

	Provision	Section in franchise agreement	Summary
u.	Dispute resolution by arbitration or mediation [continued]		of your entity, nor will we take a position or issue an opinion on the validity of a specific claim by an owner of your entity or the respective liabilities of owners of your entity involved in a dispute. (This provision is subject to state law.)
v.	Choice of forum	10.1, 10.2	Arbitration proceedings will take place in Dallas, Texas. Mediation proceedings may take place at any mutually agreed location. Any litigation proceedings will take place in an appropriate court in Texas. (This provision is subject to state law.)
w.	Choice of law	13.1	The Federal Arbitration Act (9 U.S.C. §1 <i>et seq.</i>) law governs the arbitration of disputes under the Franchise Agreement. Otherwise, the law of the state of Texas governs the Franchise Agreement. (This provision is subject to state law.)

ITEM 18: PUBLIC FIGURES

We do not currently pay or provide any other benefit to a public figure for the right to use his or her name to promote the sale of Postal Connections or iSOLD It 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 specific location or under specific circumstances.

The following chart contains historic performance information regarding the "Gross Volume" (defined as all money or things of value received directly or indirectly by a franchisee constituting payment to or on account of the Franchised Business or the Franchise, less applicable sales and use taxes and *bona fide* product or service refunds) for the fiscal year 2023 for the 33 PC/ISI Stores operating under effective Franchise Agreements that were open for 12 months or longer as of December 31, 2023:

Total 2023 Revenues for Franchised PC/ISI Stores

Outlet 1	\$1,197,113
Outlet 2	\$801,409
Outlet 3	\$746,621
Outlet 4	\$674,442
Outlet 5	\$534,251
Outlet 6	\$520,903
Outlet 7	\$493,543
Outlet 8	\$488,377
Outlet 9	\$488,113
Outlet 10	\$437,254

Outlet 11	\$424,575
Outlet 12	\$403,061
Outlet 13	\$376,439
Outlet 14	\$353,987
Outlet 15	\$353,517
Outlet 16	\$345,365
Outlet 17	\$336,787
Outlet 18	\$335,110
Outlet 19	\$314,565
Outlet 20	\$296,819
Outlet 21	\$287,225
Outlet 22	\$259,780
Outlet 23	\$233,169
Outlet 24	\$229,600
Outlet 25	\$226,033
Outlet 26	\$221,547
Outlet 27	\$189,445
Outlet 28	\$182,039
Outlet 29	\$178,699
Outlet 30	\$164,152
Outlet 31	\$103,859
Outlet 32	\$83,423
Outlet 33	\$42,604

The average Annual Gross Volume for PC/ISI Stores in 2023 was \$373,449. The number of PC/ISI Stores that met or exceeded this average gross revenue figure in 2023 was 13 (representing 40% of the applicable PC/ISI Stores). In the table above, Outlet 17 was the median PC/ISI Store, with 2023 revenues of \$336,787.

In fiscal year 2023, there was only one @Home Location operating under a Franchise Agreement that was opened for 12 months or more. The Annual Gross Volume for that @Home Location in 2023 was \$191,790.

We no longer offer franchises for retail stores that only offer iSOLD It services and we do not make any financial performance representations regarding those retail stores.

Some outlets have sold this amount. Your individual results may differ. There is no assurance that you will sell as much.

The financial performance representation figures in the tables above do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit.

You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business. Franchisees or former franchisees listed in the disclosure document may be one source of this information.

We have not audited this information. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, Blue Stamp Franchise Company does not make any financial performance representations. 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 Clifford "Andy" Thompson, Postal Connections, 6136 Frisco Square Boulevard, Suite 400, Frisco, Texas 75034, (619) 294-7550; the Federal Trade Commission; and the appropriate state regulatory agencies.

ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary For years 2021 to 2023

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	40	41	+1
	2022	41	39	-2
	2023	39	38	-1
Company-Owned	2021	0	0	0
	2022	0	0	0
	2023	0	0	0
Total Outlets	2021	40	41	+1
	2022	41	39	-2
	2023	39	38	-1

Note: Some of the Outlets are standard PC/ISI Stores with an integrated iSOLD It business and others are stores without an integrated iSOLD It business. Postal Connection store franchises without an iSOLD It business and Postal Connection store franchises offering only iSOLD It business services are no longer being sold. One Outlet is an @Home Location.

Table No. 2
Transfers of Outlets from Franchisees to New Owners
(other than the Franchisor) For years 2021 to 2023

State	Year	Number of Transfers
California	2021	0
	2022	1
	2023	4
Delaware	2021	0
	2022	1
	2023	0
Florida	2021	0
	2022	0
	2023	1
Michigan	2021	0
	2022	1
	2023	0
New York	2021	0
	2022	0
	2023	1
	2021	0
	2022	1