

Provision	Article in Franchise Agreement	Summary
v. Choice of forum	20	Delaware (subject to state law)
w. Choice of law	20	Delaware (subject to state law)

ITEM 18: PUBLIC FIGURES

We do not use any public figure 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 Businesses, 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 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.

This Item contains a historical financial performance representation of our U.S. franchised operations, as of December 31, 2025, our fiscal year end.

As of December 31, 2025, we had 41 U.S. franchised outlets in the system, including 2 corporately owned territories operated as 1 franchise business operation.

The table below represents data for 2025 Average Annual Gross Sales, Average Gross Sales by Quartile, Average Annual Costs of Goods Sold, Average Labor Costs, and Average Annual Gross Profit of 30 franchise business operations that operate 37 territories that had been open and operating for a full 12 months ending December 31, 2025. We have excluded the performance of 4 non-conforming franchise operations. This data also excludes our franchise operations and our single corporately owned operation in Canada.

Financial Performance Representation #1-Average Gross Sales, Average Cost of Goods Sold (COGS), Average Gross Profits and Average Labor Costs

Category	Financial Performance Representation
Average Gross Sales ¹	\$1,631,626
Median Gross Sales ¹	\$1,470,778
Average Gross Sales ² of Top Quartile	\$2,949,020
Median Gross Sales ² of Top Quartile	\$2,888,126
Average Gross Sales ² of 2 nd Quartile	\$1,785,816
Median Gross Sales ² of 2 nd Quartile	\$1,742,058
Average Gross Sales ² of 3 rd Quartile	\$1,193,707
Median Gross Sales ² of 3 rd Quartile	\$1,096,057
Average Gross Sales ² of 4 th Quartile	\$653,351
Median Gross Sales ² of 4 th Quartile	\$611,386
Average Cost of Goods Sold ³	41.29%
Median Cost of Goods Sold ³	41.28%
Average Labor Costs ⁴	24.23%

Median Labor Costs ⁴	23.73%
Average Gross Margin ⁵	34.48%
Median Gross Margin ⁵	35.08%
Median Gross Sales	\$1,470,778
Highest Gross Sales	\$3,592,713
Lowest Gross Sales	\$322,407
Average Unit Growth Rate in 2025 ⁶	7.17%
Median Unit Growth Rate in 2025 ⁶	3.50%

Note 1 – “**Gross Sales**” means the total of all revenues for all goods and services excluding taxes.

Note 2 – “**Gross Sales after 2 years**” means the average gross sales of operations in the data set that have been in operation for more than 24 months, ending December 31st, 2025. This includes 26 franchise business operations that operate 34 territories. 50% or 13 operations exceeded this average.

Note 3 – “**Cost of Goods Sold**” is the total cost of materials, freight, inventory adjustments, use tax, consumables and supplies expensed to provide the products/services resulting in the generation of gross sales. This percentage is a blended average of all product categories sold under the trademark.

Note 4 – “**Labor Costs**” is the total cost of labor – direct and indirect required to generate gross revenue. This percentage excludes the amount/percentage drawn by the owner of the franchise regardless of their role in the operation.

Note 5 – “**Gross Margin**” average gross margin is the Average Gross Sales less the Average Cost of Goods Sold and the Labor Costs.

Note 6 – “**Unit Growth Rate**” includes the 30 business operations and 37 territories that were open and operating for a full 12 months in the previous year ending December 31, 2025, excluding 4 non-conforming units.

Written substantiation will be made available to you upon reasonable request.

Some outlets have earned this amount. Your individual results may differ. There is no assurance that you’ll earn as much.

Other than the preceding financial performance representation, we do not make any representations about a franchisee’s future financial performance or the past financial performance of company-owned or franchised Businesses. 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 Business, however, we may provide you with the actual records of that Business. 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 Aaron Cash at 201 Chrislea Road, Vaughan, Ontario, Canada L4L 8N6 and (905) 856-7175, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20: OUTLETS AND FRANCHISEE INFORMATION