

| | Provision | Section in Area Development or other Agreement | Summary |
|----|---|---|--|
| r. | Non-competition covenants after the franchise is terminated or expires (subject to state law) | Not Applicable | Not applicable; non-competition covenants are covered in the individual Franchise Agreements you will execute contemporaneously with the Area Development Agreement |
| s. | Modification of the Agreement | Section 15 | Modifications must be made in writing and signed by both parties; policies and procedures are subject to be changed by us |
| t. | Integration/merger clause | Sections 13 & 14 | Only the terms of the Area Development Agreement and other related written agreements are binding (subject to state law). Any representations or promises made outside the Disclosure Document and Area Development Agreement may not be enforceable. Nothing in the Area Development Agreement or in any related agreement is intended to disclaim any representations made in this Disclosure Document |
| u. | Dispute resolution by binding mediation | Section 10 | Except for certain claims, all disputes must be mediated and arbitrated in Salt Lake City, Utah (subject to applicable state law) |
| v. | Choice of forum | Section 10 | Dispute resolution must be conducted in Utah (subject to applicable state law) |
| w. | Choice of Law | Section 12 | Utah (subject to applicable state law) |

Item 18: PUBLIC FIGURES

We do not use any public figure to promote the franchise.

Item 19: FINANCIAL PERFORMANCE REPRESENTATION

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.

Basis

The following charts were compiled from unaudited financial reports (using the accrual basis) submitted to us from 129 Uptown Cheapskate stores that operated in the United States during the period of November 1, 2024 through October 31, 2025. This reporting period varies from our fiscal year end of December 31, 2025. During this period, a total

of 157 stores were in operation, 28 of which were excluded from the consideration set. Of the 28 stores that were excluded, 23 stores were open for less than 12 months, 4 stores did not submit complete financial reports, and 1 store ceased operations during that period. The store that ceased operations during that period had been open for more than twelve (12) months. Among the 129 Uptown Cheapskate stores included in this disclosure, 115 were franchised and 14 were company owned.

The charts are organized into three groups: (i) 115 franchised locations, (ii) 14 company-owned locations, and (iii) 129 franchised and company-owned locations. Within each group, the first chart reflects performance across all stores in the consideration set, while the subsequent four charts reflect average performance across quartiles, as determined by Gross Sales.

Assumptions

Our study of financial data provided by franchisees measured our franchisees' performance in a variety of different markets.

Written substantiation for the financial performance data will be made available to you upon reasonable request.

These financial statements have been prepared without an audit.

FRANCHISED LOCATIONS: GROUP AVERAGE

Annualized Average, Median and Range of Profit and Loss for the System Average—Consisting of 115 Franchised Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-------------|-------------|------------|-------------------------|-------|-----------|-----------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$1,405,704 | \$1,312,089 | 100.0% | 50 | 43.5% | 402,655 | 3,909,884 |
| Cost of Goods Sold (3) | \$510,596 | \$481,043 | 36.3% | 49 | 42.6% | 137,263 | 1,364,261 |
| Gross Profit (4) | \$895,108 | \$831,046 | 63.7% | 50 | 43.5% | 265,392 | 2,545,623 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$63,302 | \$57,718 | 4.5% | 47 | 40.9% | 18,956 | 175,945 |
| Administration (6) | \$54,302 | \$50,069 | 3.9% | 48 | 41.7% | 14,397 | 147,603 |
| Facility (7) | \$162,642 | \$160,392 | 11.6% | 53 | 46.1% | 48,415 | 476,776 |
| Marketing | \$70,665 | \$64,023 | 5.0% | 48 | 41.7% | 5,927 | 260,135 |
| Sales Expense (8) | \$10,729 | \$7,132 | 0.8% | 36 | 31.3% | 538 | 79,916 |
| Labor (9) | \$306,109 | \$287,402 | 21.8% | 50 | 43.5% | 64,425 | 785,281 |
| Total Expenses | \$667,749 | \$626,737 | 47.5% | 49 | 42.6% | 170,778 | 1,884,070 |
| Net Income (10) | \$227,359 | \$204,309 | 16.2% | 53 | 46.1% | (79,045) | 1,076,696 |

Notes (which apply to the above table and all subsequent tables in Item 19):

- (1) These numbers illustrate the range for individual stores for each line item. Since line items show different stores, the numbers do not total.
- (2) Gross Sales means all revenue from the franchise location and online sales, excluding sales or use tax. This term is defined in Item 6.
- (3) Cost of Goods Sold includes the costs and expenses related to retail items. This includes shrinkage (loss of product due to theft, donations, etc.) and markdowns.
- (4) Gross Profit means Gross Sales minus Cost of Goods Sold.
- (5) Franchise Royalty numbers do not equal five percent (5.0%) of gross sales due to certain incentives in place for multi-unit franchisees and the fact that charges for any given month are paid in the following month.
- (6) Administration includes insurance, credit card processing fees, bad debt, bank charges, checking account fees, equipment leasing, equipment repairs, licenses, dues, office supplies, payroll processing fees, property tax, security, training expense and travel expense.
- (7) Facility includes rent, CAM, repairs, ancillary charges, and utilities.
- (8) Sales Expense includes bags, tags, and related supplies.
- (9) Labor includes wages, taxes, and benefits, but does not include compensation received by owner.
- (10) Income before interest, taxes, depreciation, amortization, and owner's compensation.

FRANCHISED LOCATIONS: FIRST QUARTILE

Annualized Average, Median and Range of Profit and Loss for the First Quartile (by Gross Sales)—Consisting of 28 Franchised Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-------------|-------------|------------|-------------------------|-------|-----------|-----------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$2,192,785 | \$2,086,374 | 100.0% | 11 | 39.3% | 1,693,474 | 3,909,884 |
| Cost of Goods Sold (3) | \$796,090 | \$772,403 | 36.3% | 12 | 42.9% | 597,142 | 1,364,261 |
| Gross Profit (4) | \$1,396,696 | \$1,313,971 | 63.7% | 11 | 39.3% | 1,019,919 | 2,545,623 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$99,461 | \$94,339 | 4.5% | 10 | 35.7% | 71,251 | 175,945 |
| Administration (6) | \$79,010 | \$70,091 | 3.6% | 13 | 46.4% | 49,407 | 147,603 |
| Facility (7) | \$199,609 | \$181,064 | 9.1% | 11 | 39.3% | 104,785 | 476,776 |
| Marketing | \$109,777 | \$90,820 | 5.0% | 8 | 28.6% | 54,168 | 260,135 |
| Sales Expense (8) | \$21,476 | \$17,096 | 1.0% | 8 | 28.6% | 3,640 | 79,916 |
| Labor (9) | \$463,920 | \$441,029 | 21.2% | 12 | 42.9% | 261,377 | 785,281 |
| Total Expenses | \$973,253 | \$894,438 | 44.4% | 11 | 39.3% | 638,381 | 1,884,070 |
| Net Income (10) | \$423,443 | \$419,534 | 19.3% | 9 | 32.1% | 260,945 | 1,076,696 |

FRANCHISED LOCATIONS: SECOND QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Second Quartile (by Gross Sales)—Consisting of 29 Franchised Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-------------|-------------|------------|-------------------------|-------|-----------|-----------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$1,511,201 | \$1,530,352 | 100.0% | 17 | 58.6% | 1,320,093 | 1,685,649 |
| Cost of Goods Sold (3) | \$542,786 | \$550,307 | 35.9% | 16 | 55.2% | 451,414 | 625,776 |
| Gross Profit (4) | \$968,415 | \$980,045 | 64.1% | 14 | 48.3% | 823,762 | 1,129,584 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$66,568 | \$66,034 | 4.4% | 14 | 48.3% | 52,804 | 82,479 |
| Administration (6) | \$57,553 | \$55,018 | 3.8% | 12 | 41.4% | 43,418 | 75,054 |
| Facility (7) | \$162,247 | \$160,392 | 10.7% | 14 | 48.3% | 104,656 | 236,014 |
| Marketing | \$76,029 | \$73,293 | 5.0% | 13 | 44.8% | 45,970 | 127,373 |
| Sales Expense (8) | \$9,269 | \$7,132 | 0.6% | 10 | 34.5% | 804 | 38,248 |
| Labor (9) | \$328,094 | \$334,418 | 21.7% | 16 | 55.2% | 216,524 | 442,979 |
| Total Expenses | \$699,760 | \$696,287 | 46.3% | 12 | 41.4% | 529,719 | 916,832 |
| Net Income (10) | \$268,655 | \$283,757 | 17.8% | 14 | 48.3% | 59,901 | 493,772 |

FRANCHISED LOCATIONS: THIRD QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Third Quartile (by Gross Sales)—Consisting of 29 Franchised Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-------------|-------------|------------|-------------------------|-------|-----------|-----------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$1,166,357 | \$1,138,710 | 100.0% | 13 | 44.8% | 1,014,795 | 1,312,089 |
| Cost of Goods Sold (3) | \$428,162 | \$428,087 | 36.7% | 14 | 48.3% | 333,933 | 504,985 |
| Gross Profit (4) | \$738,194 | \$710,623 | 63.3% | 13 | 44.8% | 646,100 | 884,454 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$52,633 | \$54,254 | 4.5% | 17 | 58.6% | 42,741 | 64,655 |
| Administration (6) | \$45,394 | \$43,382 | 3.9% | 12 | 41.4% | 30,013 | 67,291 |
| Facility (7) | \$159,423 | \$155,453 | 13.7% | 13 | 44.8% | 108,517 | 226,964 |
| Marketing | \$60,992 | \$60,014 | 5.2% | 14 | 48.3% | 35,299 | 85,827 |
| Sales Expense (8) | \$7,789 | \$6,901 | 0.7% | 12 | 41.4% | 2,791 | 19,393 |
| Labor (9) | \$264,920 | \$259,323 | 22.7% | 14 | 48.3% | 170,819 | 366,286 |
| Total Expenses | \$591,151 | \$579,325 | 50.7% | 13 | 44.8% | 488,924 | 753,578 |
| Net Income (10) | \$147,043 | \$131,297 | 12.6% | 11 | 37.9% | (23,078) | 328,103 |

FRANCHISED LOCATIONS: FOURTH QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Fourth Quartile (by Gross Sales)—Consisting of 29 Franchised Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-----------|-----------|------------|-------------------------|-------|-----------|---------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$779,614 | \$832,528 | 100.0% | 17 | 58.6% | 402,655 | 964,378 |
| Cost of Goods Sold (3) | \$285,191 | \$289,768 | 36.6% | 15 | 51.7% | 137,263 | 373,593 |
| Gross Profit (4) | \$494,423 | \$542,759 | 63.4% | 19 | 65.5% | 265,392 | 635,636 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$35,792 | \$37,838 | 4.6% | 16 | 55.2% | 18,956 | 47,319 |
| Administration (6) | \$36,100 | \$36,033 | 4.6% | 13 | 44.8% | 14,397 | 54,944 |
| Facility (7) | \$130,564 | \$134,732 | 16.7% | 16 | 55.2% | 48,415 | 189,158 |
| Marketing | \$37,212 | \$39,160 | 4.8% | 17 | 58.6% | 5,927 | 67,660 |
| Sales Expense (8) | \$4,753 | \$3,510 | 0.6% | 10 | 34.5% | 538 | 15,392 |
| Labor (9) | \$172,944 | \$174,711 | 22.2% | 16 | 55.2% | 64,425 | 268,499 |
| Total Expenses | \$417,366 | \$425,983 | 53.5% | 17 | 58.6% | 170,778 | 603,833 |
| Net Income (10) | \$77,057 | \$116,776 | 9.9% | 16 | 55.2% | (79,045) | 200,256 |

COMPANY-OWNED LOCATIONS: GROUP AVERAGE

Annualized Average, Median and Range of Profit and Loss for the System Average—Consisting of 14 Company-Owned Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-------------|-----------|------------|-------------------------|-------|-----------|-----------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$1,004,698 | \$901,119 | 100.0% | 6 | 42.9% | 595,856 | 1,907,305 |
| Cost of Goods Sold (3) | \$377,491 | \$338,417 | 37.6% | 6 | 42.9% | 235,294 | 671,075 |
| Gross Profit (4) | \$627,207 | \$562,703 | 62.4% | 6 | 42.9% | 360,562 | 1,236,230 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$40,188 | \$36,045 | 4.0% | 6 | 42.9% | 23,834 | 76,292 |
| Administration (6) | \$36,708 | \$34,669 | 3.7% | 6 | 42.9% | 18,409 | 51,198 |
| Facility (7) | \$124,142 | \$119,340 | 12.4% | 6 | 42.9% | 85,567 | 163,125 |
| Marketing | \$43,252 | \$36,389 | 4.3% | 4 | 28.6% | 22,610 | 103,122 |
| Sales Expense (8) | \$10,070 | \$6,864 | 1.0% | 5 | 35.7% | 2,973 | 26,220 |
| Labor (9) | \$248,583 | \$234,028 | 24.7% | 6 | 42.9% | 177,730 | 419,076 |
| Total Expenses | \$502,942 | \$467,335 | 50.1% | 5 | 35.7% | 376,555 | 832,132 |
| Net Income (10) | \$124,265 | \$95,368 | 12.4% | 5 | 35.7% | (59,548) | 404,098 |

COMPANY-OWNED LOCATIONS: FIRST QUARTILE

Annualized Average, Median and Range of Profit and Loss for the First Quartile (by Gross Sales)—Consisting of 3 Company-Owned Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-------------|-------------|------------|-------------------------|-------|-----------|-----------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$1,565,826 | \$1,574,312 | 100.0% | 2 | 66.7% | 1,215,862 | 1,907,305 |
| Cost of Goods Sold (3) | \$563,759 | \$547,853 | 36.0% | 1 | 33.3% | 472,349 | 671,075 |
| Gross Profit (4) | \$1,002,067 | \$1,026,459 | 64.0% | 2 | 66.7% | 743,512 | 1,236,230 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$62,633 | \$62,972 | 4.0% | 2 | 66.7% | 48,634 | 76,292 |
| Administration (6) | \$49,308 | \$48,374 | 3.1% | 1 | 33.3% | 48,353 | 51,198 |
| Facility (7) | \$139,914 | \$138,828 | 8.9% | 1 | 33.3% | 117,789 | 163,125 |
| Marketing | \$65,930 | \$58,578 | 4.2% | 1 | 33.3% | 36,089 | 103,122 |
| Sales Expense (8) | \$11,934 | \$7,757 | 0.8% | 1 | 33.3% | 5,902 | 22,143 |
| Labor (9) | \$339,181 | \$328,536 | 21.7% | 1 | 33.3% | 269,931 | 419,076 |
| Total Expenses | \$668,900 | \$645,045 | 42.7% | 1 | 33.3% | 528,554 | 832,132 |
| Net Income (10) | \$333,167 | \$381,414 | 21.3% | 2 | 66.7% | 214,958 | 404,098 |

COMPANY-OWNED LOCATIONS: SECOND QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Second Quartile (by Gross Sales)—Consisting of 3 Company-Owned Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-------------|-------------|------------|-------------------------|-------|-----------|-----------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$1,097,092 | \$1,109,055 | 100.0% | 2 | 66.7% | 1,034,397 | 1,147,826 |
| Cost of Goods Sold (3) | \$417,504 | \$399,772 | 38.1% | 1 | 33.3% | 395,710 | 457,029 |
| Gross Profit (4) | \$679,589 | \$709,283 | 61.9% | 2 | 66.7% | 638,686 | 709,283 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$43,884 | \$44,362 | 4.0% | 2 | 66.7% | 41,376 | 45,913 |
| Administration (6) | \$31,491 | \$32,887 | 2.9% | 2 | 66.7% | 27,848 | 33,737 |
| Facility (7) | \$127,230 | \$116,964 | 11.6% | 1 | 33.3% | 115,222 | 149,504 |
| Marketing | \$44,418 | \$37,585 | 4.0% | 1 | 33.3% | 28,653 | 67,016 |
| Sales Expense (8) | \$9,705 | \$5,970 | 0.9% | 1 | 33.3% | 3,971 | 19,174 |
| Labor (9) | \$264,110 | \$250,614 | 24.1% | 1 | 33.3% | 232,862 | 308,855 |
| Total Expenses | \$520,838 | \$488,382 | 47.5% | 1 | 33.3% | 456,969 | 618,311 |
| Net Income (10) | \$158,751 | \$220,901 | 14.5% | 2 | 66.7% | 72,486 | 222,049 |

COMPANY-OWNED LOCATIONS: THIRD QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Third Quartile (by Gross Sales)—Consisting of 4 Company-Owned Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-----------|-----------|------------|-------------------------|-------|-----------|---------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$851,164 | \$809,766 | 100.0% | 1 | 25.0% | 798,913 | 986,211 |
| Cost of Goods Sold (3) | \$317,248 | \$312,547 | 37.3% | 2 | 50.0% | 284,860 | 359,038 |
| Gross Profit (4) | \$533,916 | \$497,219 | 62.7% | 1 | 25.0% | 481,117 | 627,173 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$34,047 | \$32,391 | 4.0% | 1 | 25.0% | 31,957 | 39,448 |
| Administration (6) | \$36,912 | \$37,453 | 4.3% | 2 | 50.0% | 32,987 | 39,754 |
| Facility (7) | \$119,593 | \$118,730 | 14.1% | 2 | 50.0% | 106,946 | 133,965 |
| Marketing | \$35,461 | \$27,952 | 4.2% | 1 | 25.0% | 24,799 | 61,140 |
| Sales Expense (8) | \$9,823 | \$10,086 | 1.2% | 2 | 50.0% | 4,328 | 14,792 |
| Labor (9) | \$217,292 | \$208,520 | 25.5% | 1 | 25.0% | 194,007 | 258,122 |
| Total Expenses | \$453,127 | \$435,131 | 53.2% | 1 | 25.0% | 413,104 | 546,771 |
| Net Income (10) | \$80,789 | \$62,087 | 9.5% | 1 | 25.0% | 61,590 | 118,064 |

COMPANY-OWNED LOCATIONS: FOURTH QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Fourth Quartile (by Gross Sales)—Consisting of 4 Company-Owned Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|------------|-----------|------------|-------------------------|-------|-----------|---------|
| | | | | # | % | Low | High |
| <i>INCOME</i> | | | | | | | |
| Gross Sales (2) | \$668,091 | \$670,224 | 100.0% | 2 | 50.0% | 595,856 | 736,058 |
| Cost of Goods Sold (3) | \$268,023 | \$266,878 | 40.1% | 2 | 50.0% | 235,294 | 303,042 |
| Gross Profit (4) | \$400,068 | \$403,347 | 59.9% | 2 | 50.0% | 360,562 | 433,016 |
| <i>EXPENSE</i> | | | | | | | |
| Franchise Royalty (5) | \$26,724 | \$26,809 | 4.0% | 2 | 50.0% | 23,834 | 29,442 |
| Administration (6) | \$30,966 | \$29,292 | 4.6% | 1 | 25.0% | 18,409 | 46,872 |
| Facility (7) | \$114,544 | \$113,260 | 17.1% | 2 | 50.0% | 85,567 | 146,091 |
| Marketing | \$33,160 | \$34,322 | 5.0% | 2 | 50.0% | 22,610 | 41,386 |
| Sales Expense (8) | \$9,193 | \$3,790 | 1.4% | 1 | 25.0% | 2,973 | 26,220 |
| Labor (9) | \$200,280 | \$194,098 | 30.0% | 1 | 25.0% | 177,730 | 235,194 |
| Total Expenses | \$414,867 | \$401,569 | 62.1% | 2 | 50.0% | 376,555 | 449,020 |
| Net Income (10) | (\$14,799) | \$1,777 | (2.2%) | 2 | 50.0% | (59,548) | 23,456 |

FRANCHISED & COMPANY-OWNED LOCATIONS: GROUP AVERAGE

Annualized Average, Median and Range of Profit and Loss for the System Average—Consisting of 129 Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-------------|-------------|------------|-------------------------|-------|-----------|-----------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$1,362,184 | \$1,282,632 | 100.0% | 54 | 41.9% | 402,655 | 3,909,884 |
| Cost of Goods Sold (3) | \$496,151 | \$465,057 | 36.4% | 55 | 42.6% | 137,263 | 1,364,261 |
| Gross Profit (4) | \$866,033 | \$817,575 | 63.6% | 57 | 44.2% | 265,392 | 2,545,623 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$60,793 | \$56,090 | 4.5% | 55 | 42.6% | 18,956 | 175,945 |
| Administration (6) | \$52,392 | \$48,872 | 3.8% | 51 | 39.5% | 14,397 | 147,603 |
| Facility (7) | \$158,464 | \$152,613 | 11.6% | 60 | 46.5% | 48,415 | 476,776 |
| Marketing | \$67,690 | \$62,170 | 5.0% | 52 | 40.3% | 5,927 | 260,135 |
| Sales Expense (8) | \$10,657 | \$7,132 | 0.8% | 40 | 31.0% | 538 | 79,916 |
| Labor (9) | \$299,866 | \$271,992 | 22.0% | 55 | 42.6% | 64,425 | 785,281 |
| Total Expenses | \$649,863 | \$598,869 | 47.7% | 55 | 42.6% | 170,778 | 1,884,070 |
| Net Income (10) | \$216,171 | \$218,706 | 15.9% | 59 | 45.7% | (79,045) | 1,076,696 |

FRANCHISED & COMPANY-OWNED LOCATIONS: FIRST QUARTILE

Annualized Average, Median and Range of Profit and Loss for the First Quartile (by Gross Sales)—Consisting of 32 Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-------------|-------------|------------|-------------------------|-------|-----------|-----------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$2,135,566 | \$2,005,433 | 100.0% | 13 | 40.6% | 1,666,627 | 3,909,884 |
| Cost of Goods Sold (3) | \$775,192 | \$714,729 | 36.3% | 13 | 40.6% | 597,142 | 1,364,261 |
| Gross Profit (4) | \$1,360,374 | \$1,290,705 | 63.7% | 11 | 34.4% | 1,019,919 | 2,545,623 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$96,240 | \$90,313 | 4.5% | 12 | 37.5% | 67,017 | 175,945 |
| Administration (6) | \$75,827 | \$66,847 | 3.6% | 13 | 40.6% | 46,635 | 147,603 |
| Facility (7) | \$193,827 | \$177,541 | 9.1% | 12 | 37.5% | 104,785 | 476,776 |
| Marketing | \$108,810 | \$90,820 | 5.1% | 9 | 28.1% | 54,168 | 260,135 |
| Sales Expense (8) | \$20,076 | \$16,985 | 0.9% | 9 | 28.1% | 2,051 | 79,916 |
| Labor (9) | \$451,014 | \$426,044 | 21.1% | 13 | 40.6% | 261,377 | 785,281 |
| Total Expenses | \$945,796 | \$868,548 | 44.3% | 12 | 37.5% | 638,381 | 1,884,070 |
| Net Income (10) | \$414,578 | \$422,156 | 19.4% | 10 | 31.3% | 260,945 | 1,076,696 |

FRANCHISED & COMPANY-OWNED LOCATIONS: SECOND QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Second Quartile (by Gross Sales)—Consisting of 32 Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-------------|-------------|------------|-------------------------|-------|-----------|-----------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$1,465,150 | \$1,471,769 | 100.0% | 16 | 50.0% | 1,293,096 | 1,662,228 |
| Cost of Goods Sold (3) | \$528,482 | \$521,531 | 36.1% | 15 | 46.9% | 451,414 | 625,776 |
| Gross Profit (4) | \$936,668 | \$950,238 | 63.9% | 16 | 50.0% | 788,112 | 1,129,584 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$64,325 | \$63,172 | 4.4% | 15 | 46.9% | 51,948 | 82,479 |
| Administration (6) | \$56,450 | \$53,993 | 3.9% | 13 | 40.6% | 39,198 | 75,054 |
| Facility (7) | \$160,366 | \$160,227 | 10.9% | 16 | 50.0% | 104,656 | 236,014 |
| Marketing | \$72,372 | \$68,589 | 4.9% | 14 | 43.8% | 45,970 | 122,171 |
| Sales Expense (8) | \$9,098 | \$7,071 | 0.6% | 10 | 31.3% | 804 | 38,248 |
| Labor (9) | \$323,739 | \$333,226 | 22.1% | 18 | 56.3% | 216,524 | 442,979 |
| Total Expenses | \$686,350 | \$686,277 | 46.8% | 14 | 43.8% | 529,719 | 916,832 |
| Net Income (10) | \$250,318 | \$263,960 | 17.1% | 14 | 43.8% | 34,534 | 493,772 |

FRANCHISED & COMPANY-OWNED LOCATIONS: THIRD QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Third Quartile (by Gross Sales)—Consisting of 32 Units Operating from November 1, 2024 through October 31, 2025

| | Average | Median | % of Sales | Stores at or above Avg. | | Range (1) | |
|------------------------|-------------|-------------|------------|-------------------------|-------|-----------|-----------|
| | | | | # | % | Low | High |
| INCOME | | | | | | | |
| Gross Sales (2) | \$1,114,954 | \$1,113,180 | 100.0% | 16 | 50.0% | 956,501 | 1,282,632 |
| Cost of Goods Sold (3) | \$409,113 | \$414,745 | 36.7% | 18 | 56.3% | 320,865 | 482,453 |
| Gross Profit (4) | \$705,842 | \$698,435 | 63.3% | 13 | 40.6% | 590,785 | 884,454 |
| EXPENSE | | | | | | | |
| Franchise Royalty (5) | \$49,634 | \$49,124 | 4.5% | 15 | 46.9% | 39,210 | 60,693 |
| Administration (6) | \$42,993 | \$41,362 | 3.9% | 13 | 40.6% | 27,848 | 67,291 |
| Facility (7) | \$155,627 | \$148,699 | 14.0% | 13 | 40.6% | 108,517 | 226,964 |
| Marketing | \$55,867 | \$56,931 | 5.0% | 17 | 53.1% | 28,653 | 83,381 |
| Sales Expense (8) | \$8,102 | \$6,670 | 0.7% | 13 | 40.6% | 1,066 | 19,393 |
| Labor (9) | \$256,354 | \$257,172 | 23.0% | 17 | 53.1% | 170,819 | 351,240 |
| Total Expenses | \$568,576 | \$559,957 | 51.0% | 13 | 40.6% | 456,969 | 678,061 |
| Net Income (10) | \$137,266 | \$138,477 | 12.3% | 14 | 43.8% | (23,078) | 328,103 |