

**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 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 location or under particular circumstances.

**AVERAGE GROSS SALES<sup>1</sup> OF FRANCHISED OUTLETS**

<b>Table 1</b>	<b>Top Quartile Range Revenue</b>	<b># of Units</b>
<b>High</b>	\$695,008	13
<b>Low</b>	\$276,498	
<b>Avg.</b>	\$415,258	
<b>Median</b>	\$383,558	
<b>No Above Avg.</b>	5	
<b>% Above Avg.</b>	9	

<b>Table 2</b>	<b>2nd Quartile Range Revenue</b>	<b># of Units</b>
<b>High</b>	\$228,146	13
<b>Low</b>	\$126,052	
<b>Avg.</b>	\$174,900	
<b>Median</b>	\$170,444	
<b>No Above Avg.</b>	6	
<b>% Above Avg.</b>	7	

<b>Table 3</b>	<b>3rd Quartile Range Revenue</b>	<b># of Units</b>
<b>High</b>	\$119,995	13
<b>Low</b>	\$58,278	
<b>Avg.</b>	\$85,802	
<b>Median</b>	\$85,457	
<b>No Above Avg.</b>	6	
<b>% Above Avg.</b>	7	

<b>Table 4</b>	<b>4th Quartile Range Revenue</b>	<b># of Units</b>
<b>High</b>	\$54,852	13
<b>Low</b>	\$8,530	
<b>Avg.</b>	\$29,200	
<b>Median</b>	\$25,989	
<b>No Above Avg.</b>	6	
<b>% Above Avg.</b>	7	

Notes:

Note 1. “Gross Sales” means the dollar aggregate of: (1) the sales price of all products, services, membership fees, merchandise and other items sold, and the charges for all services you perform, whether made for cash, on credit or otherwise, without reserve or deduction for inability or failure to collect, including sales and services (A) originating at the Franchised Business premises even if delivery or performance is made offsite from the Franchised Business premises, (B) placed by mail, facsimile, telephone, the internet and similar means if received or filled at or from the Franchised Business premises, and (C) that you in the normal and customary course of your operations would credit or attribute to the operation of the Franchised Business; and (2) all monies, trade value or other things of value that you receive from Franchised Business operations at, in, or from the Franchised Business premises that are not expressly excluded from Gross Sales, including but not limited to the redemption of approved gift cards/certificates, stored value cards, and loyalty program benefits (the initial sales or reloading of gift cards shall not be included in the calculation of Gross Sales) pursuant to the Customer Card Programs. Gross Sales does not include: (1) the exchange of merchandise between Franchised Businesses (if you operate multiple franchises) if the exchanges are made solely for the convenient operation of your business and not for the purpose of depriving us of the benefit of a sale that otherwise would have been made at, in, on or from the Franchised Business premises; (2) returns to shippers, vendors, or manufacturers; (3) sales of fixtures or furniture after being used in the conduct of the Franchised Business; (4) the sale of gift certificates and stored value cards (the redemption value minus administrative fees will be included in Gross Sales at the time of redemption); (5) insurance proceeds; (6) sales to employees at a discount (provided such discounts will not exceed 1.5% of Gross Sales during any reporting period); (7) cash or credit refunds for transactions included within Gross Sales (limited, however, to the selling price of merchandise returned by the purchaser and accepted by you); (8) the amount of any city, county, state or federal sales, luxury or excise tax on such sales that is both (A) added to the selling price or absorbed therein and (B) paid to the taxing authority; (9) tips and gratuities; (10) Gross Sales earned through an Affiliated Brand franchise operated at the Franchised Business premises, so long as such Gross Sales constitute gross sales (or equivalent) subject to a royalty fee and other fees under such Affiliated Brand’s franchise agreement; and (11) rent or other consideration paid by an Affiliated Brand franchise for occupying the Franchised Business’ premises. A purchase returned to the Franchised Business may not be deducted from Gross Sales unless the purchase was previously included in Gross Sales.

Note 2. Out of the 85 total franchised outlets at the end of calendar year 2025, 16 were excluded because they were not open for the entire 2025 year, 3 were excluded because they stopped operating in 2025, and 14 were excluded because they reported incomplete data.

The information in the above table is taken from historical reports submitted to us by our franchisees. The Gross Sales figures in the table above do not reflect the costs of sales, operating expenses or expenses that must be deducted from the Gross Sale figures to obtain your net income or profit.

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

Written substantiation for these financial performance representations will be made available to you upon reasonable request.

The financial performance representation figures do not reflect the costs of sales or operating expenses that must be deducted from the Gross Sales figures to obtain you net income or profit. The best source of cost and expense data may be from franchisees and former franchisees, some of whom may be listed in Exhibit I.

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 Joshua Wall, 2350 Airport Freeway, Suite 505, Bedford, Texas, 76022, the Federal Trade Commission, and the appropriate state regulatory agencies.

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

**TABLE NO. 1**  
**SYSTEM-WIDE OUTLET SUMMARY**  
**FOR YEARS 2023 TO 2025**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2023	49	57	+8
	2024	57	69	+13
	2025	69	85	+16
Company-Owned	2023	1	1	0
	2024	1	0	0
	2025	0	0	0
Total Outlets	2023	50	58	+8
	2024	58	69	+13
	2025	69	85	+16