

<b>PROVISION</b>	<b>SECTION IN FRANCHISE AGREEMENT</b>	<b>SUMMARY</b>
r. Non-competition covenants after the franchise is terminated or expires	Section 17.B in Franchise Agreement	For 2 years after expiration or termination for any reason, you may not own or be involved in competing business within your former Territory or within 10 miles of any other Store. (Subject to state law.)
s. Modification of the agreement	Sections 23.E in Franchise Agreement	Franchise Agreement may not be amended except in writing and agreed to by both parties.
t. Integration/merger clause	Section 23.E in Franchise Agreement	Only terms of Franchise Agreement are binding (subject to state law). Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	22.A	All disputes subject to arbitration in Solano, County, California, subject to state law.
v. Choice of forum	Section 22.C in Franchise Agreement	Subject to arbitration requirement, litigation must be in California. (Subject to state law)  Federal, state, and local courts located in the county or judicial district in which COUNTRY VISIONS maintains its principal offices at the time of litigation (currently, Fairfield, California)
w. Choice of law	Section 22.B	Except for Federal Arbitration Act and other federal law, the laws of the state in which in which the Apricot Lane franchised business is operating under the Franchise Agreement.

## **ITEM 18 PUBLIC FIGURES**

COUNTRY VISIONS does not use any public figure to promote its franchise.

## **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.

<b><u>Gross Revenues of Apricot Lane Stores</u></b>							
<b><u>Operating for the Full 12-Month Period Ending December 31, 2023</u></b>							
<b><u>Type of Location</u></b>	<b><u>Number of Stores</u></b>	<b><u>Range of Gross Revenues</u></b>		<b><u>Average Gross Revenues</u></b>	<b><u>Median Gross Revenues</u></b>	<b><u># and % At or Above Average</u></b>	<b><u># and % Below Average</u></b>
		<b><u>High</u></b>	<b><u>Low</u></b>				
<b><u>Top 10</u></b>	<u>10</u>	<u>\$1,864,104</u>	<u>\$574,940</u>	<u>\$872,172</u>	<u>\$715,892</u>	<u>2 or 20%</u>	<u>8 or 80%</u>
<b><u>Top 20</u></b>	<u>20</u>	<u>\$1,864,104</u>	<u>\$489,621</u>	<u>\$703,752</u>	<u>\$574,940</u>	<u>5 or 25%</u>	<u>15 or 75%</u>
<b><u>Bottom 20</u></b>	<u>20</u>	<u>\$219,483</u>	<u>\$87,768</u>	<u>\$149,710</u>	<u>\$145,110</u>	<u>9 or 45%</u>	<u>11 or 55%</u>
<b><u>Bottom 10</u></b>	<u>10</u>	<u>\$142,177</u>	<u>\$87,768</u>	<u>\$120,687</u>	<u>\$124,543</u>	<u>5 or 50%</u>	<u>5 or 50%</u>

**Notes:**

1. This table of gross revenues of Apricot Lane Stores above consists of the relevant set of reported gross revenues of the 81 franchised Stores that were open and operating during the entire 12-month period shown. We had 112 franchised Apricot Lane Stores open as of the end of the period shown. The 31 franchised Stores excluded from the table were: (a) 23 Stores that first opened for business during that period; (b) 8 Stores that relocated or transferred ownership during that period; and (c) 19 Stores that ceased operations during that period.
2. The row for All Stores consists of all franchised Stores described in Note 1. The row for Top 10 consists of the 10 franchised Stores with the highest reported annual gross revenues. The row for Top 20 consists of the 20 franchised Stores with the highest reported annual gross revenues. The row for Bottom 20 consists of the 20 franchised Stores with the lowest reported annual gross revenues. The row for Bottom 10 consists of the 10 franchised Stores with the lowest reported annual gross revenues.
3. The gross revenues shown were derived from unaudited financial reports submitted by franchisees for the purpose of computing royalties and using a gross revenues definition identical to the one in Item 6.
4. Stores reflected in this table have been open for a period ranging from 1 year to more than 10 years. A new COUNTRY VISIONS Store is likely to experience a start-up period before achieving stabilized revenues.
5. Some of the Stores reflected in this table are located in areas where COUNTRY VISIONS Stores have established a market presence. If you open your Store in a new market, your Store will not benefit from any established trade identity in the local market derived from the presence and marketing activities of other COUNTRY VISIONS Stores in the local market.

**General**

We expect that new franchised COUNTRY VISIONS Stores will offer the same or similar products and services, and have similar characteristics, as the Stores included in these financial performance representations.

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

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

The financial performance representation figures do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenues 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.

Other than the preceding financial performance representation, Country Visions, Inc. does not make any financial performance representations. 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 Terry Odneal, our Vice President of Franchise Development, at 1339 Oliver Road, Suite A, Fairfield, California 94534, (707) 451-6890, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

**Table 1**  
**System-wide Outlet Summary**  
**For the Fiscal Years of 2021, 2022 and 2023**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2021	70	82	+12
	2022	82	108	+26
	2023	108	112	+4
Company-Owned	2021	0	0	0
	2022	0	0	0
	2023	0	0	0
<b>Total Outlets</b>	<b>2021</b>	<b>70</b>	<b>82</b>	<b>+12</b>
	<b>2022</b>	<b>82</b>	<b>108</b>	<b>+26</b>
	<b>2023</b>	<b>108</b>	<b>112</b>	<b>+4</b>

**Table No. 2**