

<b>Provision</b>	<b>Sections in Franchise Agreement or Other Agreement</b>	<b>Summary</b>
	RT	
w. Choice of law	FA: Section 20.7; CAAL; CATNL; RS; RT	Florida law governs (subject to state Law)

**ITEM 18**  
**PUBLIC FIGURES**

We do not use any public figure to promote our franchises.

**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.

The data used in preparing this financial performance representation was compiled from information submitted to us by the franchisees in the closing submissions reports. The figures in the tables below have not been audited. Written substantiation of the data used in preparing this financial performance representation will be made available to a prospective franchisee on reasonable request.

On December 31, 2025, our fiscal year end, there were 133 franchise units in operation. The following financial performance representation includes the 123 franchise units that began operation on or before January 1, 2025 and operated continuously through December 31, 2025. 10 franchise units were excluded because they were not in operation for a full year, 3 of which were new to the System, 5 did not renew and 2 were terminated. Some of our franchisees operate multiple franchise units, each pursuant to a separate franchise agreement. Each multi-unit franchisee, however, provides us with a combined financial report that consolidates the gross revenue of all of their franchise units. The typical time for a Murphy Business franchise to close on their first business transfer is 7-9 months, however, they are able to generate revenue from other ancillary services. Below is 2025 Gross Profit data for our 123 franchise units that operated for the full 12 months from January 1 - December 31, 2025. Gross Profit means all revenue and receipts derived from the franchisee’s operation of the Murphy Business, less the 10% royalty paid to us.

**Top, Middle, and Low Thirds**

**Single Unit Franchise Owners**

	<b>Average Gross Profit</b>	<b>Number at or Above GP</b>	<b>% at or Above GP</b>	<b>Median GP</b>	<b>Highest GP</b>	<b>Lowest GP</b>

Top Third - 31 Franchise units	\$457,797	11	35.5	\$387,531	\$1,264,218	\$199,962
Middle Third - 31 Franchise units	\$90,956	14	45.2	\$87,300	\$198,979	\$32,940
Bottom Third - 31 Franchise units	\$6,319	11	35.5	\$1,350	\$32,760	\$0
Total - 93 Franchise Offices	\$185,024	32	34.4	\$87,300	\$1,264,218	\$0

### Multi-Unit Franchise Owners

	Average Gross Profit	Number at or Above GP	% at or Above GP	Median GP	Highest GP	Lowest GP
Top Third - 5 Franchisees (operating 10 units)	\$787,672	2	40.0	\$781,544	\$933,346	\$602,828
Middle Third - 5 Franchisees (operating 12 units)	\$329,544	3	60.0	\$350,775	\$559,357	\$94,464
Bottom Third – 4 Franchisees (operating 8 units)	\$55,603	2	50.0	\$56,138	\$89,685	\$20,453
Total - 14 Franchisees (operating 30 units)	\$414,892	7	50.0	\$391,095	\$933,346	\$20,453

### Sole Proprietor vs. Office with Agents

Some franchisees operate as sole proprietors, and some operate with independent contractor agents. The table below shows Average Gross Profits as outlined above for the two different operating methods.

	Average Gross Profit	Number at or above GP	% at or above GP	Median GP	Highest GP	Lowest GP
Franchisees with Agents (27)	\$400,485	12	44.4	\$323,910	\$1,264,218	\$0
Franchisees without agents (84)	\$111,593	23	27.4	\$40,399	\$933,346	\$0

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

**Some franchisees have achieved these Gross Profits. Your individual results may differ. There is no assurance that you'll earn as much.**

Other than the preceding financial performance representation, we do 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 franchise, however, we may provide you with the actual records of that franchise. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting Veronica Cardinale Ellinger, CEO, 407 N. Belcher Road, Clearwater, FL 33765, 727-725-7090, 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**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
<b>Franchised</b>	2023	134	133	-1
	2024	133	135	+2
	2025	135	133	-2
<b>Company Owned</b>	2023	1	1	0
	2024	1	1	0
	2025	1	1	0
<b>Total Outlets</b>	2023	135	134	-1
	2024	134	136	+2
	2025	136	134	-2

**Table No. 2**  
**Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)**  
**For Years 2023 to 2025**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Kansas	2023	0
	2024	1
	2025	0
Mississippi	2023	0
	2024	1
	2025	0
North Carolina	2023	1
	2024	0
	2025	0
Pennsylvania	2023	0
	2024	0
	2025	1
<b>Total</b>	2023	1