

Provision	Section in franchise or other agreement	Summary
		out of or related to it or the franchise relationship shall be governed by, construed, and enforced in accordance with the laws of Missouri, without regard to its or any other jurisdiction's choice of law principles.

## ITEM 18. PUBLIC FIGURES

We do not use any public figure to promote CBD American Shaman franchises.

## 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.

We do not make any representations about a franchisee's future financial performance or the past financial performance of affiliate-owned or franchised outlets. We also do not authorize our employees or representatives to make any financial performance 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 Tara Latil, 1501 Iron Street, North Kansas City, Missouri, telephone (855) 427-2233, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

Table No. 1  
Systemwide Outlet Summary  
For Fiscal Years 2021-2023

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised Outlets	2021	299	241	-58
	2022	241	207	-34
	2023	207	169	-38
Company-Owned*	2021	43	47	+4
	2022	47	46	-1
	2023	46	43	-3
Total Outlets	2021	342	288	-54
	2022	288	253	-35
	2023	253	212	-41