

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.

These financial performance figures are derived from the actual historical performance of franchised Designated Territories ("Franchised Territories") during the 2025 calendar year provided to us by the franchisees. As of December 31, 2025, there were 128 Franchised Territories operating in connection with 105 franchises (an "Franchise"). If there were multiple Franchised Territories operating out of one Franchise, the Franchised Territory reported Gross Revenue and business listing related information to us by Franchise and did not break it down by Franchised Territory.

For purposes of the tables below, the following will apply:

- "Commissions" includes the Gross Revenue attributable to commissions and referral fees but does not include the Franchisees' Gross Revenue attributable to other revenue streams, including revenue from management services or consulting fees. Average Commissions is calculated by taking a Franchise's total Gross Revenue attributable to commissions and referral fees and dividing it by the total number of sold listings during the calendar year ending December 31, 2025.
- "Listing Price" means the initial asking price for a business that is offered for sale by a Franchisee. The Listing Price is established by the Franchisee and reflects the price at which the seller is willing to make the business available to prospective buyers. The Listing Price is not a representation of the business's fair market value, the price at which the business ultimately will sell, or the likelihood that the business will sell at that price. Listing prices may vary based on market conditions, geography, and other external factors.
- "Sale Price" means the final purchase price for a business at the time a sale transaction is completed, and ownership is transferred from the seller to the buyer. The Sale Price reflects the amount paid by the buyer as agreed in the definitive purchase agreement, inclusive of any price adjustments, negotiated terms, or concessions made during the transaction process.

The first table below includes average Commissions from 29 Franchised Territories operating in 8 Franchises that had sold listings in 2025, divided by thirds. All of these Franchises own multiple Franchised Territories. The second table below includes average Commissions from 58 Franchised Territories operating in 58 Franchises that had sold listings in 2025, divided by thirds. All of these Franchises only operate a single Franchised Territory. In the first and second table, we did not include information about the remaining 41 Franchised Territories operating in 39 Franchises because they (i) opened in 2025 and were in operation for less than 12 months (of which there were 25 Franchises), (ii) opened before 2025 and have not completed any transactions, or (iii) did not report any listings to us in 2025. We also did not include information about the 6 Franchised Territories (in 4 Franchises) that ceased operations in 2025, none of which were in operation for less than 12 months.

The third table below includes several facts related to listings and sales for the 306 listings that sold in

2025, including: (i) the average time from a franchisee’s completion of our initial training program to that Franchised Territory’ first listing; (ii) the average time from the initial listing to the sale of that listing; (iii) the average Commissions received for sales; (iv) the average Listing Prices; and (v) the average, median, high, and low of Sales Prices. The 306 sold listings are from 87 Franchised Territories operating in 66 Franchises. In the third table, we did not include listing information from 41 Franchised Territories operating in 39 Franchises because they (i) opened in 2025 and were in operation for less than 12 months (of which there were 25 Franchises), (ii) opened before 2025 and have not completed any transactions, or (iii) did not report any listings to us in 2025. We also did not include information about the 6 Franchised Territories that ceased operations in 2025, none of which were in operation for less than 12 months.

Table 1: Franchises with Multiple Franchised Territories for the 2025 Calendar year

	# of Franchises	Average Commission	# (and %) that Met or Exceeded Average	Highest	Lowest	Median
Top third	3	\$1,775,903	1 (33%)	\$3,219,242	\$839,735	\$1,268,734
Middle third	3	\$399,922	1 (33%)	\$574,266	\$237,501	\$388,000
Botton third	2	\$123,065	1 (50%)	\$179,440	\$66,690	\$123,065
TOTAL	8	\$746,701	2 (25%)	\$3,219,242	\$66,690	\$481,133

Table 2: Franchises with a Single Franchised Territory for the 2025 Calendar year

	# of Franchises	Average Commission	# (and %) that Met or Exceeded Average	Highest	Lowest	Median
Top third	11	\$422,264	4 (36%)	\$1,267,812	\$254,500	\$300,925
Middle third	11	\$170,619	4 (36%)	\$252,825	\$108,825	\$166,660
Botton third	11	\$39,627	6 (55%)	\$82,055	\$7,980	\$41,000
TOTAL	33	\$210,836	13 (39%)	\$1,267,812	\$7,980	\$166,660

Table 3: Listing Prices, Sale Prices, Commissions, and Timing

	Average	Median
Time for Completion of Training to First Listing	88 Days	65 Days
Listing Price of Sold Listings	\$638,393	\$285,000
Sales Price of Sold Listings	\$475,193	\$200,000
Per Listing Commission(1)	\$44,266	\$20,031
Time from Listing to Sale	255 Days	204 Days

(1) Of the 306 Commissions in 2025, 84 (27%) of the Commissions met or exceeded the average per listing Commission, and Commissions ranged from \$250 to \$747,000.

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

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

Other than as described above, 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 Jeffrey Nyman at First Choice Business Brokers, Inc., 851 South Rampart Blvd., Suite 200, Las Vegas, Nevada 89145, (702) 368-2500, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary
For the years 2023 through 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	54	81	+27
	2024	81	109	+28
	2025	109	128	+15
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	54	81	+27
	2024	81	109	+28
	2025	109	128	+15

Table No. 2
Transfers of Outlets from Franchisees to New Owners
(other than to Franchisor)
For years 2023 through 2025

State	Year	Number of Transfers
Arizona	2023	1
	2024	0
	2025	0