

Public figures are not involved with the management of the franchise, nor do they have any investments in the franchise system. The compensation the public figures receive is via a marketing agreement that outlines the partnership in a given year.

## **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-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representation 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 the franchisor's Chief Financial Officer, Ryan Walsh at 12200 Herbert Wayne Court, Ste. 150, P.O. Box 1251, Huntersville, NC, 28070-1251 and (704) 992-2000, the Federal Trade Commission, and the appropriate state regulatory agencies.

## **ITEM 20. OUTLETS AND FRANCHISEE INFORMATION**

All year-end numbers appearing in the tables below are as of December 31.

**Table No. 1**  
**Systemwide Outlet Summary**  
**For Fiscal Years 2022 to 2024**

(Column 1) <b>OUTLET TYPE</b>	(Column 2) <b>YEAR</b>	(Column 3) <b>OUTLETS AT THE START OF THE YEAR</b>	(Column 4) <b>OUTLETS AT THE END OF THE YEAR</b>	(Column 5) <b>NET CHANGE</b>
<b>Franchised</b>	2022	615	623	+8
	2023	623	644	+21
	2024	644	605	-39
<b>Company-Owned</b>	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
<b>Total Outlets</b>	<b>2022</b>	<b>615</b>	<b>623</b>	<b>+8</b>
	<b>2023</b>	<b>623</b>	<b>644</b>	<b>+21</b>
	<b>2024</b>	<b>644</b>	<b>605</b>	<b>-39</b>