

## 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.

#### **Background**

This Item sets forth certain historical gross revenue and gross profit information for our franchised business units (each, a "Franchised Business Unit") that have been open and operating and earning gross revenue during the previous fiscal years indicated below. In Item 20, we define "outlet" as a territory having a population of approximately 100,000. A given franchisee may have more than one outlet for purposes of Item 20. For that reason, we use the term "Franchised Business Unit" in Item 19 to describe the overall operation of each franchisee. The term "Company-Owned Business Unit", to the extent used in this Item, describes each discrete company-owned operation. Before January 1, 2015, company-owned business units were owned by Signal 88 Franchise Group, Inc. As of January 1, 2015, the remaining company owned business units were transferred to Signal 88, LLC, or its affiliates.

The following table shows the number of Franchised Business Units and Company-Owned Business Units open and operating during the years indicated, as well as the number of Franchised Business Units not open and operating during those years.

Section 1 of this Item presents information about the collective gross revenue of all the Franchised Business Units open, operating and earning gross revenue in a given year from 2008 through 2024. Section 2 of this Item presents information about the average gross revenue and average gross profit of Franchised Business Units, by quartile.

Written substantiation of the financial-performance representation will be made available to you upon reasonable request.

We believe that the following financial data has been compiled using generally accepted accounting principles, but we have not audited the data and no assurance can be offered that the data does not contain inaccuracies that an audit might disclose.

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