

THE FRANCHISE RELATIONSHIP		
Provision	Section in Area Development Agreement	Summary
		of Arizona, without regard to its conflict of laws rules, provided.

Applicable state law may require additional disclosures related to the information in this Disclosure Document. These additional disclosures appear in Exhibit G attached to this Disclosure Document.

ITEM 18 PUBLIC FIGURES

TourScale does not currently use any public figures 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.

The following financial performance representations summarize actual gross sales data collected from franchisees and company-owned operations in the Tourscale franchise system. 49As of December 31, 2024, the system included operational franchisee-owned units across both the TourScale and Cruisin' Tikis brands. The franchise system focuses on selling franchises for the operation of businesses utilizing pedal-powered vehicles and vessels for mobile entertainment. This Item 19 includes data from these 49 franchisee-owned units and 10 company-owned outlets. All data represents assets that have been in use for at least 12 months where the business operated for a full season. Sales data represents gross sales on a cash basis before deductions. There are no material financial or operational characteristics of the company-owned outlets that are reasonably anticipated to differ materially from future franchised outlets.

Franchisee-owned and Company-owned combined

Trolley Pub	Per Seat	15 Passenger
Average	\$4,945	\$74,182
Median	\$4,745	\$71,179
Lowest	\$1,960	\$29,402
Highest	\$8,356	\$125,335
% Outlets > Avg	50.0%	50.00%
% Seats > Avg	53.8%	53.8

Paddle Pub	Per Seat	16 Passenger	26 Passenger
Average	\$6,721	\$107,543	\$174,758
Median	\$6,365	\$101,845	\$165,497
Lowest	\$3,187	\$50,992	\$82,862
Highest	\$12,983	\$207,730	\$337,561
% Outlets > Seat Avg	40.0%	40.00%	40.00%
% Seats > Avg	28.3%	28.30%	28.30%

Tiki Pub	Per Seat	6 Passenger	25 Passenger
Average	\$15,410	\$92,463	\$400,672
Median	\$13,827	\$82,962	\$359,500
Lowest	\$11,243	\$67,460	\$292,325
Highest	\$16,411	\$98,464	\$426,676
% Outlets > Seat Avg	50.0%	50.00%	50.00%
% Seats > Avg	80.6%	80.60%	80.60%

Cruisin' Tikis	Per Seat	6 Passenger
Average	\$16,631	\$99,786
Median	\$11,143	\$66,855
Lowest	\$4,424	\$26,544
Highest	\$44,199	\$265,193
% Outlets > Seat Avg	28.6%	28.60%
% Seats > Avg	35.9%	35.90%

Franchisee-owned

Trolley Pub	Per Seat	15 Passenger
Average	\$4,621	\$69,314
Median	\$3,914	\$58,717
Lowest	\$2,229	\$33,441
Highest	\$8,356	\$125,335
% Outlets > Avg	16.7%	Not Applicable
% Seats > Avg	15.4%	Not Applicable

Paddle Pub	Per Seat	16 Passenger	26 Passenger
Average	\$7,096	\$113,528	\$184,484
Median	\$7,255	\$116,074	\$188,620
Lowest	\$3,334	\$53,340	\$86,678
Highest	\$12,983	\$207,730	\$337,561
% Outlets > Seat Avg	40.0%	Not Applicable	Not Applicable
% Seats > Avg	28.3%	Not Applicable	Not Applicable

Tiki Pub	Per Seat	6 Passenger	25 Passenger
Average	\$16,411	\$98,464	\$410,265
Median	\$16,411	\$98,464	\$410,265
Lowest	\$16,411	\$98,464	\$410,265
Highest	\$16,411	\$98,464	\$410,265
% Outlets > Seat Avg	50.0%	Not Applicable	Not Applicable
% Seats > Avg	80.6%	Not Applicable	Not Applicable

Cruisin' Tikis	Per Seat	6 Passenger
Average	\$16,631	\$99,786
Median	\$11,143	\$66,855
Lowest	\$4,424	\$26,544
Highest	\$44,199	\$264,193
% Outlets > Seat Avg	28.57%	Not Applicable
% Seats > Avg	35.87%	Not Applicable

Seasonality Index	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
TourScale Overall	4%	6%	9%	11%	13%	14%	15%	11%	6%	4%	3%	3%	100%
Cruisin' Tikis	4%	6%	11%	12%	13%	15%	14%	10%	6%	4%	3%	3%	100%
Trolley Pub	4%	5%	8%	11%	11%	12%	11%	10%	8%	8%	6%	5%	100%
Paddle Pub	2%	3%	6%	7%	12%	17%	21%	17%	8%	4%	2%	2%	100%
Tiki Pub	3%	8%	10%	13%	9%	6%	11%	7%	7%	5%	8%	13%	100%

Company-owned

Trolley Pub	Per Seat	15 Passenger
Average	\$5,224	\$78,354
Median	\$5,282	\$79,226
Lowest	\$1,960	\$29,402
Highest	\$7,596	\$113,946
% Outlets > Avg	33.3%	Not Applicable
% Seats > Avg	38.5%	Not Applicable

Paddle Pub	Per Seat	16 Passenger	26 Passenger
Average	\$3,646	\$58,332	\$72,914
Median	\$3,703	\$59,249	\$74,061
Lowest	\$3,187	\$50,992	\$63,740
Highest	\$4,219	\$67,506	\$84,383
% Outlets > Seat Avg	0%	Not Applicable	Not Applicable
% Seats > Avg	0%	Not Applicable	Not Applicable

Tiki Pub	Per Seat	6 Passenger	25 Passenger
Average	\$15,410	\$92,463	\$385,262
Median	\$15,410	\$92,463	\$385,262
Lowest	\$15,410	\$92,463	\$385,262
Highest	\$15,410	\$92,463	\$385,262
% Outlets > Seat Avg	0%	Not Applicable	Not Applicable
% Seats > Avg	0%	Not Applicable	Not Applicable

Notes:

1. This representation includes only locations that had at least one asset operating for 12 or more months or a full season in that market.
2. Sales is defined as: the total of all receipts derived from services performed and products sold by Franchisee, or its affiliates, whether the receipts are evidenced by cash, credit, checks, gift certificates, scrip, coupons, services, property or other means of exchange. Sales include receipts from all tours, merchandise, food and beverage sales, etc. related to the operation of the Franchisee's TourScale Business including, without limitation, sales of merchandise but excluding (i) the amount of any sales or similar tax imposed by any federal, state, municipal or other governmental authority, provided that the amount of any such tax is shown separately and in fact paid by the Franchisee to the appropriate governmental authority; and (ii) pre-approved promotions, discounts, coupons, or refunds to the extent that the Franchisee realizes no revenue.
3. Tiki Pub's revenue pattern reflects data from three units, with December performance significantly influenced by a high-volume location in Southwest Florida that experiences peak tourist season during winter months. This Southwest Florida location typically sees substantially higher customer traffic in December due to seasonal tourism and holiday visitors, which accounts for the brand's elevated December performance compared to other brands in the portfolio..
4. The information in this Item 19 is not audited. Written substantiation of the data used in preparing this information will be provided upon reasonable request.

Some outlets have earned this amount. Your individual results may differ. There is no assurance that you will 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 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 Kai Kaapro at 323 West Davie Street, Raleigh, NC and 888-753-7507; the Federal Trade Commission; and the appropriate state regulatory agencies.

ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1
Systemwide Outlet Summary
For Years 2022 To 2024**

Business Type	Year	Businesses at Start of the Year	Businesses at End of the Year	Net Change
Franchised TourScale Businesses	2022	7	12	+5
	2023	12	20	+8
	2024	20	25	+5
TourScale Owned TourScale Business Locations	2022	13	17	+4
	2023	17	15	-2
	2024	15	11	-4
Total Outlets	2022	20	29	+9
	2023	29	35	+6
	2024	35	36	+1

**Table No. 2
Transfers of Outlets From Franchisees To New Owners (Other Than Franchisor)
For Years 2022 To 2024**

State	Year	Number of Transfers
Florida	2022	0
	2023	0
	2024	2
Total	2022	0
	2023	0
	2024	2