

Provision	Section in franchise or other agreement	Summary
w. Choice of law	FA: § 18.8 MUDA: § 7	North Carolina (subject to applicable state law).

## 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/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.

The following Financial Information is derived from our three Company Owned Outlets which were in business for the full year of 2024.

Durham, NC	
Gross Sales:	\$3,558,703.87
Cost of Goods Sold:	\$1,464,662.69
Gross Profit:	\$2,094,041.18
Estimated Royalty Fees:	\$177,935.19
Estimated Brand Fund Fees:	\$35,587.04
Richmond, VA	
Gross Sales:	\$1,448,951.34
Cost of Goods Sold:	\$777,020.76
Gross Profit:	\$671,930.58
Estimated Royalty Fees:	\$72,447.57
Estimated Brand Fund Fees:	\$14,489.51
Fayetteville, NC	
Gross Sales:	\$1,156,330.86
Cost of Goods Sold:	\$345,209.71
Gross Profit:	\$811,121.15
Estimated Royalty Fees:	\$57,816.54
Estimated Brand Fund Fees:	\$11,563.31

Notes:

1. The foregoing data are historic financial performance representations. They are not projections of future performance. There are no other material and/or operational characteristics of the company-owned outlets that are reasonably anticipated to differ materially from future operational franchise outlets.
2. At the time of this Disclosure Document, we have 5 Company Owned Outlets in operation. We included three of the Company Outlets in this Disclosure Document because they were open for the full year of 2024. The remaining two Company Outlets opened in November and December of 2024 and therefore were not included in this Item 19.
3. “Gross Sales” means the total revenue derived from the sale of goods or services less sales tax, discounts, and returns.
4. “Cost of Goods Sold” means the salaries and wages and payroll taxes of the staff who provided the services during this time period. This also includes employee benefits and retirement plan costs associated with these staff during that time period.
5. “Gross Profit” means the Gross Sales minus the Cost of Goods Sold.
6. Our Affiliates do not pay royalties or marketing fees to us; however, we have shown the estimated expenditures (5% Royalty, 1% Brand Fund) for each Affiliate had they incurred those expenses.
7. **Some outlets have sold and earned this amount. Your individual results may differ. There is no assurance that you’ll sell or earn as much.**
8. Written substantiation of the information contained in this Item 19 will be made available to prospective franchisees upon reasonable request.

Except for what is included in this Item 19, we do not make any representations about a franchisee’s future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employee/team members, team members 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, Rajesh Kumar Bhasin, 1000 Park 40 Plaza, Suite 110, Durham, NC 27713, and (919) 535-9500, the Federal Trade Commission, and the appropriate state regulatory agencies.

**Item 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table 1**  
**Systemwide Outlet Summary**  
**For Years 2022 to 2024**

<b>Column 1 Outlet Type</b>	<b>Column 2 Year</b>	<b>Column 3 Outlets at the Start of the Year</b>	<b>Column 4 Outlets at the End of the Year</b>	<b>Column 5 Net Change</b>
Franchised	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Company-Owned	2022	0	0	0
	2023	0	1	+1
	2024	1	5	+4
Total Outlets	2022	0	0	0
	2023	0	1	+1
	2024	1	5	+4

**Table 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For Years 2022 to 2024**

<b>Column 1 State</b>	<b>Column 2 Year</b>	<b>Column 3 Number of Transfers</b>
None	2022	0
	2023	0
	2024	0
Total	2022	0
	2023	0
	2024	0