurring monthly charges for these services. As of December 31, 2024, 20 locations had opted into the NerdAssure Program, and the average monthly recurring revenue per NerdsToGo Office was \$10,617 (6 or 30.0% of which met or exceeded that average), with a median revenue per location of \$7,826. The lowest revenue reported was \$1,435 and the highest reported revenue was \$53,078. As of December 31, 2024, 19 NerdsToGo Offices had opted into the NerdAssure Program. For the period between January 1, 2024, and December 31, 2024, the average monthly recurring revenue per NerdsToGo Office from the NerdAssure Program was \$13,111 (8 or 42.1% of which met or exceeded that average), with a median revenue per NerdsToGo Office of \$9,197. The lowest revenue reported was \$2,060 and the highest reported revenue was \$52,113.

NerdAssure Program	2023	2024
# of NerdsToGo Offices Opted In	20	19
Highest Monthly Recurring Revenue	\$53,078	\$52,113
Lowest Monthly Recurring Revenue	\$1,435	\$2,060