

Development Agreement		
Provision	Section in Development Agreement	Summary
v. Choice of forum	§ 11	If we ever litigate, we must do so in the state and judicial district where we have our principal place of business (currently, Commerce Township, Michigan). (Subject to applicable state law.)
w. Choice of law	§ 11	Michigan law applies to the Franchise Agreement. (Subject to applicable state law.)

Item 18

Public Figures

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

Item 19

Financial Performance Representations

The FTC's Franchise Rule permits a franchisor to disclose 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 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 performance at a particular location or under particular circumstances.

Annual Gross Sales by Quartile

Quartile	Number of Units	Average Gross Sales	Median Gross Sales	High	Low	Number (%) that met or exceeded the average
Top 25%	10	\$1,236,266	\$1,197,802	\$1,634,245	\$1,085,590	4 (40%)
2nd 25%	10	\$1,004,821	\$1,023,252	\$1,066,963	\$931,702	6 (60%)
3rd 25%	10	\$813,865	\$814,681	\$884,781	\$738,065	5 (50%)
Bottom 25%	10	\$597,018	\$626,546	\$690,111	\$445,505	6 (60%)
All Units (100%)	42	\$912,486	\$908,241	\$1,634,245	\$445,505	21 (50%)

Notes:

The information in the chart is for the period from January 1, 2025 to December 31, 2025. The table includes only the results of franchised Stores that operated for that full calendar year. Stores that did not operate for a full year were not included in the results. In 2025, three franchised stores that operated for part of the year and were not included in the results. In addition, two units, with sales of \$1,068,175.00 and \$736,544.00 during 2025, respectively, were not included in the results as one Store falls between the first and second quartiles, while the other Store falls between the third and fourth quartiles.

The term "Gross Sales" means all revenue from the sale of all Products and Services and all other income of every kind and nature related to, derived from, or originating from the Franchised Business (whether or not permitted under this Agreement), including barter and the proceeds of any business interruption insurance policies, whether for cash or credit, and regardless of theft, or of collection in the case of credit. Among other things, and for the sake of clarity, the term "Gross Sales": (a) includes all such revenue in connection with the Franchised Business whether or not applied to defray expenses (such as salaries, third parties delivery services, or otherwise); and (b) excludes: (i) any legitimate and reasonable discounts and/or refunds that you provide to customers; and (ii) sales taxes or other taxes that you collect from your customers and actually pay to the appropriate taxing authorities.

These outlets have earned these amounts. Your individual results may differ. There is no assurance that you will earn as much.

The figures used in this statement are annual gross sales only. We do not supply or provide cost information at this time. Written substantiation for the financial performance representation above will be made available to a prospective franchisee upon reasonable request.

Net income will vary from Store to Store depending upon factors such as rental or real estate costs, costs of goods sold, labor costs and other costs relating to the operation of the Store. The sales revenues shown in this chart reflect the historic experience of our franchisees; they should not be considered as the actual or potential sales that you will realize.

Results for a new franchisee may differ from the results stated in this financial performance representation.

We strongly urge you to consult with your financial advisor or personal accountant concerning the financial analysis that you should make in determining whether or not to purchase a franchise from us. Among other things, we recommend that you contact the current and former franchisees listed in this Disclosure Document and that you also consult with a qualified attorney, accountant, and other professional advisors before entering into a Franchise Agreement. We suggest that you develop and review with your own professional advisors a pro forma cash flow statement, balance sheet and statement of operations, and that you make your own financial projections regarding sales, costs, customer base, and business development for your own "Sarpino's Pizzeria" business.

The information presented above is from our franchisees, and has not been audited.

You should also be aware that the financial performance of any particular Store might be affected by a number of factors that may vary due to the individual characteristics of the site. These factors include, but are not limited to: competition from other businesses; location of your site; your experience; your ability to operate the business; the quality and effectiveness of your managerial skills; and your decisions with respect to location, additional advertising programs, personnel and cost

controls; geographic and socioeconomic conditions in your locality; business cycles; and the performance of the local, national and world economy.

Other than as set forth above with respect to annual gross sales of franchised Stores during the 2024 calendar year, 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 its Chief Executive Officer at 8101 Richardson Road, Suite 101, Commerce Township, Michigan 48390, Phone: (248) 363-4580, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20 **Outlets and Franchisee Information**

Table 1:
System wide Outlet Summary for years 2023 – 2025⁽¹⁾

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Licensed	2023	43	43	0
	2024	43	43	0
	2025	43	45	+2
Company-Owned ⁽²⁾	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	43	43	0
	2024	43	43	0
	2025	43	45	+2

Notes to tables 1-5 in this Item 20:

- (1) All numbers are as of the fiscal year end. Our fiscal year end is December 31st.
- (2) Affiliate owned stores include those owned by an entity where a person listed in Item 2 is a shareholder or member of that entity. These stores are not otherwise associated with us.
- (3) States that are not listed had no activity.