

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
		prohibits us from removing an action from state court to federal court subject to applicable state law.
w. Choice of law	23.1.	Subject to applicable state law, the Franchise Agreement will be interpreted and construed under the laws of Michigan, the conflicts provisions of which that would apply the law of another state being specifically disclaimed.

Some states have enacted statutes which may supersede certain provisions of the Franchise Agreement, including provisions concerning termination, transfer, and renewal of your franchise, choice of forum, or choice of law. See the applicable state addendum for additional information.

ITEM 18

PUBLIC FIGURES

There are no public figures involved in the sale of this 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.

This Item 19 contains historical financial performance data as provided by certain Next Day Access franchisees. The representations made in this Item 19 are based upon the franchise system's outlets existing for the period of time indicated below unless otherwise specifically excluded, as discussed below.

The financial performance information included in Tables A and B below reflect average gross sales by year in operation.

The financial performance information included in Tables C and D below reflect average gross sales by quartile.

Only franchises that were open and in operation during the entire period of January 1, 2024 through December 31, 2024 (the "Measurement Period") were included. We consider a franchisee to be "open and in operation" once they have completed their training and all assigned door opening tasks.

The financial performance information presented below has been extracted from revenue reports provided to us by the Franchisees. We have not audited this information, nor have we independently verified this information.

TABLE A - GROSS SALES INFORMATION BY FRANCHISE TERRITORY OPERATING PRIOR TO JANUARY 1, 2024

Time in Business	Territories	Average Gross Sales	Number/ Percent Attained or Exceeded Average	Median Gross Sales	Number/ Percent Attained or Exceeded Median	Highest Performer	Lowest Performer
60+ months	13	\$2,042,576	3 (23%)	\$1,108,362	7 (54%)	\$11,723,067	\$463,829
49-60 months	1	\$998,710	1 (100%)	\$998,710	1 (100%)	\$998,710	\$998,710
37-48 months	3	\$723,027	1 (33%)	\$718,098	2 (67%)	\$881,011	\$569,974
25-36 months	3	\$918,110	2 (67%)	\$1,009,400	2 (67%)	\$1,181,771	\$563,158
12-24 months	5	\$408,309	2 (40%)	\$383,941	3 (60%)	\$737,438	\$132,519
Total	25	\$1,380,686	6 (24%)	\$737,438	13 (52%)	\$11,723,067	\$132,519

TABLE B - GROSS SALES INFORMATION BY FRANCHISE OWNER OPERATING PRIOR TO JANUARY 1, 2024

Time in Business	Owners	Average Gross Sales	Number/ Percent Attained or Exceeded Average	Median Gross Sales	Number/ Percent Attained or Exceeded Median	Highest Performer	Lowest Performer
60+ months	12	\$2,212,790	3 (25%)	\$1,313,226	6 (50%)	\$11,723,067	\$463,829
49-60 months	1	\$998,710	1 (100%)	\$998,710	1 (100%)	\$998,710	\$998,710
37-48 months	4	\$813,116	2 (50%)	\$799,554	2 (50%)	\$1,083,381	\$569,974
25-36 months	3	\$918,110	2 (67%)	\$1,009,400	2 (67%)	\$1,181,771	\$563,158
12-24 months	5	\$408,309	2 (40%)	\$383,941	3 (60%)	\$737,438	\$132,519
Total	25	\$1,424,021	6 (24%)	\$881,011	13 (52%)	\$11,723,067	\$132,519

TABLE C - GROSS SALES INFORMATION BY FRANCHISE TERRITORY OPERATING PRIOR TO JANUARY 1, 2024

Quartile	Territories	Average Gross Sales	Number/ Percent Attained or Exceeded Average	Median Gross Sales	Number/ Percent Attained or Exceeded Median	Highest Performer	Lowest Performer
1	7	\$3,274,048	1 (14%)	\$1,780,806	4 (57%)	\$11,723,067	\$1,181,771
2	6	\$967,988	4 (67%)	\$1,004,055	3 (50%)	\$1,108,362	\$737,438
3	6	\$591,731	2 (33%)	\$574,316	3 (50%)	\$718,098	\$485,706
4	6	\$373,417	4 (67%)	\$423,885	3 (50%)	\$479,526	\$132,519
Total	25	\$1,380,686	6 (24%)	\$737,438	13 (52%)	\$11,723,067	\$132,519

TABLE D - GROSS SALES INFORMATION BY FRANCHISE OWNER OPERATING PRIOR TO JANUARY 1, 2024

Quartile	Owners	Average Gross Sales	Number/ Percent Attained or Exceeded Average	Median Gross Sales	Number/ Percent Attained or Exceeded Median	Highest Performer	Lowest Performer
1	7	\$3,356,713	1 (14%)	\$2,212,533	4 (57%)	\$11,723,067	\$1,181,771
2	6	\$1,025,645	3 (50%)	\$1,041,203	3 (50%)	\$1,108,362	\$881,011
3	6	\$618,194	3 (50%)	\$602,383	3 (50%)	\$737,438	\$485,706
4	6	\$373,417	4 (67%)	\$423,885	3 (50%)	\$479,526	\$132,519
Total	25	\$1,424,021	6 (24%)	\$881,011	13 (52%)	\$11,723,067	\$132,519

Table A & C Notes:

- (a) Tables A & C provides the annual average gross sales reported to us by an individual franchise territory. Table A is categorized by year in operation and Table C is broken down into quartiles.
- (b) Of the 50 franchised territories in operation as at 31 December 2024, we excluded 1 franchisee who has 2 territories because the franchisee reports sales information for both territories as a single territory unit; 23 additional territories were excluded because they were open for less than a year.
- (c) These tables include territories opened in each year from 2012 through December 31, 2023 with the distribution of start dates as follows: 2023-5, 2022-3, 2021-3, 2020-1, 2018-1, 2017-4, 2016-1, 2015-2, 2014-1, 2013-1, 2012-3. We consider a territory to be open once they have completed their training and their assigned door opening task.

(d) Table A & C includes data for the two Affiliated Outlets (prior owners of Next Day Access), which earned Gross Revenues as follows: (i) \$1,780,806; and (ii) \$578,659.

Table B & D Notes:

- (a) Tables B & D provide the annual gross sales reported by the franchisees, and aggregates gross sales by owner regardless of the number of territories they may own. As a result, the data represented in Table B & Table D may be more favorable than the data reported by franchise territory as represented in Table A & Table C. Table B is categorized by year in operation and Table D is broken down into quartiles.
- (b) For purposes of this Item 19, the definition of Gross Sales can be found in “Additional Notes” at the end of this Item 19.
- (c) Of the 25 franchises listed in these tables, 2 of the included franchisees own 1 additional territory.
- (d) 23 territories were excluded because they were open for less than a year.
- (e) Tables B & D includes data for the two Affiliated Outlets (prior owners of Next Day Access), which earned combined Gross Revenues of \$2,359,465.

Additional Notes:

For purposes of this Item 19, the term “Gross Revenue” means all revenues generated from the sale or lease of Product and any other revenue derive from operating the Next Day Access Business conducted upon, from or with respect to the Next Day Access Business, whether such sales are evidenced by cash, check, credit, charge, account, barter or exchange. Gross Revenue includes, without limitation, monies or credit received from the sale of products and services, from tangible property of every kind and nature, business interruption insurance, promotions or otherwise. Gross Revenue does not include good faith refunds, adjustments, credits and allowances actually made by your Next Day Access Business in compliance with the Operating Manual. Gross Revenue also does not include any sales taxes or other taxes collected from customers by you and paid directly to the appropriate taxing authority.

The Gross Revenue figures do not reflect the costs of sales, other operating expenses, or other costs or expenses, such as royalty and marketing fees you are required to pay us under the terms of your franchise agreement, that must be deducted from Gross Revenue to obtain net income or profit.

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

Written substantiation for the financial performance representation will be made available to you upon request.

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 Tarr at 3150 Stage Post Drive, Suite 101, Bartlett, TN 38133 (Tel. 901-386-1830), and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

TABLE 1 - SYSTEMWIDE 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	21	24	+3
	2023	24	28	+4
	2024	28	50	+22
Company-Owned (a)	2022	3	2	-1
	2023	2	2	0
	2024	2	0	-2
Total Outlets	2022	24	26	+2
	2023	26	30	+4
	2024	30	50	+20

**TABLE 2 – TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS
(OTHER THAN FRANCHISOR)
FOR YEARS 2022 TO 2024**

STATE	YEAR	NUMBER OF TRANSFERS
Total	2022	0
	2023	0
	2024	0

TABLE 3 – STATUS OF FRANCHISED OUTLETS FOR YEARS 2022 TO 2024

STATE	YEAR	OUTLETS AT START OF YEAR	OUTLETS OPENED	TERM- INATIONS	NON- RENE- WALS	REACQUIRED BY FRANCHISOR	CEASED OPER- ATIONS – OTHER REASONS	OUTLETS AT END OF THE YEAR
Alabama	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1
	2024	1	0	0	0	0	0	1
California	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2024	1	7	0	0	0	0	8
Colorado	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2024	1	1	0	0	0	0	2
Florida	2022	1	0	0	0	0	0	1
	2023	1	1	0	0	0	0	2
	2024	2	1	0	0	0	0	3
Idaho	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1