

Provision	Section in franchise or other agreement*	Summary
		the county and state where the defendant/respondent either resides or has its primary place of business.
w. Choice of law	Section 15.10 <u>Exhibit J</u>	Illinois law applies. <sup>2</sup> (But see State Addenda in <b>Exhibit I</b> of this Franchise Disclosure Document.)

**Notes:**

- \* The references to “Section” and “Exhibit” are references to sections of and exhibits attached to the Franchise Agreement.
- 1. The personal Guarantee attached to the Franchise Agreement (see Exhibit J to the Franchise Agreement) includes a guarantee of performance of all obligations under the Franchise Agreement.
- 2. In some states, a provision in a franchise agreement requiring the application of Illinois law is void. (See **Exhibit I**, if applicable, for more information.)

There are state specific addenda, attached as **Exhibit I**, for the states of California, Hawaii, Illinois, Maryland, Minnesota, New York, North Dakota, Rhode Island, Virginia and Washington. The Michigan Addendum is located after the state cover page.

California residents see the California Addendum to this Franchise Disclosure Document for additional disclosures required by California law.

**Item 18  
PUBLIC FIGURES**

Culligan currently does not use or have plans to use any public figures to promote its 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.

Culligan does not make any representations about a franchisee’s future financial performance or the past financial performance of company-owned or franchised outlets. Culligan also does not authorize its employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, Culligan 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 Thomas P. Vitacco, Vice President, Franchise Development, 9399 West Higgins Road, Suite 1100, Rosemont, Illinois 60018, (847) 430-2800, or (800) 428-2828, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**Item 20  
OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**

**Systemwide Outlet Summary For Years 2023 to 2025**

Column 1	Column 2	Column 3	Column 4	Column 5
<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>
Franchised	2023	510	475	-35
	2024	475	458	-17
	2025	458	438	-20
Company-Owned	2023	46	79	+33
	2024	79	93	+14
	2025	93	112	+19
Total Outlets	2023	556	554	-2
	2024	554	551	-3
	2025	551	550	-1

**Table No. 2**

**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor) For Years 2023 to 2025**

Column 1	Column 2	Column 3
<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Arizona	2023	0
	2024	0
	2025	1
California	2023	0
	2024	1
	2025	0
Colorado	2023	3
	2024	0
	2025	1
Florida	2023	2
	2024	0
	2025	0
Illinois	2023	2