

ITEM 18
PUBLIC FIGURES

We do not use any public figure 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 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 location or under particular circumstances.

AVERAGE GROSS SALES¹ OF FRANCHISED OUTLETS

Table 1	Top Quartile Range Revenue	# of Units
High	\$707,038	12
Low	\$272,344	
Avg.	\$404,678	
Median	\$345,264	
No Above Avg.	3	
% Above Avg.	25%	

Table 2	2nd Quartile Range Revenue	# of Units
High	\$270,720	12
Low	\$134,758	
Avg.	\$195,866	
Median	\$204,576	
No Above Avg.	7	
% Above Avg.	58%	

Table 3	3rd Quartile Range Revenue	# of Units
High	\$133,534	12
Low	\$49,256	
Avg.	\$92,701	

Median	\$90,700	
No Above Avg.	5	
% Above Avg.	41%	

Table 4	4th Quartile Range Revenue	# of Units
High	\$47,885	12
Low	\$7,410	
Avg.	\$27,928	
Median	\$26,733	
No Above Avg.	6	
% Above Avg.	50%	

Notes:

Note 1. “Gross Sales” means the dollar aggregate of: (1) the sales price of all products, services, membership fees, merchandise and other items sold, and the charges for all services you perform, whether made for cash, on credit or otherwise, without reserve or deduction for inability or failure to collect, including sales and services (A) originating at the Franchised Business premises even if delivery or performance is made offsite from the Franchised Business premises, (B) placed by mail, facsimile, telephone, the internet and similar means if received or filled at or from the Franchised Business premises, and (C) that you in the normal and customary course of your operations would credit or attribute to the operation of the Franchised Business; and (2) all monies, trade value or other things of value that you receive from Franchised Business operations at, in, or from the Franchised Business premises that are not expressly excluded from Gross Sales, including but not limited to the redemption of approved gift cards/certificates, stored value cards, and loyalty program benefits (the initial sales or reloading of gift cards shall not be included in the calculation of Gross Sales) pursuant to the Customer Card Programs. Gross Sales does not include: (1) the exchange of merchandise between Franchised Businesses (if you operate multiple franchises) if the exchanges are made solely for the convenient operation of your business and not for the purpose of depriving us of the benefit of a sale that otherwise would have been made at, in, on or from the Franchised Business premises; (2) returns to shippers, vendors, or manufacturers; (3) sales of fixtures or furniture after being used in the conduct of the Franchised Business; (4) the sale of gift certificates and stored value cards (the redemption value will be included in Gross Sales at the time of redemption); (5) insurance proceeds; (6) sales to employees at a discount (provided such discounts will not exceed 1.5% of Gross Sales during any reporting period); (7) cash or credit refunds for transactions included within Gross Sales (limited, however, to the selling price of merchandise returned by the purchaser and accepted by you); (8) the amount of any city, county, state or federal sales, luxury or excise tax on such sales that is both (A) added to the selling price or absorbed therein and (B) paid to the taxing authority; (9) tips and gratuities; (10) Gross Sales earned through an Affiliated Brand franchise operated at the Franchised Business premises, so long as such Gross Sales constitute gross sales (or equivalent) subject to a royalty fee and other fees under such Affiliated Brand’s franchise agreement; and (11) rent or other consideration paid by an Affiliated Brand franchise for occupying the Franchised Business’ premises. A purchase returned to the Franchised Business may not be deducted from Gross Sales unless the purchase was previously included in Gross Sales.

Note 2. Out of the 69 total franchised outlets at the end of calendar year 2024, 12 were excluded because they were not open the entire year 2024, and 8 were excluded because they reported incomplete data.

The information in the above table is taken from historical reports submitted to us by our franchisees. This information is not audited. The Gross Sales figures in the table above do not reflect the costs of sales, operating expenses or expenses that must be deducted from the Gross Sale figures to obtain your net income or profit.

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

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

The financial performance representation figures do not reflect the costs of sales or operating expenses that must be deducted from the Gross Sales figures to obtain you net income or profit. The best source of cost and expense data may be from franchisees and former franchisees, some of whom may be listed in Exhibit I.

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 Josh Barker, 2350 Airport Freeway, Suite 505, Bedford, Texas, 76022, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1
SYSTEM-WIDE OUTLET SUMMARY
FOR 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	49	48	-1
	2023	48	56	+8
	2024	56	69	+13
Company-Owned	2022	1	1	0
	2023	1	1	0
	2024	1	0	0
Total Outlets	2022	50	49	-1
	2023	49	57	+8
	2024	57	69	+13