

<b>Provision</b>	<b>Section In Store System/Technology Agreement</b>	<b>Summary</b>
w. Choice of law	Section 16	Section 16 incorporates by reference the applicable law provision (§35) of the Franchise Agreement, which states that Texas law governs. State franchise statutes may supersede this choice of law; see Exhibit E.

See Exhibit E to this Disclosure Document for additional information required by certain states.

## **ITEM 18 PUBLIC FIGURES**

Our affiliate, IBI, has entered into a Sponsorship Agreement with Joe Gibbs Racing, Inc. and Redline Sports Marketing, Inc., which grants IBI the right to be a primary sponsor of the racing team owned by Joe Gibbs Racing, Inc., which competes in the NASCAR Cup Series. Under the terms of such agreement, IBI has the right to use the name, likeness and voice of Joe Gibbs and other members of the Joe Gibbs Racing team, including the team's drivers (which includes Denny Hamlin, Christopher Bell, Ty Gibbs, and Chase Briscoe as of the date of this Disclosure Document), for certain promotional activities on behalf of Interstate Batteries (including the franchises offered in this Disclosure Document). Neither Joe Gibbs nor other members of the Joe Gibbs Racing team receives any compensation from IBFAD; however, they do receive compensation from Joe Gibbs Racing, Inc. for promotion activities undertaken pursuant to the Sponsorship Agreement (the amount of compensation paid to Joe Gibbs and other team members is not available to us). IBI has produced television ads, print ads, and other media ads which feature Joe Gibbs. Neither Joe Gibbs nor other members of Joe Gibbs Racing team manage, or own any interest in, IBFAD.

## **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 financial performance representations about a franchisee's future financial performance or the past financial performance of company-owned, licensed dealers 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 our management by contacting Rich Panek, Director of All Battery, at 4301 121<sup>st</sup> Street, Urbandale, Iowa 50323, (515) 266-8207, 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 2023 TO 2025**

<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	2023	165	162	-3
	2024	162	160	-2
	2025	160	157	-3
Company-Owned	2023	9	9	0
	2024	9	10	+1
	2025	10	13	+3
<b>Total Outlets</b>	<b>2023</b>	<b>174</b>	<b>171</b>	<b>-3</b>
	<b>2024</b>	<b>171</b>	<b>170</b>	<b>-1</b>
	<b>2025</b>	<b>170</b>	<b>170</b>	<b>0</b>

**TABLE NO. 2**  
**TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS**  
**(OTHER THAN THE FRANCHISOR)**  
**FOR FISCAL YEARS 2023 TO 2025**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Alabama	2023	0
	2024	0
	2025	0
Alaska	2023	0
	2024	0
	2025	0
Arizona	2023	0
	2024	0
	2025	0
Arkansas	2023	0
	2024	0
	2025	0
California	2023	0
	2024	0
	2025	0
Colorado	2023	0
	2024	0
	2025	0
Connecticut	2023	0
	2024	0
	2025	0
Delaware	2023	0
	2024	0
	2025	0
Florida	2023	0
	2024	0
	2025	0
Georgia	2023	0
	2024	0
	2025	0