

	Provision	Section in Franchise Agreement or Other Agreement	Summary
			Marks or the Intellectual Property are not subject to arbitration. Only the terms of the franchise agreement and other related written agreements are binding (subject to applicable state law.) Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable.
v.	Choice of forum	48.10(b)	Subject to applicable state law, and except for matters to be arbitrated, the parties submit to the exclusive jurisdiction of the courts of the state where we have our principal office (currently Texas) on the date any proceeding is commenced.
w.	Choice of law	48.10(a)	Subject to applicable state law, the law of the state where we have our principal office on the execution date of the Franchise Agreement governs (currently Texas), without regard to that state's choice-of-law rules.

ITEM 18. PUBLIC FIGURES

We do not use any public figure to promote our franchises but may do so in the future.

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.

We present a single table in this Item 19.

The information in this Table is derived from Gross Revenues reports supplied by our franchisees through our required software program.

“Gross Revenues” means all revenues and income from whatever source derived or received by the franchisees from, through, by or on account of the operation of such franchises, whether received in cash, in services, in kind, on credit (whether or not payment is received), bartering, or otherwise less (to the extent included) (i) all sales tax receipts or similar tax receipts which, by law, are chargeable to customers, if separately stated when the customer is charged and are paid to the appropriate governmental authority; and (ii) any documented refunds, chargebacks, credits and allowances given in good faith to customers (such deductions will not include any credit card user fees, delivery

aggregator commissions or charges, returned checks or reserves for bad credit or doubtful accounts).

Gross Revenues Growth from Calendar Year 2023 to Calendar Year 2024 For Franchisees and Their Franchised Businesses Conducting Both Mobile Unit and Retail Location Operations

This Table presents the Gross Revenues growth from calendar year 2023 to calendar year 2024 for all 16 franchisees that conducted both Mobile Unit and Retail Location operations in 2023 and 2024. These 16 franchisees operate their Franchised Businesses in a total of 38 Marketing Areas in Florida, Georgia, Oklahoma, South Carolina, Texas and Utah, and joined the Poolwerx system between 2018 and 2023. Certain of the franchisees denoted below with an * operated independently branded pool businesses prior to joining Poolwerx. We have anonymized the names of the 16 franchisees for privacy purposes.

This Table excludes all franchisees and their Franchised Businesses that (1) are Mobile Unit only Franchised Businesses during these periods (a total of 8 Franchised Businesses at the end of calendar year 2023 and a total of 17 Franchised Businesses at the end of calendar year 2024); (2) either relocated their Retail Location or changed ownership (a total of 1 Franchised Businesses at the end of calendar year 2023 and a total of 1 Franchised Business at the end of calendar year 2024); or (3) their particular business structure included Hot tub retail revenue which is not a standard offering for the franchise (a total of 3 Franchised Businesses at the end of calendar year 2023 and a total of 3 Franchised Businesses at the end of calendar year 2024).

Quartile	Rank	STATE	2024	2023	Percentage Change of Gross Revenues from 2023 to 2024	Entry	# of Marketing Area
Top 25%	1	TX	\$3,166,892	\$3,242,052	97.68%	2018*	4
Top 25%	2	TX	\$2,527,865	\$2,422,968	104.33%	2018*	4
Top 25%	3	SC	\$1,928,971	\$1,956,306	98.60%	2019*	1
Top 25%	4	OK	\$1,827,624	\$1,826,312	100.07%	2017*	4
2nd Quartile	5	TX	\$1,741,587	\$1,948,543	89.38%	2018*	2
2nd Quartile	6	TX	\$1,507,244	\$1,734,833	86.88%	2019*	2
2nd Quartile	7	SC	\$1,157,562	\$1,122,175	103.15%	2022*	3
2nd Quartile	8	UT	\$1,004,154	\$489,214	205.26%	2023	5
3rd Quartile	9	GA	\$918,214	\$209,162	439.00%	2023	1
3rd Quartile	10	FL	\$916,149	\$566,228	161.80%	2019	2
3rd Quartile	11	TX	\$794,379	\$795,894	99.81%	2018	1
3rd Quartile	12	TX	\$786,015	\$312,230	251.74%	2022	5
Bottom 25%	13	TX	\$761,789	\$763,587	99.76%	2021	1
Bottom 25%	14	TX	\$318,877	\$236,745	134.69%	2022	1
Bottom 25%	15	TX	\$316,149	\$149,549	211.40%	2022	1
Bottom 25%	16	TX	\$234,075	\$119,062	196.60%	2023	1
TOTAL			\$19,907,546	\$17,894,860	111%		38

*These franchisees operated independently branded pool businesses before joining Poolwerx.

Quartile	Number of Franchisees in Group	Aggregate Gross Revenue for Franchisees in Group	Average Gross Revenue Per Franchisee	Median Franchisee Gross Revenue in Group	Highest Franchisee Gross Revenue in Group	Lowest Franchisee Gross Revenue in Group	Total number of Franchisees Exceeding Group Average	Percentage of Franchisees Exceeding Group Average
Top 25%	4	\$9,451,352	\$2,362,838	\$2,228,418	\$3,166,892	\$1,827,624	2	50%
2nd Quartile	4	\$5,410,547	\$1,352,637	\$1,332,403	\$1,741,587	\$1,004,154	2	50%
3rd Quartile	4	\$3,414,757	\$853,689	\$855,264	\$918,214	\$786,015	2	50%
Bottom 25%	4	\$1,630,890	\$407,723	\$317,513	\$761,789	\$234,075	1	25%
Total System	16	\$19,907,546	\$1,244,222	\$961,184	\$3,166,892	\$234,075	6	38%

*The information presented has not been audited

General Notes

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

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

Other than the preceding financial performance representation, Poolwerx Franchise Management, 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 Blake Overduin, Chief Operating Officer - USA, located at 4801 Spring Valley Road, Suite 103A, Farmers Branch TX 75244, telephone no. (972) 971-7702 or franchise@poolwerx.com, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

Table No. 1: System-wide Franchised Outlets* Summary - For years 2022 to 2024

Franchised Outlets Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	59	62	3
	2023	62	55	-7
	2024	55	95	+40
Company-Owned**/***	2022	2	1	-1