

Sublease		
Provision	Section in Sublease	Summary
n. Franchisor's right of first refusal to acquire franchisee's business	Not Applicable	The Sublease does not contain this provision.
o. Franchisor's option to purchase franchisee's business	Not Applicable	The Sublease does not contain this provision.
p. Death or disability of franchisee	Not Applicable	The Sublease does not contain this provision.
q. Non-competition covenants during the term of the franchise	Not Applicable	The Sublease does not contain this provision.
r. Non-competition covenants after the franchise is terminated or expires	Not Applicable	The Sublease does not contain this provision.
s. Modification of the agreement	Not Applicable	The Sublease does not contain this provision.
t. Integration/merger clause	Not Applicable	The Sublease does not contain this provision.
u. Dispute resolution by arbitration or mediation	Not Applicable	The Sublease does not contain this provision.
v. Choice of forum	Not Applicable	The Sublease does not contain this provision.
w. Choice of law	Not Applicable	The Sublease does not contain this provision.

ITEM 18
PUBLIC FIGURES

Supercuts does not use any public figure to promote its 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.

Fiscal Year 2024-2025							
	Total Franchised Salon Count	Average Gross Sales	Median Gross Sales	Max Gross Sales	Min Gross Sales	Number of Franchised Salons Exceeding Average Gross Sales	Percentage of Franchised Salons Exceeding Average Gross Sales
Top	553	\$478,554	\$438,149	\$1,199,963	\$356,437	210	37.97%
Mid	554	\$300,051	\$297,217	\$356,384	\$250,731	263	47.47%
Bottom	554	\$188,594	\$195,944	\$250,421	\$35,691	305	55.05%
TOTALS	1661	\$322,306⁽¹⁾	\$297,216	\$1,199,963	\$35,691	716	43.11%⁽¹⁾

(1) This is an average of the numbers presented in the table.

This table states the historic Average, Median, and High/Low Salon Gross Sales Information for the Fiscal-Year Period from July 1, 2024, through June 30, 2025, for franchised Supercuts Salons that were open during that period (“Fiscal Year 2024-2025”) and located throughout the United States as shown in Item 20 of this Disclosure Document. There were 1,701 franchised outlets during the period from July 1, 2024, through June 30, 2025. The data includes only those salons that reported sales in each month of the 12-month period July 1, 2024, through June 30, 2025. There were 1,661 franchised outlets open during the period from July 1, 2024, through June 30, 2025. There were 40 franchised outlets that did not report sales in each month of and were not open during the 12-month period July 1, 2024, through June 30, 2025. “Gross Sales” includes all cash and charge sales of every kind and nature made at or from your Salon, less all sales, use, gross receipt, and other similar taxes added to the sales price and collected from the customer and less any bona fide refunds.

The products and services offered by each franchised Salon included in this financial performance representation are essentially the same, and the franchised Salons whose Gross Sales information appear in this financial performance representation are substantially similar to the franchises that we currently offer in all states. These Salons receive substantially the same services from us.

This financial performance representation does not reflect the cost of sales, operating expenses, or other costs or expenses that must be deducted from gross revenue or gross sales figures to obtain your net income or profit. You should independently investigate the costs and expenses you will incur in operating your Supercuts Salon. Franchisees or former franchisees, listed in the disclosure document, may be one source of this information.

Some Supercuts Salons have sold this amount. Your individual results may differ. There is no assurance that you will sell as much.

Written substantiation of the information in this financial performance representation will be made available to you at Supercuts’ offices upon reasonable request.