

| Provision          | Section in Area Development Agreement | Summary  |
|--------------------|---------------------------------------|--|
| v. Choice of forum | Section 19                            | Except for certain claims, all disputes must be mediated, arbitrated, and if applicable, litigated in the principal city closest to our principal place of business (currently Pittsburgh, Pennsylvania), subject to applicable state law. |
| w. Choice of law   | Section 18                            | Pennsylvania law applies, subject to applicable state law.   |

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

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

## **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.

As of December 31, 2024, we had 18 franchised TDS Businesses (“Franchised Locations”) and 6 affiliate-owned TDS Businesses (“Affiliate Locations”) in operation for the entire calendar year of 2024. This Item 19 provides a historical financial performance representation for the 18 Franchised Locations that provided financial data to us and 6 Affiliate Locations that were open as of December 31, 2024 (“Reporting Group”) for the period from January 1, 2024 to December 31, 2024. (“Reporting Period”).

Franchised TDS Businesses are similar to our Affiliate Locations in terms of competition, services, and goods offered. However, Affiliate Locations have different financial obligations, paying a lower Royalty and Brand Fund Contribution, and are exempt from the Technology Fee. Where applicable, this information has been adjusted to reflect the Royalty, Brand Fund Contribution and Technology Fees had the Affiliate Locations incurred the full amount of these franchisee expenses (see Notes). The TDS Businesses in the Reporting Group offered substantially the same products and services to the public as you will.

The financial performance information for the Affiliate Locations was taken from unaudited profit and loss statements for the Reporting Period, and the financial performance information for the Franchised Locations was taken from reports submitted to us using our uniform reporting system. The financial performance information for both the Affiliate Locations and the Franchised Locations was prepared on an accrual basis of accounting.



Sorted by Age of Store

| Store Name                  | Year Open | Sq Footage | Gross Revenue | Cost of Goods Sold | Rent Expense | Utilities | Labor & Payroll Tax | Supplies | Royalty Fee | Brand Fund | Tech Fee | Net Revenue less selected expenses |
|-----------------------------|-----------|------------|---------------|--------------------|--------------|-----------|---------------------|----------|-------------|------------|----------|------------------------------------|
| The Dog Stop East End       | 2009      | 11700      | \$721,034     | \$36,139           | \$57,067     | \$33,466  | \$369,303           | \$19,343 | \$44,533    | \$14,844   | \$5,446  | \$140,894                          |
| The Dog Stop South Hills    | 2011      | 9200       | \$913,879     | \$75,200           | \$84,405     | \$35,731  | \$494,340           | \$23,858 | \$54,980    | \$18,327   | \$5,446  | \$121,591                          |
| The Dog Stop Strip District | 2013      | 9765       | \$919,590     | \$53,584           | \$189,050    | \$28,888  | \$428,849           | \$28,306 | \$54,783    | \$18,261   | \$5,446  | \$112,423                          |
| The Dog Stop Monroeville    | 2014      | 11500      | \$845,929     | \$51,872           | \$119,430    | \$38,358  | \$373,379           | \$24,008 | \$60,769    | \$9,798    | \$5,046  | \$163,271                          |
| The Dog Stop Pinhook        | 2015      | 9605       | \$1,193,675   | \$111,221          | \$87,752     | \$15,613  | \$568,160           | \$48,193 | \$51,567    | \$11,691   | \$5,046  | \$294,432                          |
| The Dog Stop Wexford        | 2015      | 9819       | \$794,247     | \$16,512           | \$152,195    | \$18,516  | \$427,868           | \$22,415 | \$48,254    | \$16,085   | \$5,446  | \$86,958                           |
| The Dog Stop of Middletown  | 2018      | 8000       | \$914,036     | \$2,566            | \$104,540    | \$27,540  | \$474,477           | \$23,643 | \$47,707    | \$16,097   | \$5,046  | \$212,421                          |
| The Dog Stop Trussville     | 2018      | 5000       | \$800,475     | \$17,977           | \$41,084     | \$35,908  | \$515,025           | \$45,734 | \$39,184    | \$15,674   | \$5,046  | \$84,844                           |
| Dog Stop USC                | 2018      | 8055       | \$1,127,580   | \$9,672            | \$68,042     | \$36,527  | \$477,843           | \$24,305 | \$78,347    | \$14,042   | \$3,146  | \$415,655                          |
| The Dog Stop Stuart         | 2019      | 6600       | \$539,141     | \$42,593           | \$142,179    | \$24,560  | \$239,230           | \$25,218 | \$32,089    | \$10,696   | \$5,046  | \$17,529                           |
| The Dog Stop Boardman       | 2019      | 9985       | \$756,978     | \$19,482           | \$108,162    | \$37,830  | \$400,713           | \$19,152 | \$45,867    | \$15,289   | \$5,446  | \$105,037                          |
| Dog Stop of Metairie, LLC   | 2019      | 10000      | \$1,154,322   | \$63,728           | \$172,227    | \$40,763  | \$519,897           | \$37,322 | \$85,575    | \$23,086   | \$5,446  | \$206,277                          |
| Bark Public House           | 2019      | 5640       | \$1,446,164   | \$34,510           | \$236,392    | \$35,508  | \$671,741           | \$37,670 | \$65,285    | \$28,937   | \$5,046  | \$321,076                          |
| The Dog Stop Richmond       | 2020      | 8493       | \$577,684     | \$23,290           | \$176,951    | \$13,281  | \$252,110           | \$22,330 | \$34,221    | \$11,407   | \$5,046  | \$39,047                           |
| The Dog Stop Pensacola      | 2020      | 10400      | \$717,914     | \$36,802           | \$128,406    | \$38,197  | \$357,483           | \$19,636 | \$42,533    | \$15,210   | \$5,600  | \$74,046                           |
| The Dog Stop Brunswick      | 2020      | 4470       | \$378,602     | \$10,000           | \$67,802     | \$13,447  | \$137,678           | \$4,605  | \$23,638    | \$7,879    | \$5,546  | \$108,007                          |
| The Dog Stop Deerfield      | 2021      | 14009      | \$2,599,757   | \$34,375           | \$387,937    | \$66,822  | \$1,207,931         | \$43,077 | \$145,543   | \$39,246   | \$5,046  | \$669,780                          |
| The Dog Stop Franklinton    | 2022      | 9600       | \$719,495     | \$4,228            | \$105,600    | \$21,996  | \$407,474           | \$15,478 | \$43,480    | \$14,493   | \$5,246  | \$101,500                          |
| The Dog Stop Carnegie       | 2022      | 5470       | \$550,719     | \$11,998           | \$81,563     | \$25,613  | \$296,274           | \$17,549 | \$28,118    | \$11,247   | \$5,046  | \$73,312                           |
| The Dog Stop Bothell        | 2022      | 6035       | \$828,159     | \$33,994           | \$253,163    | \$18,168  | \$316,943           | \$21,531 | \$48,643    | \$16,344   | \$5,046  | \$114,328                          |
| The Dog Stop Kenner         | 2023      | 12664      | \$955,534     | \$69,647           | \$159,844    | \$39,155  | \$410,528           | \$22,879 | \$63,936    | \$19,111   | \$5,046  | \$165,388                          |
| The Dog Stop Allison Park   | 2023      | 10855      | \$791,644     | \$53,758           | \$124,200    | \$29,753  | \$382,657           | \$21,740 | \$48,040    | \$16,013   | \$5,446  | \$110,036                          |
| The Dog Stop Centreville    | 2023      | 8594       | \$831,115     | \$29,012           | \$176,871    | \$28,829  | \$488,616           | \$23,178 | \$49,978    | \$16,659   | \$5,446  | \$12,527                           |
| The Dog Stop Argyle         | 2023      | 7900       | \$936,373     | \$15,050           | \$185,979    | \$29,371  | \$484,647           | \$33,413 | \$56,800    | \$18,933   | \$5,446  | \$106,734                          |
| AVG:                        | 2019      | 8890       | \$917,252     | \$35,717           | \$142,118    | \$30,577  | \$445,965           | \$26,024 | \$53,911    | \$16,640   | \$5,169  | \$160,713                          |



Sorted by Size of Store

| Store Name                  | Year Open | Sq Footage | Gross Revenue | Cost of Goods Sold | Rent Expense | Utilities | Labor & Payroll Tax | Supplies | Royalty Fee | Brand Fund | Tech Fee | Net Revenue less selected expenses |
|-----------------------------|-----------|------------|---------------|--------------------|--------------|-----------|---------------------|----------|-------------|------------|----------|------------------------------------|
| The Dog Stop Brunswick      | 2020      | 4470       | \$378,602     | \$10,000           | \$67,802     | \$13,447  | \$137,678           | \$4,605  | \$23,638    | \$7,879    | \$5,546  | \$108,007                          |
| The Dog Stop Trussville     | 2018      | 5000       | \$800,475     | \$17,977           | \$41,084     | \$35,908  | \$515,025           | \$45,734 | \$39,184    | \$15,674   | \$5,046  | \$84,844                           |
| The Dog Stop Carnegie       | 2022      | 5470       | \$550,719     | \$11,998           | \$81,563     | \$25,613  | \$296,274           | \$17,549 | \$28,118    | \$11,247   | \$5,046  | \$73,312                           |
| Bark Public House           | 2019      | 5640       | \$1,446,164   | \$34,510           | \$236,392    | \$35,508  | \$671,741           | \$37,670 | \$65,285    | \$28,937   | \$5,046  | \$321,076                          |
| The Dog Stop Bothell        | 2022      | 6035       | \$828,159     | \$33,994           | \$253,163    | \$18,168  | \$316,943           | \$21,531 | \$48,643    | \$16,344   | \$5,046  | \$114,328                          |
| The Dog Stop Stuart         | 2019      | 6600       | \$539,141     | \$42,593           | \$142,179    | \$24,560  | \$239,230           | \$25,218 | \$32,089    | \$10,696   | \$5,046  | \$17,529                           |
| The Dog Stop Argyle         | 2023      | 7900       | \$936,373     | \$15,050           | \$185,979    | \$29,371  | \$484,647           | \$33,413 | \$56,800    | \$18,933   | \$5,446  | \$106,734                          |
| The Dog Stop of Middletown  | 2018      | 8000       | \$914,036     | \$2,566            | \$104,540    | \$27,540  | \$474,477           | \$23,643 | \$47,707    | \$16,097   | \$5,046  | \$212,421                          |
| Dog Stop USC                | 2018      | 8055       | \$1,127,580   | \$9,672            | \$68,042     | \$36,527  | \$477,843           | \$24,305 | \$78,347    | \$14,042   | \$3,146  | \$415,655                          |
| The Dog Stop Richmond       | 2020      | 8493       | \$577,684     | \$23,290           | \$176,951    | \$13,281  | \$252,110           | \$22,330 | \$34,221    | \$11,407   | \$5,046  | \$39,047                           |
| The Dog Stop Centreville    | 2023      | 8594       | \$831,115     | \$29,012           | \$176,871    | \$28,829  | \$488,616           | \$23,178 | \$49,978    | \$16,659   | \$5,446  | \$12,527                           |
| The Dog Stop South Hills    | 2011      | 9200       | \$913,879     | \$75,200           | \$84,405     | \$35,731  | \$494,340           | \$23,858 | \$54,980    | \$18,327   | \$5,446  | \$121,591                          |
| The Dog Stop Franklinton    | 2022      | 9600       | \$719,495     | \$4,228            | \$105,600    | \$21,996  | \$407,474           | \$15,478 | \$43,480    | \$14,493   | \$5,246  | \$101,500                          |
| The Dog Stop Pinhook        | 2015      | 9605       | \$1,193,675   | \$111,221          | \$87,752     | \$15,613  | \$568,160           | \$48,193 | \$51,567    | \$11,691   | \$5,046  | \$294,432                          |
| The Dog Stop Strip District | 2013      | 9765       | \$919,590     | \$53,584           | \$189,050    | \$28,888  | \$428,849           | \$28,306 | \$54,783    | \$18,261   | \$5,446  | \$112,423                          |
| The Dog Stop Wexford        | 2015      | 9819       | \$794,247     | \$16,512           | \$152,195    | \$18,516  | \$427,868           | \$22,415 | \$48,254    | \$16,085   | \$5,446  | \$86,958                           |
| The Dog Stop Boardman       | 2019      | 9985       | \$756,978     | \$19,482           | \$108,162    | \$37,830  | \$400,713           | \$19,152 | \$45,867    | \$15,289   | \$5,446  | \$105,037                          |
| Dog Stop of Metairie, LLC   | 2019      | 10000      | \$1,154,322   | \$63,728           | \$172,227    | \$40,763  | \$519,897           | \$37,322 | \$85,575    | \$23,086   | \$5,446  | \$206,277                          |
| The Dog Stop Pensacola      | 2020      | 10400      | \$717,914     | \$36,802           | \$128,406    | \$38,197  | \$357,483           | \$19,636 | \$42,533    | \$15,210   | \$5,600  | \$74,046                           |
| The Dog Stop Allison Park   | 2023      | 10855      | \$791,644     | \$53,758           | \$124,200    | \$29,753  | \$382,657           | \$21,740 | \$48,040    | \$16,013   | \$5,446  | \$110,036                          |
| The Dog Stop Monroeville    | 2014      | 11500      | \$845,929     | \$51,872           | \$119,430    | \$38,358  | \$373,379           | \$24,008 | \$60,769    | \$9,798    | \$5,046  | \$163,271                          |
| The Dog Stop East End       | 2009      | 11700      | \$721,034     | \$36,139           | \$57,067     | \$33,466  | \$369,303           | \$19,343 | \$44,533    | \$14,844   | \$5,446  | \$140,894                          |
| The Dog Stop Kenner         | 2023      | 12664      | \$955,534     | \$69,647           | \$159,844    | \$39,155  | \$410,528           | \$22,879 | \$63,936    | \$19,111   | \$5,046  | \$165,388                          |
| The Dog Stop Deerfield      | 2021      | 14009      | \$2,599,757   | \$34,375           | \$387,937    | \$66,822  | \$1,207,931         | \$43,077 | \$145,543   | \$39,246   | \$5,046  | \$669,780                          |



Sorted by Gross Revenue

| Store Name                  | Year Open | Sq Footage | Gross Revenue | Cost of Goods Sold | Rent Expense | Utilities | Labor & Payroll Tax | Supplies | Royalty Fee | Brand Fund | Tech Fee | Net Revenue less selected expenses |
|-----------------------------|-----------|------------|---------------|--------------------|--------------|-----------|---------------------|----------|-------------|------------|----------|------------------------------------|
| The Dog Stop Deerfield      | 2021      | 14009      | \$2,599,757   | \$34,375           | \$387,937    | \$66,822  | \$1,207,931         | \$43,077 | \$145,543   | \$39,246   | \$5,046  | \$669,780                          |
| Bark Public House           | 2019      | 5640       | \$1,446,164   | \$34,510           | \$236,392    | \$35,508  | \$671,741           | \$37,670 | \$65,285    | \$28,937   | \$5,046  | \$321,076                          |
| The Dog Stop Pinhook        | 2015      | 9605       | \$1,193,675   | \$111,221          | \$87,752     | \$15,613  | \$568,160           | \$48,193 | \$51,567    | \$11,691   | \$5,046  | \$294,432                          |
| Dog Stop of Metairie, LLC   | 2019      | 10000      | \$1,154,322   | \$63,728           | \$172,227    | \$40,763  | \$519,897           | \$37,322 | \$85,575    | \$23,086   | \$5,446  | \$206,277                          |
| Dog Stop USC                | 2018      | 8055       | \$1,127,580   | \$9,672            | \$68,042     | \$36,527  | \$477,843           | \$24,305 | \$78,347    | \$14,042   | \$3,146  | \$415,655                          |
| The Dog Stop Kenner         | 2023      | 12664      | \$955,534     | \$69,647           | \$159,844    | \$39,155  | \$410,528           | \$22,879 | \$63,936    | \$19,111   | \$5,046  | \$165,388                          |
| The Dog Stop Argyle         | 2023      | 7900       | \$936,373     | \$15,050           | \$185,979    | \$29,371  | \$484,647           | \$33,413 | \$56,800    | \$18,933   | \$5,446  | \$106,734                          |
| The Dog Stop Strip District | 2013      | 9765       | \$919,590     | \$53,584           | \$189,050    | \$28,888  | \$428,849           | \$28,306 | \$54,783    | \$18,261   | \$5,446  | \$112,423                          |
| The Dog Stop of Middletown  | 2018      | 8000       | \$914,036     | \$2,566            | \$104,540    | \$27,540  | \$474,477           | \$23,643 | \$47,707    | \$16,097   | \$5,046  | \$212,421                          |
| The Dog Stop South Hills    | 2011      | 9200       | \$913,879     | \$75,200           | \$84,405     | \$35,731  | \$494,340           | \$23,858 | \$54,980    | \$18,327   | \$5,446  | \$121,591                          |
| The Dog Stop Monroeville    | 2014      | 11500      | \$845,929     | \$51,872           | \$119,430    | \$38,358  | \$373,379           | \$24,008 | \$60,769    | \$9,798    | \$5,046  | \$163,271                          |
| The Dog Stop Centreville    | 2023      | 8594       | \$831,115     | \$29,012           | \$176,871    | \$28,829  | \$488,616           | \$23,178 | \$49,978    | \$16,659   | \$5,446  | \$12,527                           |
| The Dog Stop Bothell        | 2022      | 6035       | \$828,159     | \$33,994           | \$253,163    | \$18,168  | \$316,943           | \$21,531 | \$48,643    | \$16,344   | \$5,046  | \$114,328                          |
| The Dog Stop Trussville     | 2018      | 5000       | \$800,475     | \$17,977           | \$41,084     | \$35,908  | \$515,025           | \$45,734 | \$39,184    | \$15,674   | \$5,046  | \$84,844                           |
| The Dog Stop Wexford        | 2015      | 9819       | \$794,247     | \$16,512           | \$152,195    | \$18,516  | \$427,868           | \$22,415 | \$48,254    | \$16,085   | \$5,446  | \$86,958                           |
| The Dog Stop Allison Park   | 2023      | 10855      | \$791,644     | \$53,758           | \$124,200    | \$29,753  | \$382,657           | \$21,740 | \$48,040    | \$16,013   | \$5,446  | \$110,036                          |
| The Dog Stop Boardman       | 2019      | 9985       | \$756,978     | \$19,482           | \$108,162    | \$37,830  | \$400,713           | \$19,152 | \$45,867    | \$15,289   | \$5,446  | \$105,037                          |
| The Dog Stop East End       | 2009      | 11700      | \$721,034     | \$36,139           | \$57,067     | \$33,466  | \$369,303           | \$19,343 | \$44,533    | \$14,844   | \$5,446  | \$140,894                          |
| The Dog Stop Franklinton    | 2022      | 9600       | \$719,495     | \$4,228            | \$105,600    | \$21,996  | \$407,474           | \$15,478 | \$43,480    | \$14,493   | \$5,246  | \$101,500                          |
| The Dog Stop Pensacola      | 2020      | 10400      | \$717,914     | \$36,802           | \$128,406    | \$38,197  | \$357,483           | \$19,636 | \$42,533    | \$15,210   | \$5,600  | \$74,046                           |
| The Dog Stop Richmond       | 2020      | 8493       | \$577,684     | \$23,290           | \$176,951    | \$13,281  | \$252,110           | \$22,330 | \$34,221    | \$11,407   | \$5,046  | \$39,047                           |
| The Dog Stop Carnegie       | 2022      | 5470       | \$550,719     | \$11,998           | \$81,563     | \$25,613  | \$296,274           | \$17,549 | \$28,118    | \$11,247   | \$5,046  | \$73,312                           |
| The Dog Stop Stuart         | 2019      | 6600       | \$539,141     | \$42,593           | \$142,179    | \$24,560  | \$239,230           | \$25,218 | \$32,089    | \$10,696   | \$5,046  | \$17,529                           |
| The Dog Stop Brunswick      | 2020      | 4470       | \$378,602     | \$10,000           | \$67,802     | \$13,447  | \$137,678           | \$4,605  | \$23,638    | \$7,879    | \$5,546  | \$108,007                          |



Sorted by Net Revenue Less Selected Expenses

| Store Name                  | Year Open | Sq Footage | Gross Revenue | Cost of Goods Sold | Rent Expense | Utilities | Labor & Payroll Tax | Supplies | Royalty Fee | Brand Fund | Tech Fee | Net Revenue less selected expenses |
|-----------------------------|-----------|------------|---------------|--------------------|--------------|-----------|---------------------|----------|-------------|------------|----------|------------------------------------|
| The Dog Stop Deerfield      | 2021      | 14009      | \$2,599,757   | \$34,375           | \$387,937    | \$66,822  | \$1,207,931         | \$43,077 | \$145,543   | \$39,246   | \$5,046  | \$669,780                          |
| Dog Stop USC                | 2018      | 8055       | \$1,127,580   | \$9,672            | \$68,042     | \$36,527  | \$477,843           | \$24,305 | \$78,347    | \$14,042   | \$3,146  | \$415,655                          |
| Bark Public House           | 2019      | 5640       | \$1,446,164   | \$34,510           | \$236,392    | \$35,508  | \$671,741           | \$37,670 | \$65,285    | \$28,937   | \$5,046  | \$321,076                          |
| The Dog Stop Pinhook        | 2015      | 9605       | \$1,193,675   | \$111,221          | \$87,752     | \$15,613  | \$568,160           | \$48,193 | \$51,567    | \$11,691   | \$5,046  | \$294,432                          |
| The Dog Stop of Middletown  | 2018      | 8000       | \$914,036     | \$2,566            | \$104,540    | \$27,540  | \$474,477           | \$23,643 | \$47,707    | \$16,097   | \$5,046  | \$212,421                          |
| Dog Stop of Metairie, LLC   | 2019      | 10000      | \$1,154,322   | \$63,728           | \$172,227    | \$40,763  | \$519,897           | \$37,322 | \$85,575    | \$23,086   | \$5,446  | \$206,277                          |
| The Dog Stop Kenner         | 2023      | 12664      | \$955,534     | \$69,647           | \$159,844    | \$39,155  | \$410,528           | \$22,879 | \$63,936    | \$19,111   | \$5,046  | \$165,388                          |
| The Dog Stop Monroeville    | 2014      | 11500      | \$845,929     | \$51,872           | \$119,430    | \$38,358  | \$373,379           | \$24,008 | \$60,769    | \$9,798    | \$5,046  | \$163,271                          |
| The Dog Stop East End       | 2009      | 11700      | \$721,034     | \$36,139           | \$57,067     | \$33,466  | \$369,303           | \$19,343 | \$44,533    | \$14,844   | \$5,446  | \$140,894                          |
| The Dog Stop South Hills    | 2011      | 9200       | \$913,879     | \$75,200           | \$84,405     | \$35,731  | \$494,340           | \$23,858 | \$54,980    | \$18,327   | \$5,446  | \$121,591                          |
| The Dog Stop Bothell        | 2022      | 6035       | \$828,159     | \$33,994           | \$253,163    | \$18,168  | \$316,943           | \$21,531 | \$48,643    | \$16,344   | \$5,046  | \$114,328                          |
| The Dog Stop Strip District | 2013      | 9765       | \$919,590     | \$53,584           | \$189,050    | \$28,888  | \$428,849           | \$28,306 | \$54,783    | \$18,261   | \$5,446  | \$112,423                          |
| The Dog Stop Allison Park   | 2023      | 10855      | \$791,644     | \$53,758           | \$124,200    | \$29,753  | \$382,657           | \$21,740 | \$48,040    | \$16,013   | \$5,446  | \$110,036                          |
| The Dog Stop Brunswick      | 2020      | 4470       | \$378,602     | \$10,000           | \$67,802     | \$13,447  | \$137,678           | \$4,605  | \$23,638    | \$7,879    | \$5,546  | \$108,007                          |
| The Dog Stop Argyle         | 2023      | 7900       | \$936,373     | \$15,050           | \$185,979    | \$29,371  | \$484,647           | \$33,413 | \$56,800    | \$18,933   | \$5,446  | \$106,734                          |
| The Dog Stop Boardman       | 2019      | 9985       | \$756,978     | \$19,482           | \$108,162    | \$37,830  | \$400,713           | \$19,152 | \$45,867    | \$15,289   | \$5,446  | \$105,037                          |
| The Dog Stop Franklinton    | 2022      | 9600       | \$719,495     | \$4,228            | \$105,600    | \$21,996  | \$407,474           | \$15,478 | \$43,480    | \$14,493   | \$5,246  | \$101,500                          |
| The Dog Stop Wexford        | 2015      | 9819       | \$794,247     | \$16,512           | \$152,195    | \$18,516  | \$427,868           | \$22,415 | \$48,254    | \$16,085   | \$5,446  | \$86,958                           |
| The Dog Stop Trussville     | 2018      | 5000       | \$800,475     | \$17,977           | \$41,084     | \$35,908  | \$515,025           | \$45,734 | \$39,184    | \$15,674   | \$5,046  | \$84,844                           |
| The Dog Stop Pensacola      | 2020      | 10400      | \$717,914     | \$36,802           | \$128,406    | \$38,197  | \$357,483           | \$19,636 | \$42,533    | \$15,210   | \$5,600  | \$74,046                           |
| The Dog Stop Carnegie       | 2022      | 5470       | \$550,719     | \$11,998           | \$81,563     | \$25,613  | \$296,274           | \$17,549 | \$28,118    | \$11,247   | \$5,046  | \$73,312                           |
| The Dog Stop Richmond       | 2020      | 8493       | \$577,684     | \$23,290           | \$176,951    | \$13,281  | \$252,110           | \$22,330 | \$34,221    | \$11,407   | \$5,046  | \$39,047                           |
| The Dog Stop Stuart         | 2019      | 6600       | \$539,141     | \$42,593           | \$142,179    | \$24,560  | \$239,230           | \$25,218 | \$32,089    | \$10,696   | \$5,046  | \$17,529                           |
| The Dog Stop Centreville    | 2023      | 8594       | \$831,115     | \$29,012           | \$176,871    | \$28,829  | \$488,616           | \$23,178 | \$49,978    | \$16,659   | \$5,446  | \$12,527                           |



| <b>Top Franchisee Quartile:</b> | <b>Year Open</b> | <b>Sq Footage</b> | <b>Gross Revenue</b> | <b>Cost of Goods Sold</b> | <b>Rent Expense</b> | <b>Utilities</b> | <b>Labor &amp; Payroll Tax</b> | <b>Supplies</b> | <b>Royalty Fee</b> | <b>Brand Fund</b> | <b>Tech Fee</b> | <b>Net Revenue less selected expenses</b> |
|---------------------------------|------------------|-------------------|----------------------|---------------------------|---------------------|------------------|--------------------------------|-----------------|--------------------|-------------------|-----------------|---|
| The Dog Stop Deerfield          | 2021             | 14009             | \$2,599,757          | \$34,375                  | \$387,937           | \$66,822         | \$1,207,931                    | \$43,077        | \$145,543          | \$39,246          | \$5,046         | \$669,780                                 |
| Dog Stop USC                    | 2018             | 8055              | \$1,127,580          | \$9,672                   | \$68,042            | \$36,527         | \$477,843                      | \$24,305        | \$78,347           | \$14,042          | \$3,146         | \$415,655                                 |
| Bark Public House               | 2019             | 5640              | \$1,446,164          | \$34,510                  | \$236,392           | \$35,508         | \$671,741                      | \$37,670        | \$65,285           | \$28,937          | \$5,046         | \$321,076                                 |
| The Dog Stop Pinhook            | 2015             | 9605              | \$1,193,675          | \$111,221                 | \$87,752            | \$15,613         | \$568,160                      | \$48,193        | \$51,567           | \$11,691          | \$5,046         | \$294,432                                 |
| The Dog Stop Middletown         | 2018             | 8000              | \$914,036            | \$2,566                   | \$104,540           | \$27,540         | \$474,477                      | \$23,643        | \$47,707           | \$16,097          | \$5,046         | \$212,421                                 |
| The Dog Stop Metairie           | 2019             | 10000             | \$1,154,322          | \$63,728                  | \$172,227           | \$40,763         | \$519,897                      | \$37,322        | \$85,575           | \$23,086          | \$5,446         | \$206,277                                 |
| AVG:                            | 2018             | 9218              | \$1,405,922          | \$42,679                  | \$176,148           | \$37,129         | \$653,341                      | \$35,702        | \$79,004           | \$22,183          | \$4,796         | \$353,273                                 |

| <b>Second Franchisee Quartile:</b> | <b>Year Open</b> | <b>Sq Footage</b> | <b>Gross Revenue</b> | <b>Cost of Goods Sold</b> | <b>Rent Expense</b> | <b>Utilities</b> | <b>Labor &amp; Payroll Tax</b> | <b>Supplies</b> | <b>Royalty Fee</b> | <b>Brand Fund</b> | <b>Techno logy Fee</b> | <b>Net Revenue less selected expenses</b> |
|------------------------------------|------------------|-------------------|----------------------|---------------------------|---------------------|------------------|--------------------------------|-----------------|--------------------|-------------------|------------------------|---|
| The Dog Stop Kenner                | 2023             | 12664             | \$955,534            | \$69,647                  | \$159,844           | \$39,155         | \$410,528                      | \$22,879        | \$63,936           | \$19,111          | \$5,046                | \$165,388                                 |
| The Dog Stop Monroeville           | 2014             | 11500             | \$845,929            | \$51,872                  | \$119,430           | \$38,358         | \$373,379                      | \$24,008        | \$60,769           | \$9,798           | \$5,046                | \$163,271                                 |
| The Dog Stop Bothell               | 2022             | 6035              | \$828,159            | \$33,994                  | \$253,163           | \$18,168         | \$316,943                      | \$21,531        | \$48,643           | \$16,344          | \$5,046                | \$114,328                                 |
| The Dog Stop Brunswick             | 2020             | 4470              | \$378,602            | \$10,000                  | \$67,802            | \$13,447         | \$137,678                      | \$4,605         | \$23,638           | \$7,879           | \$5,546                | \$108,007                                 |
| The Dog Stop Argyle                | 2023             | 7900              | \$936,373            | \$15,050                  | \$185,979           | \$29,371         | \$484,647                      | \$33,413        | \$56,800           | \$18,933          | \$5,446                | \$106,734                                 |
| The Dog Stop Franklinton           | 2022             | 9600              | \$719,495            | \$4,228                   | \$105,600           | \$21,996         | \$407,474                      | \$15,478        | \$43,480           | \$14,493          | \$5,246                | \$101,500                                 |
| AVG:                               | 2021             | 8695              | \$777,349            | \$30,798                  | \$148,636           | \$26,749         | \$355,108                      | \$20,319        | \$49,544           | \$14,426          | \$5,229                | \$126,538                                 |

| <b>Bottom Franchisee Quartile:</b> | <b>Year Open</b> | <b>Sq Footage</b> | <b>Gross Revenue</b> | <b>Cost of Goods Sold</b> | <b>Rent Expense</b> | <b>Utilities</b> | <b>Labor &amp; Payroll Tax</b> | <b>Supplies</b> | <b>Royalty Fee</b> | <b>Brand Fund</b> | <b>Techno logy Fee</b> | <b>Net Revenue less selected expenses</b> |
|------------------------------------|------------------|-------------------|----------------------|---------------------------|---------------------|------------------|--------------------------------|-----------------|--------------------|-------------------|------------------------|---|
| The Dog Stop Trussville            | 2018             | 5000              | \$800,475            | \$17,977                  | \$41,084            | \$35,908         | \$515,025                      | \$45,734        | \$39,184           | \$15,674          | \$5,046                | \$84,844                                  |
| The Dog Stop Pensacola             | 2020             | 10400             | \$717,914            | \$36,802                  | \$128,406           | \$38,197         | \$357,483                      | \$19,636        | \$42,533           | \$15,210          | \$5,600                | \$74,046                                  |
| The Dog Stop Carnegie              | 2022             | 5470              | \$550,719            | \$11,998                  | \$81,563            | \$25,613         | \$296,274                      | \$17,549        | \$28,118           | \$11,247          | \$5,046                | \$73,312                                  |
| The Dog Stop Richmond              | 2020             | 8493              | \$577,684            | \$23,290                  | \$176,951           | \$13,281         | \$252,110                      | \$22,330        | \$34,221           | \$11,407          | \$5,046                | \$39,047                                  |
| The Dog Stop Stuart                | 2019             | 6600              | \$539,141            | \$42,593                  | \$142,179           | \$24,560         | \$239,230                      | \$25,218        | \$32,089           | \$10,696          | \$5,046                | \$17,529                                  |
| The Dog Stop Centreville           | 2023             | 8594              | \$831,115            | \$29,012                  | \$176,871           | \$28,829         | \$488,616                      | \$23,178        | \$49,978           | \$16,659          | \$5,446                | \$12,527                                  |
| AVG:                               | 2020             | 7426              | \$669,508            | \$26,945                  | \$124,509           | \$27,731         | \$358,123                      | \$25,608        | \$37,687           | \$13,482          | \$5,205                | \$50,218                                  |



| Affiliate (Company Owned)<br>Locations: | Year<br>Open | Sq<br>Footage | Gross<br>Revenue | Cost of<br>Goods<br>Sold | Rent<br>Expense | Utilities | Labor &<br>Payroll<br>Tax | Supplies | Royalty<br>Fee | Brand<br>Fund | Techno<br>logy<br>Fee | Net<br>Revenue<br>less selected<br>expenses |
|---|--------------|---------------|------------------|--------------------------|-----------------|-----------|---------------------------|----------|----------------|---------------|-----------------------|---|
| The Dog Stop East End                   | 2009         | 11700         | \$721,034        | \$36,139                 | \$57,067        | \$33,466  | \$369,303                 | \$19,343 | \$44,533       | \$14,844      | \$5,446               | \$140,894                                   |
| The Dog Stop South Hills                | 2011         | 9200          | \$913,879        | \$75,200                 | \$84,405        | \$35,731  | \$494,340                 | \$23,858 | \$54,980       | \$18,327      | \$5,446               | \$121,591                                   |
| The Dog Stop Strip District             | 2013         | 9765          | \$919,590        | \$53,584                 | \$189,050       | \$28,888  | \$428,849                 | \$28,306 | \$54,783       | \$18,261      | \$5,446               | \$112,423                                   |
| The Dog Stop Allison Park               | 2023         | 10855         | \$791,644        | \$53,758                 | \$124,200       | \$29,753  | \$382,657                 | \$21,740 | \$48,040       | \$16,013      | \$5,446               | \$110,036                                   |
| The Dog Stop Boardman                   | 2019         | 9985          | \$756,978        | \$19,482                 | \$108,162       | \$37,830  | \$400,713                 | \$19,152 | \$45,867       | \$15,289      | \$5,446               | \$105,037                                   |
| The Dog Stop Wexford                    | 2015         | 9819          | \$794,247        | \$16,512                 | \$152,195       | \$18,516  | \$427,868                 | \$22,415 | \$48,254       | \$16,085      | \$5,446               | \$86,958                                    |
| AVG:                                    | 2015         | 10221         | \$816,229        | \$42,446                 | \$119,180       | \$30,697  | \$417,288                 | \$22,469 | \$49,410       | \$16,470      | \$5,446               | \$112,823                                   |



Notes:

1. “Sales” refers to the total revenues you receive from all goods, products, and services sold at, from, or through the TDS Business, as well as any other income, revenue, or consideration related to the TDS Business, regardless of whether these are paid in cash or credit, and irrespective of collection in the case of credit. This also includes any proceeds from business interruption insurance. However, this does not include (a) any sales taxes or other taxes collected from customers and subsequently paid directly to the appropriate taxing authority, or (b) any bona fide refunds made to customers.
2. “Payroll” includes wages, taxes and payroll fees, and may include owner compensation.
3. “Occupancy Costs” include rent, utilities and associated taxes, supplies and similar expenses.
4. The financial performance representations in the Tables above do not reflect certain operating and non-operating costs and expenses that must be deducted from the Gross Sales figures to obtain your net income or profit.

Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request. The information presented above has not been audited.

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

Other than the preceding financial performance representation, The Dog Stop Franchising, LLC does not make any financial performance 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 Jesse Coslov at 1632 William Flinn Highway, Pittsburgh, Pennsylvania 15222 and 888-635-3935, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

Table No. 1

System-wide Outlet Summary  
For Years 2022 - 2024

| Outlet Type | Year | Outlets at the Start of the Year | Outlets at the End of the Year | Net Change |
|-------------|------|----------------------------------|--------------------------------|------------|
| Franchised  | 2022 | 17                               | 18                             | +1         |
|             | 2023 | 18                               | 19                             | +1         |
|             | 2024 | 19                               | 31                             | +12        |

