

| Provision | Section in Agreement | Summary |
|------------------|--|--|
| | Representative Agreement | Agreement is Travis County, Texas, unless otherwise brought by us. (See also State Specific Amendments to Regional Representative Agreement.) |
| w. Choice of law | Section 18.01 of Regional Representative Agreement | Subject to applicable law, the Regional Representative Agreement is to be interpreted and construed under Texas or Federal law. (See also State Specific Amendments to Regional Representative Agreement.) |

ITEM 18 PUBLIC FIGURES

We do not use any public figure to promote our franchise program.

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 company-affiliated 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 your future income, you should report it to the franchisor's management by contacting Debbie Gardner in our Franchise Systems at 1221 South Mopac Expressway, Suite 400, Austin, Texas 78746 and (512) 327-3070, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

REGIONS

**TABLE NO. 1
SYSTEMWIDE REGION SUMMARY
FOR FISCAL YEARS 2021 TO 2023**

| Region Type | Year | Regions at the Start of the Year | Regions at the End of the Year | Net Change |
|----------------|------|----------------------------------|--------------------------------|------------|
| Franchised* | 2021 | 20 | 22 | +2 |
| | 2022 | 22 | 22 | 0 |
| | 2023 | 22 | 18 | -4 |
| Company-Owned* | 2021 | 11 | 9 | -2 |
| | 2022 | 9 | 9 | 0 |