

		corporate headquarters at the time such action is filed. This provision is subject to applicable state law.
w. Choice of law	18.F.	Texas law will govern. However, this provision is subject to state law and as otherwise disclosed in <u>Exhibit I</u> to this Disclosure Document.

## **ITEM 18**

### **PUBLIC FIGURES**

We do not currently use any public figure to promote our franchise. No public figure is currently involved in our management.

## **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) 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.

### **DEFINITIONS**

- (a) Average – means the sum of all data points in a set, divided by the number of data points in that set.
- (b) Calendar Year – means, as to each respective year, the 12 month period commencing on January 1 and ending on December 31.
- (c) Company Owned Outlet – means a Scoop Soldiers Business owned either directly or indirectly by us, our affiliate or any person identified in Item 2 of this Disclosure Document that operates a Scoop Soldiers Business. A Company Owned Outlet also includes any Scoop Soldiers Business that: (i) is operated as a joint venture owned in part by us, our affiliate or any person identified in Item 2 of this Disclosure Document; and (ii) is managed by us or our affiliate or any person identified in Item 2.
- (d) Direct Cost of Goods Sold – means the direct non-managerial and non-administrative cost of goods sold and labor incurred by an Outlet in directly performing Approved Services and Products, comprised of the following expenses: field labor expense, field supplies, and dumping-site expenses. Direct Cost of Goods Sold do not include managerial expenses, administrative expenses, marketing expenses, vehicle expenses, operating expenses, or general expenses including, but not limited to insurance, credit card processing, bank fees, interest, taxes, depreciation, amortization, and franchise related expenses including Royalty Fees, Technology Fees, Local Marketing Fees, or Brand Development Fund Fees.
- (e) Franchise Territory – means a Scoop Soldiers Business operated under a Franchise Agreement that is not a Company Owned Outlet.
- (f) Gross Profit – means Gross Sales less Direct Cost of Goods Sold. Gross Profit does not include or account for the deduction of managerial expenses, administrative expenses, marketing expenses, vehicle expenses, operating expenses, or general expenses including, but not limited to credit card processing, bank fees, interest, taxes, depreciation, amortization, and franchise related expenses including Royalty Fees, Technology Fees, Local Marketing Fees, or Brand Development Fund Fees.

(g) Gross Sales – means the total revenue derived by each Outlet less only sales tax, discounts, allowances and returns.

(h) Median – means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing by two.

(i) New Company Owned Outlet – means, as to a particular Calendar Year, a Company Owned Outlet that for the first time opened and commenced operations on or after the first day (January 1) of the Calendar Year being reported.

(j) New Franchise Territory – means, as to a particular Calendar Year, a Franchise Territory that for the first time opened and commenced operations on or after the first day (January 1) of the Calendar Year being reported.

(k) Operational Company Owned Outlet(s) – means, as to a particular Calendar Year, a Company Owned Outlet that was open and in operation prior to the commencement of the Calendar Year. For example, if a Company Owned Outlet first opened for business in February 2023, as to the 2023 Calendar Year, the Company Owned Outlet would qualify as a New Company Owned Outlet (see definition above) and not as an Operational Company Owned Outlet. If this Company Owned Outlet remained in operation throughout the 2024 Calendar Year, it would qualify as an Operational Company Owned Outlet during the 2024 Calendar Year.

(l) Operational Franchise Territory(ies) – means, as to a particular Calendar Year, a Franchise Territory that was open and in operation prior to the commencement of the Calendar Year. For example, if a Franchise Territory first opened for business in February 2023, as to the 2023 Calendar Year, the Franchise Territory would qualify as a New Franchise Territory (see definition above) and not as an Operational Franchise Territory. If this Franchise Territory remained in operation throughout the 2024 Calendar Year, it would qualify as an Operational Franchise Territory during the 2024 Calendar Year.

(m) Outlet – refers to both Company Owned Outlets and Franchise Territories, as the context requires.

(n) Stop – refers to each individual customer service visit.

### **BASES AND ASSUMPTIONS**

The financial information was not prepared on a basis consistent with generally accepted accounting principles during the respective Calendar Years. Data for our Company Owned Outlets are based on information reported to us by our affiliate. Data for the Franchise Territories are based on financial information reported to us by our franchisees. The information in this analysis has not been audited, is based on historical financial data and is not a forecast or projection of future financial performance.

### **ANALYSIS OF RESULTS OF COMPANY OWNED OUTLETS**

Through our affiliate we operate Company Owned Outlets in multiple operating territories. An operating territory may be comprised of one or more Territories. In Table 1 we identify each Company Owned Outlet based on the Operating Territory in which the Company Owned Outlet operates and the number of Territories located within each Operating Territory. An Operating Territory may consist of one or more individual Territories that, together, constitute one Operating Territory of a Company Owned Outlet. Table 1 reflects the Territory count for each of the below markets at the beginning of the 2024 Calendar Year.

Table 1

Company Owned Outlet Summary	
Market	Description and Territory Size
Atlanta	This Outlet began servicing the Atlanta market in 2018. This Outlet operates in an operating territory that at the start of 2022 was comprised of eight Territories. During the 2022 Calendar Year, one of the eight Territories were sold to franchisees and became a part of a Franchise Territory. During the 2023 Calendar Year, two of the seven remaining Territories were sold to a franchisee and became part of a Franchise Territory. During the 2024 Calendar Year the five remaining Territories were sold to a franchisee and became part of a Franchise Territory.
Charlotte	This Outlet operates in an operating territory consisting of three Territories. This Outlet began servicing the Charlotte market in November 2022. During the 2024 Calendar Year all three Territories were sold to franchisees and became a part of a Franchise Territory.
Nashville	This Outlet operates in an operating territory consisting of three Territories. This Outlet began servicing the Nashville market in 2022. During the 2023 Calendar Year all three Territories were sold to franchisees and became a part of a Franchise Territory.
Raleigh/Durham	This Outlet operates in an operating territory consisting of three Territories. This Outlet began servicing the Raleigh/Durham market in November 2022. During the 2024 Calendar Year all three Territories were sold to franchisees and became a part of a Franchise Territory.
Salt Lake City	This Outlet operates in an operating territory consisting of four Territories. This Outlet began servicing the Salt Lake City market in June 2023. During the 2024 Calendar Year this Outlet ceased operations in one of the four Territories and, as of the end of the 2024 Calendar Year, now operates within an operating territory consisting of three Territories.
Seattle	This Outlet operates in an operating territory consisting of four Territories. This Outlet began servicing the Seattle market in May 2023.
Washington, D.C.	This Outlet operates in an operating territory consisting of four Territories. This Outlet began servicing the Washington, D.C. market in February 2023. During the 2024 Calendar Year this Outlet ceased operations in one of the four Territories and, as of the end of the 2024 Calendar Year, now operates within an operating territory consisting of three Territories.
Northwest Arkansas	This Outlet operates in an operating territory consisting of one Territory. This Outlet began servicing the Northwest Arkansas market in January 2024 after being reacquired from a franchisee that has left the System. In November 2024, the one Territory comprising this Outlet's operating territory was sold to a franchisee and became a part of a Franchise Territory.

Material financial and operational characteristics that are reasonably anticipated to differ from future operational Franchise Territories include: (a) managerial skill and efficiency experienced by our Company Owned Outlets as a result of our extensively experienced management team; (b) brand recognition within the local markets in which our Company Owned Outlets operate; and (c) no obligation to pay ongoing monthly fees that a franchisee will pay to us, such as Royalty Fees and Brand Development Fund Fees.

Below we report select financial performance data for each Company Owned Outlet. Terms used in the tables below are subject to the Definitions contained in the beginning of this Item 19. Please review each definition.

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Table 2

Company Owned Outlets 2024 Calendar Year Gross Sales and Select Data <sup>Note 1</sup>			
Company Owned Outlet	2024 Gross Sales	Total Annual Number of Stops	Average Gross Sales Per Stop
Salt Lake City	\$81,101.09	3,667	\$22.12
Seattle	\$92,686.58	3,623	\$25.58
Washington, D.C.	\$65,698.02	2,770	\$23.72
<p><u>Notes to Table 2:</u></p> <p><sup>Note 1</sup> An Operating Territory may consist of one or more individual Territories that together, constitute one Operating Territory. See Table 1 for a description of each Company Owned Outlet including the number of Territories comprising the operating territory for each Company Owned Outlet. Calculation of Gross Sales, Annual Number of Stops, and Average Gross Sales Per Stop are calculated on a per Company Owned Outlet Operating Territory basis and do not differentiate or adjust based on the number of Territories within an Operating Territory. This Table 2 does not report data on a per Territory basis.</p>			

Table 3

Company Owned Outlets 2024 Calendar Year Average, Median, High and Low Gross Sales <sup>Note 1</sup>				
	Average	Median <sup>Note 2</sup>	High <sup>Note 3</sup>	Low <sup>Note 4</sup>
<b>Gross Sales</b>	\$239,485.69	\$81,101.09	\$92,686.58	\$65,698.02
<p><u>Notes to Table 3:</u></p> <p><sup>Note 1</sup> An Operating Territory may consist of one or more individual Territories that together, constitute one Operating Territory. See Table 1 for a description of each Company Owned Outlet including the number of Territories comprising the operating territory for each Company Owned Outlet. Calculation of Average, Median, High and Low Gross Sales are calculated on a per Company Owned Outlet Operating Territory basis and do not differentiate or adjust based on the number of Territories within an Operating Territory or comprising a Company Owned Outlet. This Table 3 does not report Average, Median, High and Low Gross Sales on a per Territory basis.</p> <p><sup>Note 2</sup> <u>Median</u>: The Median data is for our Salt Lake City Company Owned Outlet comprised of three Territories.</p> <p><sup>Note 3</sup> <u>High</u>: The High data is for our Seattle, Washington Company Owned Outlet comprised of four Territories.</p> <p><sup>Note 4</sup> <u>Low</u>: The Low data is for our Washington, D.C. Company Owned Outlet comprised of four Territories.</p>				

### **ANALYSIS OF RESULTS OF OPERATIONAL FRANCHISE TERRITORIES**

During the 2024 Calendar Year we had a total of 96 Franchise Territories. Of the 96 Franchise Territories, 83 Territories were Operational Franchise Territories and 13 Territories were New Franchise Territories. Within this Item 19 we include data for all 83 Operational Franchise Territories and, as to our New Franchise Territories, we exclude their information as to Gross Sales generated by our Company Owned Outlet if the New Franchise Territories consist of one or more individual Territories that were transferred from a Company Owned Outlet during the 2024 Calendar Year. Otherwise, we exclude the financial data for New Franchise Territories that were not previously transferred from a Company Owned Outlet and opened and commenced operations during the 2024 Calendar Year. The data provided below is otherwise limited to our Operational Franchise Territories. Franchisees may operate in multiple Franchise Territories pursuant to multiple separate Franchise Agreements.

Table 4

<b>Operational Franchise Territory Summary</b>	
<b>Market</b>	<b>Description and Territory Size</b>
Allen	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Allen market in 2019.
Prosper	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Prosper market in 2019.
Frisco	This Franchise Territory operates in an operating territory consisting of approximately one Territory. This Franchise Territory began servicing the Frisco market in 2019.
McKinney	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the McKinney market in 2019.
Denton	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Denton market in 2021. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Dallas Company Owned Outlet.
Grapevine	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Denton market in 2021. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Dallas Company Owned Outlet.
Arlington	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Arlington market in 2021. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Dallas Company Owned Outlet.
Carrollton	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Carrollton market in 2021. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Dallas Company Owned Outlet.
East Dallas	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the East Dallas market in 2021. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Dallas Company Owned Outlet.
West Dallas	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Dallas market in 2021. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Dallas Company Owned Outlet.
Plano	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Plano market in 2021. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Dallas Company Owned Outlet.
North Austin	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the North Austin market in 2021. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Austin Company Owned Outlet.
Round Rock	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Round Rock market in 2021. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Austin Company Owned Outlet.
Georgetown/Leander	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Georgetown / Leander market in 2021. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Austin Company Owned Outlet.
Central Austin	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Central Austin market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the

	Operating Territory of our Austin Company Owned Outlet.
South Austin	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the South Austin market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Austin Company Owned Outlet.
San Marcos – New Braunfels	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the San Marcos – New Braunfels market in 2022. The Territory comprising this Franchise Territory was original operated as a Territory within the Operating Territory of our Austin Company Owned Outlet.
College Station	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the College Station market in 2022.
Tomball	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Tomball market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Houston Company Owned Outlet.
The Woodlands-Spring	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing The Woodlands-Spring market in 2023. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Houston Company Owned Outlet.
Phoenix Metro	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Phoenix Metro market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our former Phoenix Company Owned Outlet.
Phoenix NE	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Phoenix NE market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our former Phoenix Company Owned Outlet.
Phoenix NW	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Phoenix NW market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our former Phoenix Company Owned Outlet.
Phoenix SE	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Phoenix SE market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our former Phoenix Company Owned Outlet.
Phoenix SW	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Phoenix SW market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our former Phoenix Company Owned Outlet.
Clearwater-St Pete	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Clearwater-St Pete market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our former Tampa Company Owned Outlet.
NE Tampa	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the NE Tampa market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our former Tampa Company Owned Outlet.
NW Tampa	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the NW Tampa market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our former Tampa Company Owned Outlet.
SE Tampa	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the SE Tampa market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the

	Operating Territory of our former Tampa Company Owned Outlet.
Alpharetta	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Alpharetta market in July 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our former Atlanta Company Owned Outlet.
Fort Worth	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Fort Worth market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Dallas Company Owned Outlet.
Roanoke-Haltom City	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Fort Worth market in 2022. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Dallas Company Owned Outlet.
NW Arkansas	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the NW Arkansas market in November 2022. In January 2024 this Franchise Territory was reacquired by us and was operated as a Company Owned Outlet until November 2024 when it was sold to a franchisee. We exclude the financial data for this Franchise Territory due to the interruptions in operation.
Lake Conroe	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Lake Conroe market in December 2023. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Houston Company Owned Outlet.
Cumming-Buford-Flowery Branch	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Cumming-Buford-Flowery Branch market in March 2023. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Atlanta Company Owned Outlet.
Duluth-Norcross-Suwanee	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Duluth-Norcross-Suwanee market in March 2023. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Atlanta Company Owned Outlet.
Portland-Lake Oswego	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Portland-Lake Oswego market in April 2023.
San Antonio East	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the San Antonio East market in August 2023. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our San Antonio Company Owned Outlet.
San Antonio SE	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the San Antonio SE market in August 2023. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our San Antonio Company Owned Outlet.
San Antonio SW	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the San Antonio SW market in August 2023. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our San Antonio Company Owned Outlet.
Orlando East	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Orlando East market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Orlando Company Owned Outlet.
Orlando North	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Orlando East market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Orlando Company Owned Outlet.
Orlando South	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Orlando East market in January 2024. The Territory





Boulder	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Boulder market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Boulder Company Owned Outlet.
Colorado Springs North	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Colorado Springs North market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Colorado Springs Company Owned Outlet.
Colorado Springs South	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Colorado Springs South market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Colorado Springs Company Owned Outlet.
Aurora	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Aurora market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Denver Company Owned Outlet.
Castle Rock	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Castle Rock market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Denver Company Owned Outlet.
Denver Metro	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Denver Metro market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Denver Company Owned Outlet.
Lakewood	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Lakewood market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Denver Company Owned Outlet.
Fort Collins	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Fort Collins market in August 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Fort Collins Company Owned Outlet.
St. Augustine	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the St. Augustine market in August 2023.
St. Johns	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the St. Johns market in August 2023.
San Antonio Central	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the San Antonio Central market in May 2023. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our San Antonio Company Owned Outlet.
San Antonio West	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the San Antonio West market in May 2023. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our San Antonio Company Owned Outlet.
NW Ft. Myers – Cape Coral	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the NW Ft. Myers – Cape Coral market in October 2023.
South Ft. Myers – Bonita Springs	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the South Ft. Myers – Bonita Springs market in October 2023.
Tucson AZ East	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Tucson AZ East market in October 2023.
Tucson AZ West	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Tucson AZ West market in October 2023.

East Conroe	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the East Conroe market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Houston Company Owned Outlet.
Houston East	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Houston East market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Houston Company Owned Outlet.
Houston North	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Houston North market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Houston Company Owned Outlet.
Houston South	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Houston South market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Houston Company Owned Outlet.
Houston West	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Houston West market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Houston Company Owned Outlet.
Katy	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Katy market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Houston Company Owned Outlet.
Pearland-Galveston	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Pearland-Galveston market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Houston Company Owned Outlet.
Sugarland	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Sugarland market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Houston Company Owned Outlet.
Franklin	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Franklin market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Nashville Company Owned Outlet.
Nashville East	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Nashville East market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Nashville Company Owned Outlet.
Nashville West	This Franchise Territory operates in an operating territory consisting of one Territory. This Franchise Territory began servicing the Nashville West market in January 2024. The Territory comprising this Franchise Territory was originally operated as a Territory within the Operating Territory of our Nashville Company Owned Outlet.

Below we report select financial performance data as to each Operational Franchise Territory during the 2024 Calendar Year.

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