

	Provision	Section(s) in Your License Agreement*	Summary
t.	Integration/merger clause	Section 22.3	Only the terms of the License Agreement are binding (subject to state law). Any representations or promises outside of the Disclosure Document and License Agreement may not be enforceable.
u.	Dispute resolution by mediation	Sections 20.3	Except for causes of action described in Section 20.3, all disputes must first be submitted to mediation.
v.	Choice of forum	Section 20.1.1	Judicial district where we have our principal place of business at the time the action is initiated (subject to state law).
w.	Choice of law	Section 20.1	The License Agreement will be construed and interpreted under the laws of Pennsylvania (subject to state law).

* Please refer to the disclosure addenda and contractual amendments appended to this Disclosure Document for additional terms that may be required under applicable state law.

ITEM 18 PUBLIC FIGURES

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

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 stores, if there is a reasonable basis for the information, and if the information is included in the Franchise 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 Superior Walls Licensed Business 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.

Please read the following tables in conjunction with the notes that follow:

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Table 1
Average Sales Price for Walls Sold by Individual Licensees System-Wide (Per Linear Foot)
Calendar Years 2021, 2022, 2023, 2024, and 2025

Calendar Year	2021	2022	2023	2024	2025
Highest Average Sales Price (Per Linear Foot)	\$151.31	\$167.18	\$164.29	\$171.63	\$186.26
Lowest Average Sales Price (Per Linear Foot)	\$73.97	\$87.48	\$97.14	\$103.32	\$79.34
Average Sales Price (Per Linear Foot)	\$108.81	\$122.08	\$126.24	\$136.89	\$133.32
% of Licensees At or Above Average	45%	45%	36%	50%	46%
# of Licensees At or Above Average	5	5	4	6	6
Median Average Sales Price (Per Linear Foot)	\$98.31	\$109.80	\$118.97	\$134.12	\$121.68

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Table 2
Average Linear Feet for Walls Sold by Individual Licensees System-Wide (Per Job)
Calendar Years 2021, 2022, 2023, 2024, and 2025

Calendar Year	2021	2022	2023	2024	2025
Highest Average Linear Feet (Per Job)	306.2	316.9	327.20	319.99	390.10
Lowest Average Linear Feet (Per Job)	183.2	195.7	200.8	193.8	189.20
Average Linear Feet (Per Job)	239	242.3	243.03	250.63	253.50
% of Licensees At or Above Average	55%	45%	45%	42%	31%
# of Licensees At or Above Average	6	5	5	5	4
Median Average Linear Feet (Per Job)	246.8	232.0	233.2	240.82	233.20

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Table 3
Total Average Linear Feet for Walls Sold by Individual Licensees System-Wide (Per Year)
Calendar Years 2021, 2022, 2023, 2024, and 2025

Calendar Year	2021	2022	2023	2024	2025
Individual Licensee Highest Total Linear Feet (Per Year)	380,928	363,475	324,554	301,754	280,278
Individual Licensee Lowest Total Linear Feet (Per Year)	3,702	2,243	5,328	1,818	6,615
Total Average Linear Feet (Per Year)	146,953	141,749	129,834	117,291	111,042
% of Licensees At or Above Average	36%	45%	55%	42%	46%
# of Licensees At or Above Average	4	5	6	5	6
Median Total Linear Feet (Per Year)	113,370	99,483	96,829	87,242	71,225

Some licensees have sold these amounts. Your individual results may differ. There is no assurance that you'll sell as much.

NOTES

Note 1. The Tables reflect reported historical data for U.S. licensees that have been continuously operating, and that reported data, throughout calendar years 2021, 2022, 2023, 2024, and 2025. All licensees operated under the Regular License Model. There were 11 U.S. licensees continuously operating throughout 2021, 2022, 2023, 12 U.S. licensees continuously operating throughout 2024, and 13 U.S. licensees continuously operating throughout 2025. Each of these licensees reported data each month that they were in operation. Table 1 reflects the data reported by each of those 11 licensees during 2021 and 2022 and 2023, the 12 U.S. licensees during 2024, and the 13 U.S. licensees during 2025.

Note 2. The figures reflected in the Tables were compiled from unaudited monthly information reported to us by the 11 licensees that were in continuous operation during the years 2021, 2022, and

2023, the 12 U.S. licensees that were in continuous operation throughout 2024, and the 13 U.S. licensees that were in continuous operation throughout 2025. We have not independently verified the information upon which this financial performance representation is based.

Note 3. “**Walls**” as used in the Tables refers to all precast concrete, below-grade and/or above grade walls sold by the licensees through their Superior Walls Licensed Business. The types of Walls currently sold by licensees through their Superior Walls Licensed Businesses are the Xi Wall, Xi Plus Wall, Ui Wall and AG Wall. The Walls sold by the licensees may be of different heights (*e.g.*, 4 feet high, 8 feet high, 10 feet high). The price per linear foot for each Wall may vary depending on the type or height of the Wall. The prices in Table 1 reflect the highest average, lowest average, average and median average sales prices per linear foot for all Walls sold by the 11 individual licensees during 2021, 2022, and 2023, the 12 individual licensees during 2024, and the 13 individual licensees during 2025.

Note 4. “**Average Sales Price (Per Linear Foot)**” for 2021, 2022, 2023, 2024 and 2025 in Table 1 was calculated by dividing the total amount of the sales reported by (i) 11 licensees (for 2021, 2022 and, 2023); (ii) 12 licensees (for 2024); and (iii) 13 licensees (for 2025) by the total amount of the linear feet sold reported by those licensees for each of those years.

Note 5. “**Average Linear Feet (Per Job)**” for 2021, 2022, 2023, 2024 and 2025 in Table 2 was calculated by dividing the total amount of the linear feet sold reported by (i) 11 licensees (for 2021, 2022 and, 2023); (ii) 12 licensees (for 2024); and (iii) 13 licensees (for 2025), by the total number of jobs reported by those licensees for each of those years.

Note 6. “**Total Average Linear Feet (Per Year)**” for 2021, 2022, 2023, 2024 and 2025 in Table 3 was calculated by dividing the total amount of the linear feet sold reported by: (i) 11 licensees (for 2021, 2022 and, 2023) by 11; (ii) 12 licensees (for 2024) by 12; and (iii) 13 licensees (for 2025) by 13.

Note 7. We also encourage you to contact existing licensees to discuss their experiences with our System and their own Superior Walls Licensed Businesses.

Note 8. Written substantiation for this financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation, Superior Walls of America, Ltd. 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: Keith Weller at Superior Walls of America, Ltd., 937 East Earl Road, New Holland, Pennsylvania, 17557 or at (800) 452-9255, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20
OUTLETS AND LICENSEE 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	Change
Franchised	2023	11	12	+1
	2024	12	13	+1
	2025	13	13	0
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	11	12	+1
	2024	12	13	+1
	2025	13	13	0

Table No. 2

**Transfers of Outlets From Licensees To New Owners
(Other Than The Licensor) For Years 2023 to 2025**

State	Year	Number of Transfers
New York	2023	1*
	2024	0
	2025	0
Pennsylvania	2023	1*
	2024	0
	2025	0
Total	2023	2*
	2024	0
	2025	0

*Note: Ownership of these licensees was transferred to an Employee Stock Ownership Plan (ESOP).