

Provision	Section in Franchise Agreement	Summary
u. Dispute resolution by arbitration or mediation	Sections 8.1 and 8.2	<p>Claims, controversies, or disputes from or relating to the Franchise Agreement must be mediated, except for actions seeking injunctive relief and actions we bring which are related to your nonpayment or based on our Marks or Confidential Information.</p> <p>These provisions are subject to state law.</p>
v. Choice of forum	Section 8.1	<p>Mediation will take place in the city where our principal business office is located, currently Wilmington, North Carolina, at the time the mediation is initiated.</p> <p>Venue for injunctive or collection proceedings will be in any court of competent jurisdiction (subject to applicable state law); venue for all other actions must be initiated and litigated in the county in which our principal place of business is located at the time of such action. See the State Specific Addenda attached to this disclosure document.</p>
w. Choice of law	Section 8.3	North Carolina law applies, (subject to state law), without any regard to the application of North Carolina conflict-of-law rules.

## **ITEM 18 PUBLIC FIGURES**

We do not use any public figure to promote our franchises at this time.

## **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.

As of the end of the 2024 calendar year we had 55 101 MOBILITY franchisees (operating 168 Franchised Businesses) whose Franchised Businesses were in operation during the full 2023 and 2024 calendar years. Territories that transferred, whether to new or existing System franchisees were excluded. In the chart below, we group these 55 franchisees into four quartiles, from the top performing quartile to the bottom quartile for each calendar year, and present each quartile's average per Territory Sales. While these 101 MOBILITY franchisees operated anywhere from 1 to 9 Territories each, we divided their total annual Sales by the number of Territories each operated at the end of 2023 for the 2023 "per Territory" averages and the number of Territories each operated at the end of 2024 for the 2024 "per Territory" averages in the chart below.

<u>Per Territory Sales Quartile Averages</u>			
		2023	2024
<b>First Quartile</b>	Avg. Per Territory Sales	\$1,308,326	\$1,475,182
		High/Low: \$3,977,006 / \$904,525 Median: \$1,173,275 3 of 14 or 21.4% met or surpassed the avg.	High/Low: \$3,705,378 / \$1,063,992 Median: \$1,314,986 4 of 14 or 28.6% met or surpassed the avg.
<b>Second Quartile</b>	Avg. Per Territory Sales	\$750,082	\$810,353
		High/Low: \$848,496 / \$617,907 Median: \$739,807 7 of 14 or 50.0% met or surpassed the avg.	High/Low: \$1,013,082 / \$668,817 Median: \$784,773 6 of 14 or 42.9% met or surpassed the avg.
<b>Third Quartile</b>	Avg. Per Territory Sales	\$447,833	\$509,415
		High/Low: \$606,014 / \$364,947 Median: \$435,798 7 of 14 or 50.0% met or surpassed the avg.	High/Low: \$647,657 / \$394,983 Median: \$485,466 6 of 14 or 42.9% met or surpassed the avg.
<b>Fourth Quartile</b>	Avg. Per Territory Sales	\$238,826	\$238,918
		High/Low: \$362,024 / \$15,190 Median: \$258,648 8 of 13 or 61.5% met or surpassed the avg.	High/Low: \$344,688 / \$36,673 Median: \$252,999 7 of 13 or 53.8% met or surpassed the avg.

Note 1. The term “Sales” as used in the above chart are the revenues reported by 101 MOBILITY franchisees in our proprietary MOBILINK software and is the amount on which franchisees paid Royalty Fees during the relevant calendar year. Franchisees’ total annual Sales were divided by the number of Territories each franchisee operates, and the per-Territory Sales were then ranked from highest to lowest in the grouping and averaging of the above quartiles.

Note 2. As stated in this disclosure document, franchisees are permitted to offer and provide products and equipment in areas surrounding their Territory which have not yet been granted to 101 MOBILITY franchisees. These sales are also included in the above chart. Once these surrounding areas are granted as Territories to other franchisees, sales in these areas will no longer be permitted.

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

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

Other than the preceding financial performance representation, 101 Mobility Franchise Systems, LLC 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 Joseph C. Loch, President, 101 Mobility Franchise Systems, LLC, 5221