

Provision	Section in Franchise Agreement	Summary
v.Choice of forum	Sections 18.A and 18.B; Development Rights Agreement Section 12	Litigation in the Court of Common Pleas, Franklin County, Ohio (subject to applicable state law). In event claims must be litigated in federal court, litigation in the U.S. District Court for Southern District of Ohio, Columbus, Ohio.
w.Choice of law	Section 18.A; Development Rights Agreement Section 12 of the	Except for federal law, Ohio law applies (subject to applicable state law).

Applicable state law might require additional disclosures related to the information contained in this Item 17. These additional disclosures, if any, appear in Exhibit J.

## **ITEM 18**

### **PUBLIC FIGURES**

We currently do not use any public figure to promote our franchise, and no public figures have invested in us or are involved in the management or control of the franchises offered under this Disclosure Document.

## **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 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 us at support@boxdropdirect.com, 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\***

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2022	152	159	+7
	2023	159	172	+13
	2024	172	182	+10
Company-Owned	2022	1	1	0
	2023	1	1	0
	2024	1	2	+1
<b>Total Outlets</b>	<b>2022</b>	<b>153</b>	<b>160</b>	<b>+7</b>
	<b>2023</b>	<b>160</b>	<b>173</b>	<b>+13</b>
	<b>2024</b>	<b>173</b>	<b>184</b>	<b>+11</b>

\* The numbers are as of December 31 of each year.

\*\* Until our formation in August 2019, all company-owned outlets listed in Item 20 were owned and operated by our parent company, RSS. Since then, all company-owned outlets have been operated by us.

**TABLE NO. 2**

**TRANSFER OF OUTLETS FROM FRANCHISEES TO NEW OWNERS**  
**(OTHER THAN FRANCHISOR OR AN AFFILIATE)**  
**FOR YEARS 2022 to 2024**

<b>State</b>	<b>Year</b>	<b>Number of Transfers*</b>
AL	2022	1
	2023	1
	2024	0
AR	2022	0
	2023	0
	2024	0
AZ	2022	0