

THE FRANCHISE RELATIONSHIP			
PROVISION		SECTION IN FRANCHISE AGREEMENT	SUMMARY
u	Dispute resolution by arbitration or mediation	17.01, 17.02	Mandatory arbitration of disputes, at the request of either party, where we then maintain our principal place of business, currently Franklin, Tennessee (subject to state law). Any dispute reasonably valued at \$10,000 or less, however, is excepted from these mandatory arbitration requirements.
v	Choice of forum	17.02(f), 17.05	Federal or state court closest to where we then maintain our principal place of business, currently Franklin, Tennessee (subject to state law)
w	Choice of law	18.04	Tennessee law applies (subject to state law)

APPLICABLE STATE LAW MAY REQUIRE ADDITIONAL DISCLOSURES RELATED TO THE INFORMATION IN THIS DISCLOSURE DOCUMENT. THESE ADDITIONAL DISCLOSURES, IF ANY, APPEAR IN AN ADDENDUM. See *Exhibit A*.

ITEM 18. PUBLIC FIGURES

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

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) 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.

This Financial Performance Representation ("FPR") reflects the historical average and median Gross Revenues for 108 Franchised Businesses which were open and operating for a full year as of December 31, 2025. As of December 31, 2025, we had 125 total Franchised Businesses open and operational. For purposes of this FPR, we have excluded 17 Franchised Businesses which first opened during 2025 but were not open for the full 12

months as of December 31, 2025, and 15 Franchised Businesses which closed permanently during 2025.

Summary	
Total Number of Franchises Open for Full Year 2025	108
Average Gross Revenues	\$4,016,212
Median Gross Revenues	\$3,052,327
Number of Units Above Average	40
Number of Units Below Average	68
Percentage of Units Above Average	37%
Percentage of Units Below Average	63%
Highest Gross Revenue	\$16,402,127
Lowest Gross Revenue	\$153,604

The following table presents Gross Revenues information from the same Franchised Businesses identified above but the Franchised Businesses have been grouped by quartile based on Gross Revenues. The following tables reflect the historical average and median Gross Revenues by quartile for all 108 Franchised Businesses which were open and operating for a full year as of December 31, 2025. The explanatory notes following the table are an important part of the information presented. Written substantiation for the financial performance representation will be made available to prospective franchisees on reasonable request.

Annual Gross Revenue Quartiles	Number of Units
Top 25% of Franchised Businesses	27
Second 25% of Franchised Businesses	27
Third 25% of Franchised Businesses	27
Fourth 25% of Franchised Businesses	27

Top 25% of Franchised Businesses	
Total Number of Franchises Open for Full Year 2025	27
Average Gross Revenues	\$8,936,187
Median Gross Revenues	\$7,906,436
Number of Units Above Average	11
Number of Units Below Average	16
Percentage of Units Above Average	41%
Percentage of Units Below Average	59%
Highest Gross Revenue	\$16,402,127
Lowest Gross Revenue	\$5,171,042

Second 25% of Franchised Businesses	
Total Number of Franchises Open for Full Year 2025	27
Average Gross Revenues	\$3,989,482
Median Gross Revenues	\$3,946,842
Number of Units Above Average	13
Number of Units Below Average	14
Percentage of Units Above Average	48%
Percentage of Units Below Average	52%
Highest Gross Revenue	\$4,981,962
Lowest Gross Revenue	\$3,071,829

Third 25% of Franchised Businesses	
Total Number of Franchises Open for Full Year 2025	27
Average Gross Revenues	\$2,354,585
Median Gross Revenues	\$2,507,701
Number of Units Above Average	14
Number of Units Below Average	13
Percentage of Units Above Average	52%
Percentage of Units Below Average	48%
Highest Gross Revenue	\$3,302,825
Lowest Gross Revenue	\$1,390,568

Fourth 25% of Franchised Businesses	
Total Number of Franchises Open for Full Year 2025	27
Average Gross Revenues	\$784,595
Median Gross Revenues	\$660,326
Number of Units Above Average	12
Number of Units Below Average	15
Percentage of Units Above Average	44%
Percentage of Units Below Average	56%
Highest Gross Revenue	\$1,372,119
Lowest Gross Revenue	\$153,604

Explanatory Notes to the Financial Information:

1. **Source of Data.** The data presented in this table reflects actual historic financial results regarding the Franchised Businesses which were open and operating for at least 12 months as of December 31, 2025, as reported to us by our franchisees. The table does not include data from the 17 Franchised Businesses that closed during 2025. Of these

Franchised Businesses that closed in 2025, none had been open for less than 12 months.

2. **Total Gross Revenues.** The data presented in the table reflects total Gross Revenues only. “Gross Revenues” means all revenue from the sale of all products and services, and all other income or consideration of every kind and nature received by you or the Franchised Business, all revenues associated with delivering and/or selling products or services off-premises to customers, and any proceeds from business interruption insurance, whether for cash, credit, charge account, debit account, exchange, barter or otherwise and regardless of collection, less (a) any sales taxes or other taxes collected by you from your customers and thereafter paid directly to the appropriate taxing authority and (b) any customer discounts or refunds. Amounts paid by gift card, stored value card or similar program are included in Gross Revenues when the gift card, or other instrument or applicable credit is redeemed. Gross Revenues do not account for any expenses or other deductions, such as payments to contractors, royalty fees, payroll, insurance, income taxes and other overhead. You should consider the effect of all expenses on your expected revenues.

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

Some franchisees have achieved these Gross Revenues. Your individual results may differ. There is no assurance that you’ll achieve these amounts.

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 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 our Chief Executive Officer, Paul Porter, 1221 Liberty Pike, Franklin, TN 37067, 844-366-2102, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

Table No. 1				
SYSTEMWIDE OUTLET SUMMARY FOR YEARS 2023 TO 2025				
COLUMN 1 OUTLET TYPE	COLUMN 2 YEAR	COLUMN 3 OUTLETS AT THE START OF THE YEAR	COLUMN 4 OUTLETS AT THE END OF THE YEAR	COLUMN 5 NET CHANGE
Franchised*	2023	126	126	0
	2024	126	123	-3
	2025	123	125	+2
Company-Owned	2023	1	1	0