Provision	Section in Franchise or Other Agreement	Summary
w. Choice of law	23.1,	Subject to applicable state law, North Carolina Law applies; except that disputes over the Marks will be governed by the United States Trademark Act of 1946 (Lanham Act, 15 U.S.C. Sec. 1051 et seq.) and disputes over copyrights will be governed by federal copyright laws of the United States.

Item 18: <u>Public Figures.</u>

We do not presently use any public figures to promote our franchise.

Item 19: <u>Financial Performance Representation.</u>

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 table on the following page summarizes the historical performance of our affiliate owned and franchised locations that have been operating on a full-time basis for the period between January 1, 2025 and April 15, 2026. We have excluded the results of any outlet that has not operated their business on a full time basis during this period. These locations are substantially similar to the Franchised Business you will operate. There are no other material financial and operational characteristics of the affiliate-owned outlet that are reasonably anticipated to differ from future operational franchised outlets.

2025 Profit and Loss Information
for Affiliate Owned and Franchised Locations

<u>Corporate</u>	Gross Revenue	Cost of Delivered Goods	Gross Income
Cincinnati, OH	$1,390,054	$979,726	$410,328
Charlotte, NC*	$2,345,388	$1,458,080	$1,229,946
<u>Franchisee</u>	Gross Revenue	Cost of Delivered Goods	Gross Income
Columbus, OH	$5,574,905	$4,416,203	$1,158,701
Indianapolis, IN	$3,445,812	$2,946,267	$499,546
New Brunswick, NJ	$882,718	$760,390	$122,328
Charleston, SC	$345,706	$281,510	$64,197
Tempe, AZ	$517,669	$385,981	$131,688

Salt Lake City, UT	$290,666	$227,557	$63,108
Hartford, CT	$512,005	$371,201	$140,804
Greenville, SC	$404,187	$332,300	$71,887

**Charlotte Gross Income includes $342,638 in commission sales that are not part of the Gross Revenue number*

(1) Results are un-audited. These are reports that are managed and monitored by the franchisee and their bookkeeper throughout the year and reported directly to us from the bookkeeping firm. The franchisee approves this data to the bookkeeper before they send it to us.

(2) Franchisee locations that were not open for 12 months of the reporting period are not reported.

(3) "Gross Revenue" means the aggregate of all revenue, but excluding (a) any revenue required to be remitted to a customer or property owner or collection agency, (b) any chargeback fees paid to a collection agency, (c) any sales and equivalent taxes collected for or on behalf of any governmental taxing authority and paid thereto, and (d) any rebate from a manufacturer or supplier. Gross Revenue includes any commissions received, gross sale price of any goods sold, and any other revenue derived in the operation of the location.

(4) "Gross Income" means Gross Revenue less Cost of Delivered Goods.

(5) "Cost of Delivered Goods" means the price paid for any goods or services sold, plus any commercially reasonable delivery cost paid to an unaffiliated third party.

(6) These numbers do not include Item 6 fees that a franchisee location would be required to pay, including royalties. You can use Item 6 to understand all of your ongoing hard costs.

Some outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

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 Center, however, we may provide you with the actual records of that Center. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting Adam Cahill at 227 W. 4th Street, Charlotte, NC 28202; (704) 734-9475; info@supplypointe.com, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20: <u>Outlets and Franchise Information.</u>