

Provision	Section in Franchise or Other Agreement	Summary
the franchise is terminated or expires		termination and within 50 miles of the Designated Area as described in your franchise agreement and any subsequent addendums, subject to state law.
s. Modification of the agreement	XXVII	No modifications except by written agreement signed by both us and you, but we may change the Confidential Manuals.
t. Integration/merger clause	XXVII	Only the terms of the franchise agreement are binding (subject to state law). Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	XXII	There is no requirement to mediate. We and you must arbitrate all disputes in the city where our then current principal business address is located (currently, Omaha, Nebraska) (subject to state law)
v. Choice of forum	XXXI	Nebraska laws apply (subject to state law)
w. Choice of law	XXIX	Nebraska laws apply (subject to state law)

ITEM 18

PUBLIC FIGURES

We do not currently use any public figures 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.

Below, we include tables containing certain historical Gross Sales data for NPI Franchised Businesses during the 12-month period beginning on January 1, 2025 and ending December 31, 2025 (the “Reporting Period”). Table 1 presents Gross Sales data on a per-outlet basis for 152 NPI Franchised Businesses that operated within a single Designated Area, each under a separate franchise agreement, and for which Gross Sales were reported separately for that NPI Franchised Business. Table 2 presents Gross Sales data on a consolidated per-franchisee basis for 8 franchisees that operated a total of 19 NPI Franchised Businesses under separate franchise agreements, because each of those franchisees provided us with only one monthly consolidated Gross Sales report covering all of that franchisee’s NPI Franchised Businesses. Accordingly, each franchisee included in Table 2 is treated as one data point, and the average, median, low, high, and “Number and % Attaining or



Exceeding Average” figures in Table 2 are calculated using the 8 franchisees, not the 19 NPI Franchised Businesses. The figures in Table 2 are not per-outlet figures and are not directly comparable to the per-outlet figures in Table 1.

All NPI Franchised Businesses included in Table 1 were open and operating for the full Reporting Period and reported Gross Sales separately for that NPI Franchised Business for the Reporting Period. All NPI Franchised Businesses included in Table 2 were open and operating for the full Reporting Period, and the franchisee reported consolidated Gross Sales for all of its NPI Franchised Businesses for the Reporting Period.

We did not include 37 NPI Franchised Businesses, consisting of: (a) 14 NPI Franchised Businesses that signed a franchise agreement and opened during the Reporting Period; (b) 3 NPI Franchised Businesses that were given a ramp-up period and did not record Gross Sales or pay royalties; (c) 13 NPI Franchised Businesses that ceased to operate during the Reporting Period, consisting of 6 terminations, 6 non-renewals, and 1 that ceased operations for other reasons; and (d) 7 NPI Franchised Businesses operated by 7 franchisees that did not submit Gross Sales reports to us for all months in the Reporting Period.

**TABLE 1
AVERAGE ANNUAL GROSS SALES OF NPI FRANCHISED BUSINESSES
THAT OPERATE A SINGLE DESIGNATED AREA DURING THE REPORTING PERIOD**

NPI Franchised Businesses	Average Annual Gross Sales	Number of NPI Franchised Businesses	Number and % Attaining or Exceeding Average	Median Annual Gross Sales	Low and High Annual Gross Sales
All NPI Franchised Businesses	\$132,622	152	47 or 31%	\$90,468	\$8,925 - \$1,226,028
Top 10% of NPI Franchised Businesses	\$494,629	15	4 or 27%	\$447,428	\$294,412 - \$1,226,028
Top 30% of NPI Franchised Businesses	\$285,093	46	17 or 37%	\$209,320	\$135,700 - \$1,226,028
Top 50% of NPI Franchised Businesses	\$215,608	76	23 or 30%	\$146,800	\$91,798 - \$1,226,028
Bottom 50% of all NPI Franchised Businesses	\$49,636	76	33 or 43%	\$44,724	\$8,925 - \$89,138
Bottom 30% of all NPI Franchised Businesses	\$41,249	46	28 or 61%	\$40,045	\$8,925 - \$77,078
Bottom 10% of NPI Franchised Businesses	\$20,415	15	8 or 53%	\$25,675	\$8,925 - \$27,450

Notes to Table 1

- The number of NPI Franchised Businesses in each group has been rounded to the nearest whole NPI Franchised Business.



2. The “Number and % Attaining or Exceeding Average” column shows the number and percentage of NPI Franchised Businesses in each row that attained or exceeded the Average Annual Gross Sales shown for that same row.
3. The Top 10%, Top 30%, Top 50%, Bottom 50%, Bottom 30%, and Bottom 10% rows are overlapping subsets of the “All NPI Franchised Businesses” row. The same NPI Franchised Business may appear in more than one row, and the rows should not be added together.

TABLE 2
AVERAGE ANNUAL GROSS SALES OF FRANCHISEES WITH MULTIPLE NPI FRANCHISED BUSINESSES THAT REPORTED MONTHLY CONSOLIDATED REVENUE DURING THE REPORTING PERIOD

Average Annual Gross Sales	Number of Franchisees in Reporting Group	Number of NPI Franchised Businesses	Number and % Attaining or Exceeding Average	Median Annual Gross Sales	Low and High Annual Gross Sales
\$344,607	8	19	1 or 13%	\$290,077	\$190,862 - \$839,305

Notes to Table 2

1. There are 8 franchisees included in Table 2 that own a total of 19 NPI Franchised Businesses, each under separate franchise agreements. Five of the 8 franchisees included in Table 2 own 2 NPI Franchised Businesses, while 3 of the 8 franchisees own 3 NPI Franchised Businesses. These franchisees provide us with only a monthly consolidated Gross Sales report for all of their NPI Franchised Businesses.
2. The “Number and % Attaining or Exceeding Average” figure is calculated using the 8 franchisees in the Reporting Group as the denominator (not the 19 NPI Franchised Businesses), because Gross Sales are reported on a consolidated per-franchisee basis.
3. The figures in Table 2 are reported on a per-franchisee consolidated basis (combining the Gross Sales of the 2 or 3 NPI Franchised Businesses owned by each franchisee) and are not comparable to the per-outlet figures in Table 1.

General Notes to Item 19

1. Table 1 presents data on a per-outlet basis (one NPI Franchised Business per data point). Table 2 presents data on a per-franchisee consolidated basis (the combined Gross Sales of the 2 or 3 NPI Franchised Businesses owned by each franchisee, as a single data point). The averages shown in Table 1 and Table 2 are not directly comparable.
2. As used in this Item 19, for all franchisees that entered into a franchise agreement prior to June 28, 2022, “Gross Sales” means the total of all sales, cash or charge, of every kind and nature, made by the franchise business, but the term “Gross Sales” will not include any amount collected and paid to governmental authorities under the provisions of any Sales Tax Act, Retailer's Occupation Act, or similar legislation. For all franchisees that entered into a franchise agreement after June 28, 2022, “Gross Sales” means all revenue that you derive from operating your Franchised Business, including, all amounts that you receive in connection with your Franchised Business, and whether from cash, check, credit and debit card, barter exchange, trade credit, or other credit transactions and all other



income of every kind and nature related to your Franchised Business, but (1) excluding all federal, state, or municipal sales, use, or service taxes collected from clients and paid to the appropriate taxing authority, and (2) reduced by the amount of any documented refunds, credits, allowances, and charge-backs your Franchised Business in good faith gives to clients.

3. The NPI Franchised Businesses included in Tables 1 and 2 operate under franchise agreements entered into both before and after June 28, 2022, and accordingly report Gross Sales under both of the definitions set forth above. The data presented combines the Gross Sales reported by all NPI Franchised Businesses included in Tables 1 and 2, without adjustment to account for differences between the two Gross Sales definitions.
4. The Gross Sales data presented above was compiled from monthly Gross Sales reports submitted by franchisees to us pursuant to the reporting obligations in their franchise agreements. We have not independently verified the accuracy of those reports.
5. The financial performance representations in this Item 19 do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business. Franchisees or former franchisees, listed in the Disclosure Document, may be one source of this information.

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

Some outlets have sold these amounts. Your individual results may differ. There is no assurance that you'll earn as much.

Other than the preceding financial performance representations, 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 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 David Stamper, 9375 Burt Street, Suite 201 Omaha, NE 68114, 1.800.333.9807, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

ITEM 20 TABLE NO. 1

System-wide Outlet Summary For end of fiscal years 2023 to 2025*

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	214	203	-11
	2024	203	194	-9
	2025	194	195	+1

