

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.

The financial performance representations below include historic information from 18 franchise locations that operated as franchise locations at any point in calendar year 2025, using point of sale and other records from these locations. The data presented includes the Average Monthly Gross Sales, and also provides a median, high and low for Monthly Gross Sales for these locations.

Of the stores reported, seven have been open for less than six months, eight have been open for a period of six to 12 months, and three have been open for at least 12 months.

Percentile	Average Monthly Gross Sales	Median Monthly Gross Sales	High Monthly Gross Sales	Low Monthly Gross Sales
Bottom Quartile (Bottom 25%)	\$23,394.95	\$21,939.71	\$70,882.36	\$5,470.51
Lower-Middle Quartile (25%–50%)	\$34,218.52	\$31,976.43	\$77,197.81	\$13,892.40
Upper-Middle Quartile (50%–75%)	\$41,027.65	\$39,403.37	\$110,068.94	\$7,774.52
Top Quartile (Top 25%)	\$56,139.50	\$45,271.21	\$134,491.72	\$18,277.90

As used in this financial performance representation, Gross Sales, Cost of Goods Sold and Gross Profits have the following meanings:

“**Gross Sales**” means the total revenue from the sale of goods or services less discounts, sales or other applicable taxes, tips, returns and gift card sales.

“**Monthly Gross Sales**” means the Gross Sales of a store during a calendar month.

“**Average Monthly Gross Sales**” means (i) the sum of Monthly Gross Sales of a store for the number of months the store was open, divided by (ii) the total number of months the store was open.

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

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

Except as set forth above, we do not make any financial performance representations about a franchisee’s future financial performance or the past financial performance of company-owned or franchised outlets. 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 future income, you should report it to Franchisor’s management by contacting Jeremy Carlson at 3878 Jake Way, Suite 101, Rexburg, Idaho 83440, (208) 427-5886, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

TABLE 1: SYSTEM-WIDE OUTLET SUMMARY FOR (FISCAL) YEARS 2023 TO 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	0	3	+3
	2024	3	5	+2
	2025	5	18	+13
Company Owned	2023	2	2	0
	2024	2	3	+1
	2025	3	3	0
Total Outlets	2023	2	5	+3
	2024	5	8	+3
	2025	8	21	+13

TABLE 2: TRANSFER OF OUTLETS FROM FRANCHISEE TO NEW OWNERS (OTHER THAN THE FRANCHISOR) FOR (FISCAL) YEARS 2023 TO 2025

State	Year	Number of Transfers
Arizona	2023	0
	2024	1
	2025	0
Florida	2023	0
	2024	0
	2025	1
Utah	2023	0
	2024	0
	2025	1
Total	2023	0
	2024	1
	2025	2