

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
v. Choice of forum	Section 30.2	You must sue us where we have our principal place of business at the time the suit is filed. We can sue you in your Territory or where we have our principal place of business. Suits must be filed within 1 year after the occurrence of the facts giving rise to the claim. You and Filta both waive the right to trial by jury, and you waive the right to a class action. All of these provisions are subject to applicable state law.
w. Choice of law	Section 30.1	Florida law governs (subject to applicable state law).

## ITEM 18 PUBLIC FIGURES

We do not use any public figures to promote our 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.

In this Item we provide certain historical operating results for Filta franchisees in calendar year 2024.

We had 121 franchisees in operation as of December 31, 2024. Of these, 117 franchisees were in operation and reported revenue for all 12 months of 2024. In the following tables, those 117 franchisees are divided into two groups: franchisees who operated in multiple territories (78 franchisees) and franchisees who operated in a single territory (39 franchisees). Tables 1 and 2 exclude 3 franchisees whose business first opened during 2024; 3 franchisees whose business permanently closed during 2024; and 1 franchisee who did not report revenue to us for all 12 months. For franchised businesses transferred to a new owner during 2024, we combined the data from before and after the transfer.

Our franchisees' total systemwide revenue in 2024 was \$118,195,263.

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**Table 1 - Multi-Territory Operators**

Number of Franchisees	Average Annual Revenue	Highest Annual Revenue	Lowest Annual Revenue	Number and % Exceeding Average	Median Annual Revenue
78	\$1,300,766	\$9,429,405	\$126,784	25 (32%)	\$903,034

**Table 2 - Single-Territory Operators**

Number of Franchisees	Average Annual Revenue	Highest Annual Revenue	Lowest Annual Revenue	Number and % Exceeding Average	Median Annual Revenue
39	\$429,116	\$1,404,342	\$73,009	12 (31%)	\$303,474

Of the 78 franchisees in Table 1, 27 operated in 2 territories, 24 operated in 3 territories, 13 operated in 4 territories, and 19 operated in 5 or more territories in 2024. The territories are defined by mapping software (see Item 12) and range from 66,616 to 2,760,304 in population.

The average number of vans operated by the 78 franchisees in Table 1 was 5.6 vans. The median number of vans operated was 4; the highest number of vans operated was 34; and the lowest number of vans operated was 1.

The average number of vans operated by the 39 franchisees in Table 2 was 2.62 vans. The median number of vans operated was 2; the highest number of vans operated was 7; and the lowest number of vans operated was 1.

The franchisees in Tables 1 and 2 had a total of 538 MFUs in operation and 10,189 distinct customers billed in 2024.

The financial performance representations appearing in this Item 19 constitute a historic representation. To the best of our knowledge, all of our franchisees use the cash basis of accounting.

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

Written substantiation for these financial performance representations will be made available to prospective franchisees upon reasonable request.

Other than the preceding financial performance representation, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned 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 Tom Dunn, 7075 Kingspointe Parkway, Suite 1, Orlando, Florida 32819, tel. (407) 996-5550, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table 1:**  
**System-wide Outlet Summary**  
**For Years 2022 to 2024 (Note 1, 2)**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year (Note 2)	Net Change
Franchised	2022	323	340	+17
	2023	340	356	+16
	2024	356	364	+8
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
<b>Total</b>	<b>2022</b>	<b>323</b>	<b>340</b>	<b>+17</b>
	<b>2023</b>	<b>340</b>	<b>356</b>	<b>+16</b>
	<b>2024</b>	<b>356</b>	<b>364</b>	<b>+8</b>

**Notes to Table 1:**

- (1) All numbers are as of the fiscal year end. Each fiscal year ends on December 31.
- (2) The figures are for the number of territories in operation at year-end. As of December 31, 2024, we had 121 franchisees in operation. The number of territories in operation for each franchisee is shown in Exhibit E. See Table 5 below regarding territories that were not yet in operation under Franchise Agreements that had been signed as of year-end.

**Table 2:**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For Years 2022 to 2024**

State (Note 1)	Year	Number of Transfers
Arkansas	2022	1
	2023	0
	2024	0
California	2022	0
	2023	0
	2024	4
Colorado	2022	1
	2023	0
	2024	0
Florida	2022	2
	2023	0
	2024	1
Georgia	2022	1
	2023	0
	2024	4