

## 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.

#### Background

The following presents certain financial performance information during the 2025 calendar year (the “Measurement Period”) for each franchisee that met certain qualifying criteria. We did not include data for all franchisees as set forth herein.

As of December 31, 2025, there were 45 franchisees open and operating (with a total of 107 Territories), and 31 of these franchisees are “Qualifying Franchisees.” Of the 45 franchisees that were open and operating as of December 31, 2025, 14 franchisees were not considered Qualifying Franchisees for the following reasons: (i) 12 franchisees (with a total of 19 Territories) were excluded because they opened during the Measurement Period and therefore were not open for the entire Measurement Period; and (ii) 2 franchisees (with a total of 2 Territories) were excluded because they were non-operational during the Measurement Period.

For purposes of this Financial Performance Representation, each franchisee is considered a separate “outlet,” although some franchisees operate in multiple Territories. The 31 franchisees whose data was included in this Financial Performance Representation operate a total of 85 Territories as of December 31, 2025. We have created the following subsets based on the number of Territories owned as of December 31, 2025, as reflected in the table below:

| Subset | Number of Territories Owned                      | Number of Franchisees | Total Number of Territories |
|--------|--------------------------------------------------|-----------------------|-----------------------------|
| 1      | All Franchisees                                  | 31                    | 85                          |
| 2      | Franchisees Operating in 1 Territory             | 12                    | 12                          |
| 3      | Franchisees Operating in 2-3 Territories         | 11                    | 28                          |
| 4      | Franchisees Operating in 4-5 Territories         | 5                     | 21                          |
| 5      | Franchisees Operating in 6-7 Territories         | 2                     | 13                          |
| 6      | Franchisees Operating in more than 7 Territories | 1                     | 11                          |

The determination of the number of Territories owned was made as December 31, 2025. For example, if a franchisee began 2025 with 2 Territories, closed a Territory in June 2025, and ended 2025 owning 1 Territory, the franchisee would be listed as a Franchisee Operating 1 Territory. In 2025, we had 1 franchisee (whose data is included in this Financial Performance Representation) change the number of Territories owned during the Measurement Period. This includes 1 new franchisee that purchased an existing franchise, plus two new Territories for a total of 3 Territories. This franchisee then merged with another franchisee that owned 4 Territories. Together, the new franchisee owned 7 Territories and is included in subset 5.

Part I of this Item sets for the average, median, high, and low Gross Revenue invoiced during the Measurement Period by the Qualifying Franchisees, divided into subsets based on the number of Territories owned.

Part II of this Item sets forth the average, median, high, and low Gross Revenue invoiced during the Measurement Period by the Qualifying Franchisees that operate a Mobile Unit only franchise, divided into subsets based on the number of Territories owned. If a Mobile Unit only franchisee opened a Retail Store during the Measurement Period, but the Retail Store was not open the entire Measurement Period, the franchisee is included in the Mobile Unit only table, and all retail sales are excluded from the 2025 Gross Revenue invoiced.

Part III of this Item sets forth the average, median, high, and low Gross Revenue invoiced during the Measurement Period by the Qualifying Franchisees that operate a Mobile Unit and a Retail location, divided into subsets based on the number of Territories owned. This subset includes all franchisees that had open Retail Locations for the entire Measurement Period.

**PART I:**

| <b>2025 GROSS REVENUE INVOICED<br/>(SUBSETS BASED ON NUMBER OF TERRITORIES OWNED)</b> |                                            |               |                |               |                |                                                                          |
|---------------------------------------------------------------------------------------|--------------------------------------------|---------------|----------------|---------------|----------------|--------------------------------------------------------------------------|
| <b>Subset<br/>(Number of<br/>Franchisees)</b>                                         | <b>Number of<br/>Territories<br/>Owned</b> | <b>Lowest</b> | <b>Highest</b> | <b>Median</b> | <b>Average</b> | <b>Number &amp;<br/>Percent<br/>that Met or<br/>Exceeded<br/>Average</b> |
| Subset 1<br>(31 Franchisees)                                                          | All                                        | \$74,016      | \$20,787,806   | \$729,191     | \$1,613,596    | 6/31 (19%)                                                               |
| Subset 2<br>(12 Franchisees)                                                          | 1                                          | \$82,943      | \$1,719,146    | \$194,529     | \$429,126      | 2/12 (17%)                                                               |
| Subset 3<br>(11 Franchisees)                                                          | 2 - 3                                      | \$74,016      | \$2,934,691    | \$738,903     | \$982,662      | 5/11 (45%)                                                               |
| Subset 4<br>(5 Franchisees)                                                           | 4 - 5                                      | \$486,757     | \$2,632,824    | \$1,577,394   | \$1,559,469    | 3/5 (60%)                                                                |
| Subset 5<br>(2 Franchisees)                                                           | 6 - 7                                      | \$1,140,590   | \$4,336,945    | \$2,738,768   | \$2,738,768    | 1/2 (50%)                                                                |
| Subset 6<br>(1 Franchisee)                                                            | More than 7                                | \$20,787,806  | \$20,787,806   | \$20,787,806  | \$20,787,806   | 1/1 (100%)                                                               |

**PART II:**

| <b>MOBILE UNIT ONLY - 2025 GROSS REVENUE INVOICED<br/>(SUBSETS BASED ON NUMBER OF TERRITORIES OWNED)</b> |                                            |               |                |               |                |                                                                          |
|----------------------------------------------------------------------------------------------------------|--------------------------------------------|---------------|----------------|---------------|----------------|--------------------------------------------------------------------------|
| <b>Subset<br/>(Number of<br/>Franchisees)</b>                                                            | <b>Number of<br/>Territories<br/>Owned</b> | <b>Lowest</b> | <b>Highest</b> | <b>Median</b> | <b>Average</b> | <b>Number &amp;<br/>Percent<br/>that Met or<br/>Exceeded<br/>Average</b> |
| Subset 1<br>(17 Franchisees)                                                                             | All                                        | \$74,016      | \$686,585      | \$185,189     | \$256,893      | 5/17 (29%)                                                               |
| Subset 2<br>(10 Franchisees)                                                                             | 1                                          | \$82,943      | \$404,730      | \$183,840     | \$188,847      | 4/10 (40%)                                                               |
| Subset 3<br>(6 Franchisees)                                                                              | 2 - 3                                      | \$74,016      | \$686,585      | \$268,026     | \$331,992      | 3/6 (50%)                                                                |
| Subset 4<br>(1 Franchisee)                                                                               | 4 - 5                                      | \$486,757     | \$486,757      | \$486,757     | \$486,757      | 1/1 (100%)                                                               |
| Subset 5<br>(0 Franchisees)                                                                              | 6 - 7                                      | N/A           | N/A            | N/A           | N/A            | N/A                                                                      |
| Subset 6<br>(0 Franchisees)                                                                              | More than 7                                | N/A           | N/A            | N/A           | N/A            | N/A                                                                      |

**PART III:**

| <b>RETAIL LOCATION AND MOBILE UNIT - 2025 GROSS REVENUE INVOICED<br/>(SUBSETS BASED ON NUMBER OF TERRITORIES OWNED)</b> |                                            |               |                |               |                |                                                                          |
|-------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|---------------|----------------|---------------|----------------|--------------------------------------------------------------------------|
| <b>Subset<br/>(Number of<br/>Franchisees)</b>                                                                           | <b>Number of<br/>Territories<br/>Owned</b> | <b>Lowest</b> | <b>Highest</b> | <b>Median</b> | <b>Average</b> | <b>Number &amp;<br/>Percent<br/>that Met or<br/>Exceeded<br/>Average</b> |
| Subset 1<br>(14 Franchisees)                                                                                            | All                                        | \$1,140,590   | \$20,787,806   | \$1,560,461   | \$3,246,133    | 2/14 (14%)                                                               |
| Subset 2<br>(2 Franchisees)                                                                                             | 1                                          | \$1,515,174   | \$1,719,146    | \$1,617,160   | \$1,617,160    | 1/2 (50%)                                                                |
| Subset 3<br>(5 Franchisees)                                                                                             | 2 - 3                                      | \$1,198,741   | \$2,934,691    | \$1,496,308   | \$1,727,123    | 1/5 (20%)                                                                |
| Subset 4<br>(4 Franchisees)                                                                                             | 4 - 5                                      | \$1,294,709   | \$2,632,824    | \$1,691,528   | \$1,827,647    | 1/4 (25%)                                                                |
| Subset 5<br>(2 Franchisees)                                                                                             | 6 - 7                                      | \$1,140,590   | \$4,336,945    | \$2,738,768   | \$2,738,768    | 1/2 (50%)                                                                |
| Subset 6<br>(1 Franchisee)                                                                                              | More than 7                                | \$20,787,806  | \$20,787,806   | \$20,787,806  | \$20,787,806   | 1/1 (100%)                                                               |

## **General Notes**

1. “Gross Revenue” means all revenue that the franchisee receives or otherwise derives from operating the Franchised Business, whether from cash, check, credit or debit card, or other credit transactions. If a franchisee receives any proceeds from any business interruption insurance applicable to loss of revenue at the Franchised Business, there shall be added to Gross Revenue an amount equal to the imputed gross revenue that the insurer used to calculate those proceeds. Gross Revenue includes promotional allowances or rebates paid to the franchisee in connection with the franchisee’s purchase of products or supplies or its referral of customers. Gross Revenue does not include (i) any bond fide returns and credits that are actually provided to customers, (ii) any sales or other taxes that the franchisee collects from customers and pays directly to the appropriate taxing authority, or (iii) rebates negotiated by us and paid directly to the Franchised Business by Approved Suppliers. A franchisee may not deduct payment provider fees (i.e., bank or credit card company fees and gift card fees) from its Gross Revenue calculation.
2. “High” means the largest or highest number in a data set.
3. “Low” means the smallest or lowest number in a data set.
4. “Average” which is also known as the “mean,” means the sum of all data points in a set, divided by the total number of data points in that set.
5. “Median” means the data point that is in the center of all data points used in a set. 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 it by two.
6. In making the above Financial Performance Representation, we relied upon reports submitted to us by our franchisees. Neither we nor any independent certified public accountant has independently audited or verified the information.
7. The Financial Performance Representation is based on the historical results from the Qualifying Franchisees.
8. The Financial Performance Representation does not include any expense information. As a franchisee, you will incur a variety of expenses, such as payroll expenses (if you have employees or independent contractors), marketing expenses, gas, vehicle expenses, utilities as well as the initial and ongoing fees imposed under the Franchise Agreement.
9. The average Gross Revenue per van for the 31 Qualifying Franchisees during 2025 was \$201,035. The median Gross Revenue per van for the 31 Qualifying Franchisees during 2025 was \$148,283. The high amount for the 31 Qualifying Franchisees during 2025 was \$430,621 while the low amount was \$46,981. 11 out of the 31 Qualifying Franchisees (35%) met or exceeded the average Gross Revenue.

**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 you upon

reasonable request.

There are no material differences between the operations of the Qualifying Franchisees whose data has been included in this Financial Performance Representation and the Franchised Businesses being offered under this Franchise Disclosure Document.

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 Franchised Business, however, we may provide you with the actual records of that Franchised Business. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting our Chief Operating Officer, Marla Mock, at 4801 Spring Valley Road, Suite 103A, Farmers Branch, Texas 75244, (972) 971-7702.

*[The remainder of this page is intentionally left blank.]*

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1: System-wide Outlet Summary**  
**For years 2023 to 2025\***

| <b>Column 1</b><br><b>Outlet Type</b>        | <b>Column 2</b><br><b>Year</b> | <b>Column 3</b><br><b>Outlets at the<br/>Start of the Year</b> | <b>Column 4</b><br><b>Outlets at the<br/>End of the Year</b> | <b>Column 5</b><br><b>Net Change</b> |
|----------------------------------------------|--------------------------------|----------------------------------------------------------------|--------------------------------------------------------------|--------------------------------------|
| <b>Franchised</b>                            | 2023                           | 60                                                             | 58                                                           | -2                                   |
|                                              | 2024                           | 58                                                             | 89                                                           | +31                                  |
|                                              | 2025                           | 89                                                             | 107                                                          | +18                                  |
| <b>Company-Owned and<br/>Affiliate-Owned</b> | 2023                           | 1                                                              | 3                                                            | +2                                   |
|                                              | 2024                           | 3                                                              | 0                                                            | -3                                   |
|                                              | 2025                           | 0                                                              | 0                                                            | 0                                    |
| <b>Total Outlets</b>                         | <b>2023</b>                    | <b>61</b>                                                      | <b>61</b>                                                    | <b>0</b>                             |
|                                              | <b>2024</b>                    | <b>61</b>                                                      | <b>89</b>                                                    | <b>+28</b>                           |
|                                              | <b>2025</b>                    | <b>89</b>                                                      | <b>107</b>                                                   | <b>+18</b>                           |

\*The numbers in this and each Item 20 table represent the number of Territories that our franchisees operate in.

**Table No. 2: Transfers of Outlets from Franchisees to New Owners**  
**(Other than the Franchisor)**  
**For years 2023 to 2025**

| <b>State</b> | <b>Year</b> | <b>Number of<br/>Transfers</b> |
|--------------|-------------|--------------------------------|
| Florida      | 2023        | 0                              |
|              | 2024        | 0                              |
|              | 2025        | 1                              |
| Georgia      | 2023        | 0                              |
|              | 2024        | 0                              |
|              | 2025        | 2                              |
| Texas        | 2023        | 0                              |
|              | 2024        | 0                              |
|              | 2025        | 2                              |
| <b>Total</b> | <b>2023</b> | <b>0</b>                       |
|              | <b>2024</b> | <b>0</b>                       |
|              | <b>2025</b> | <b>5</b>                       |