

p. Death or disability of franchisee	XIX	Apply to NPI for right to continue; approved transfer must be made within 180 days.
q. Non-competition covenants during the term of the franchise	XV.A	Non-competition during term or renewal term, subject to state law.
r. Non-competition covenants after the franchise is terminated or expires	XV.B	Non-competition for 2 years after termination and within 50 miles of the Designated Area as described in your franchise agreement and any subsequent addendums, subject to state law.
s. Modification of the agreement	XXVII	No modifications except by written agreement signed by both us and you, but we may change the Confidential Manuals.
t. Integration/merger clause	XXVIII	Only the terms of the 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	XXII	There is no requirement to mediate. We and you must arbitrate all disputes in the city where our then current principal business address is located (currently, Omaha, Nebraska) (subject to state law)
v. Choice of forum	XXXI	Nebraska laws apply (subject to state law)
w. Choice of law	XXIX	Nebraska laws apply (subject to state law)

## ITEM 18

### PUBLIC FIGURES

We do not currently 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.

Below, we include tables containing certain historical data relating to the Gross Sales of two subsets of NPI Franchised Businesses. The data in Table 1 relates to 152 franchisees that operate their 152 NPI Franchised Businesses within a single Designated Area, each under a separate franchise agreement. The data in Table 2 relates to 9 franchisees that operate a total of 21 NPI Franchised Businesses under separate franchise agreements, but each franchisee consolidates its operations and provides us with only a monthly consolidated Gross Sales report for all of its NPI Franchised Businesses. All NPI Franchised Businesses included in this Item 19 (i) were open and operating for the full 12-months beginning on January 1, 2024 and ending December 31, 2024 (the “Reporting Period”); and (ii) reported their Gross Sales during the Reporting Period. We did not include 29 NPI Franchised Businesses that were not open and operating for the entire Reporting Period, of which (a) 5 signed a franchise agreement and opened their NPI Franchised Business during the Reporting Period, (b) 10 were given a ramp-up period and did not record Gross Sales or pay royalties, and (c) 14 that closed or did not renew their franchise during the Reporting Period (none of which were open for less than 12 months before closing). We also excluded 6 NPI Franchised Businesses operated by 6 franchisees that did not report their Gross Sales to us during the Reporting Period.

**TABLE 1**  
**AVERAGE ANNUAL GROSS SALES OF NPI FRANCHISED BUSINESSES**  
**THAT OPERATE A SINGLE DESIGNATED AREA DURING THE REPORTING PERIOD**

<b>NPI Franchised Businesses</b>	<b>Average Annual Gross Sales</b>	<b>Number of NPI Franchised Businesses</b>	<b>Number and % Attaining or Exceeding Average</b>	<b>Median Annual Gross Sales</b>	<b>Low and High Annual Gross Sales</b>
All NPI Franchised Businesses	122,339	152	47 or 31%	\$86,016	9,500 - 1,041,853
Top 10% of NPI Franchised Businesses	\$429,455	15	4 or 27%	\$343,716	\$276,745 – \$1,041,853
Top 30% of NPI Franchised Businesses	\$260,093	46	16 or 35%	\$210,720	\$126,564 - \$1,041,853
Top 50% of NPI Franchised Businesses	\$197,358	76	24 or 32%	\$133,041	\$86,814 - \$1,041,853
Bottom 50% of all NPI Franchised	\$47,321	76	35 or 46%	\$44,421	\$9,500 - \$85,219

Businesses					
Bottom 30% of all NPI Franchised Businesses	\$33,060	46	25 or 54%	\$35,163	\$9,500 - \$50,350
Bottom 10% of NPI Franchised Businesses	\$20,488	15	7 or 47%	\$19,796	\$9,500 - \$28,248

**TABLE 2**  
**AVERAGE ANNUAL GROSS SALES OF FRANCHISEES WITH MULTIPLE NPI FRANCHISED BUSINESSES THAT REPORTED MONTHLY CONSOLIDATED REVENUE DURING THE REPORTING PERIOD**

Average Annual Gross Sales	Number of Franchisees in Reporting Group	Number of NPI Franchised Businesses	Number and % Attaining or Exceeding Average	Median Annual Gross Sales	Low and High Annual Gross Sales
\$323,859	9	21	3 or 33%	\$303,395	\$222,444 – \$794,820

### **Notes to Table 2**

There are 9 franchisees included in Table 2 that own a total of 21 NPI Franchised Businesses, each under separate franchise agreements. 6 of the 9 franchisees included in Table 2 own 2 NPI Franchised Businesses, while 3 of the 9 franchisees own 3 NPI Franchised Businesses. These 9 franchisees provide us with only a monthly consolidated Gross Sales report for all of their NPI Franchised Businesses.

### **General Notes to Item 19**

We have not audited the information presented above. Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request.

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

As used in this Item 19, for all franchisees the entered into a franchise agreement prior to June 28, 2022, "Gross Sales" means total of all sales, cash or charge, of every kind and nature, made by the franchise business, but the term "Gross Sales" will not include any amount collected and paid to governmental authorities under the provisions of any Sales Tax Act, Retailer's Occupation Act, or similar legislation. For all franchisees that entered into a franchise agreement after June 28, 2022, "Gross Sales" means all revenue that you derive from operating your Franchised Business, including, all amounts that you receive in connection with your Franchised Business, and whether from cash, check, credit and debit card, barter exchange, trade credit, or other credit transactions and all other income of every kind and nature related to your Franchised Business, but (1) excluding all federal, state, or municipal sales, use, or service taxes collected from clients and paid to the

appropriate taxing authority, and (2) reduced by the amount of any documented refunds, credits, allowances, and charge-backs your Franchised Business in good faith gives to clients.

Other than the preceding financial performance representation, we do 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 David Stamper, 9375 Burt Street, Suite 201 Omaha, NE 68114, 1.800.333.9807, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20

### OUTLETS AND FRANCHISEE INFORMATION

#### ITEM 20 TABLE NO. 1

#### System-wide Outlet Summary For end of fiscal years 2022 to 2024\*

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	209	214	+5
	2023	214	203	-11
	2024	203	194	-8
Company - Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	209	214	+5
	2023	214	203	-11
	2024	203	194	-9

\*In 2024, we changed our fiscal year end from March 31 to December 31. As a result, the numbers in this Item 20 are as of the following: (i) 2022 – as of March 31, 2023; (ii) 2023 – as of March 31, 2024; and (iii) 2024 – as of December 31, 2024.

#### ITEM 20 TABLE NO. 2

#### Transfers of Outlets from Franchisees to New Owners (Other than the Franchisor) For end of fiscal years 2022 to 2024

State	Year	Number of Transfers
ARIZONA	2022	0
	2023	0
	2024	1
ARKANSAS	2022	0
	2023	0