

The franchise agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 et seq.).

ITEM 18

PUBLIC FIGURES

We do not use any public figure to promote the sale of franchises, but we may do so in the future.

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 tables below list the unaudited gross revenue of all Unishippers franchised businesses that were open for at least a full year, including for all of 2025. The first table represents all franchises open for all of 2025 and the remaining tables break out those franchises by initial Franchise Agreement date. Written substantiation for the financial performance representation will be made available to you upon reasonable request.

Of the 202 franchises open as of January 1, 2025; 26 were acquired by us, 11 ceased operations, 5 transferred and merged into another franchise, 4 were terminated, 1 non-renewed, and 1 was not open for the entire year. All of these were excluded from the table below.

Total 2025 Gross Revenue of all Franchised Outlets by Quartile (Does not include Corporate or Affiliate owned)						
Quartile	# Franchised Businesses	Average Revenue	Median Revenue	# of Franchises that Attained or Surpassed Average	Top of Revenue Range	Bottom of Revenue Range
Top Quartile	39	\$5,091,662	\$3,604,526	11	\$17,710,565	\$2,536,529
2nd Quartile	38	\$1,627,146	\$1,526,381	18	\$2,481,517	\$1,004,131
3rd Quartile	38	\$479,864	\$456,317	18	\$960,754	\$178,804
Lower Quartile	39	\$51,823	\$24,338	14	\$175,432	\$148
Gross Revenue of Franchises with a 2018-2020 Franchise Agreement Start Date						
Quartile	# Franchised Businesses	Average Revenue	Median Revenue	# of Franchises that Attained or Surpassed Average	Top of Revenue Range	Bottom of Revenue Range
Top Quartile	8	\$6,723,407	\$4,853,323	3	\$13,329,349	\$4,091,313
2nd Quartile	7	\$3,311,635	\$3,394,907	4	\$3,657,400	\$2,969,954
3rd Quartile	7	\$2,644,590	\$2,607,936	3	\$2,964,700	\$2,310,813
Lowest Quartile	8	\$1,249,718	\$1,326,227	5	\$1,544,027	\$724,195

Gross Revenue of Franchises with a 2021 Franchise Agreement Start Date						
Quartile	# Franchised Businesses	Average Revenue	Median Revenue	# of Franchises that Attained or Surpassed Average	Top of Revenue Range	Bottom of Revenue Range
Top Quartile	6	\$7,486,933	\$6,116,563	1	\$17,710,565	\$2,576,751
2nd Quartile	5	\$1,680,925	\$1,347,759	2	\$2,236,363	\$1,308,427
3rd Quartile	5	\$853,105	\$781,036	2	\$1,245,457	\$361,505
Lowest Quartile	5	\$172,602	\$237,072	3	\$296,473	\$22,220
Gross Revenue of Franchises with a 2022 Franchise Agreement Start Date						
Quartile	# Franchised Businesses	Average Revenue	Median Revenue	# of Franchises that Attained or Surpassed Average	Top of Revenue Range	Bottom of Revenue Range
Top Quartile	6	\$5,772,102	\$3,971,664	1	\$14,981,559	\$3,323,113
2nd Quartile	5	\$2,175,617	\$1,984,198	2	\$2,968,932	\$1,727,834
3rd Quartile	5	\$942,036	\$960,754	3	\$1,166,184	\$703,773
Lowest Quartile	6	\$279,878	\$281,194	3	\$536,166	\$69,102
Gross Revenue of Franchises with a 2023 Franchise Agreement Start Date (excludes Parcel Only)						
Quartile	# Franchised Businesses	Average Revenue	Median Revenue	# of Franchises that Attained or Surpassed Average	Top of Revenue Range	Bottom of Revenue Range
Top Quartile	10	\$2,460,048	\$2,411,704	5	\$3,446,219	\$1,834,609
2nd Quartile	10	\$1,225,899	\$1,200,120	5	\$1,759,969	\$678,273
3rd Quartile	9	\$392,153	\$277,676	4	\$671,090	\$222,297
Lowest Quartile	10	\$88,017	\$79,591	5	\$208,818	\$1,238
Gross Revenue of Franchises with a 2024 Franchise Agreement Start Date (excludes Parcel Only)						
Quartile	# Franchised Businesses	Average Revenue	Median Revenue	# of Franchises that Attained or Surpassed Average	Top of Revenue Range	Bottom of Revenue Range
Top Quartile	5	\$3,539,355	\$2,114,351	1	\$10,500,889	\$868,493
2nd Quartile	5	\$605,233	\$609,224	3	\$675,851	\$531,947
3rd Quartile	4	\$327,720	\$333,666	2	\$464,745	\$178,804
Lowest Quartile	5	\$21,239	\$8,838	1	\$73,109	\$589

Gross Revenue of PARCEL ONLY Franchises with a 2023-2024 Franchise Agreement Start Date						
Quartile	# Franchised Businesses	Average Revenue	Median Revenue	# of Franchises that Attained or Surpassed Average	Top of Revenue Range	Bottom of Revenue Range
Top Quartile	6	\$158,936	\$131,978	2	\$242,471	\$110,736
2nd Quartile	6	\$57,506	\$55,794	3	\$83,672	\$32,001
3rd Quartile	5	\$19,617	\$20,355	3	\$23,837	\$14,132
Lowest Quartile	6	\$3,842	\$3,388	3	\$8,901	\$148

Agreement Start Dates

Pre-2021 Franchise Agreements are in their Renewal Term. Franchise Agreement minimum performance requirements increase over time. The financial performance representation figures 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 figure to obtain your net income or net profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business.

You are responsible for developing your own business plan for your franchise, including capital budgets, financial statements, projections, and other elements appropriate to your particular circumstances. We encourage you to consult with your own accounting, business, and legal advisors in doing so.

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

Other than the preceding financial performance representation, Unishippers does 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 Charlene York, General Counsel, 2700 Commerce Street, Suite 1500, Dallas, TX 75226, ph. (681) 233-3569 or charlene.york@wwex.com.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1
System-Wide Outlet Summary
For 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	211	209	-2
	2024	209	202	-7
	2025	202	191	-11
Company/Affiliate Owned ¹	2023	74	69	-5
	2024	69	1	-68
	2025	1	1	0
Total Outlets	2023	285	278	-7
	2024	278	203	-75
	2025	203	192	-11