

See the state addenda to this Franchise Disclosure Document and the Franchise Agreement for special state disclosures.

ITEM 18
PUBLIC FIGURES

We do not currently use any public figures 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.

We began tracking the financial performance of our Franchised Businesses using new software in June 2024. We present below the Gross Revenue of 7 franchised locations with (i) a single vehicle with at least 6 months of operation on June 1, 2024, (ii) full advertising programs in operation and (iii) staffing at minimum levels. Gross Revenue uses the same definition as described in Item 6. The majority of the Franchised Businesses listed below have been operating for less than year.

Six Month Gross Revenue Performance of 7 Franchised Businesses, June 2024-November 2024

Month	Highest Reported Gross Revenue	Lowest Reported Gross Revenue	Average Gross Revenue	Median Gross Revenue
November 2024	\$41,682	\$20,781	\$29,150.57	\$29,481
October 2024	\$29,765	\$11,100	\$20,084.57	\$19,040
September 2024	\$26,982	\$11,816	\$20,829.57	\$22,122
August 2024	\$27,001	\$18,740	\$21,183.57	\$20,223
July 2024	\$26,982	\$13,265	\$19,468.57	\$19,567
June 2024	\$23,878	\$14,004	\$18,566.29	\$17,510

Average Monthly Gross Revenue for this Period \$20,988.16

Median Monthly Gross Revenue for this Period \$20,223

The 7 Franchised Businesses reported aggregate Gross Revenues for the for the six-month period of June 2024 -November 2024 as follows:

Highest Gross Revenues for 6 months	\$187,759
Lowest Gross Revenues for 6 months	\$126,814
Average Gross Revenues for 6 months	\$146,917
Median Gross Revenues for 6 months	\$136,481

Each Franchised Business bills each job using a “Customer Ticket.” The 7 Franchised Businesses included in the Table above, for the six-month period of June 2024 -November 2024 reported the following Customer Ticket data:

Customer Ticket Information

Highest Ticket	\$449
Average Ticket	\$370
Lowest Ticket	\$265

“Gross Revenue” means the aggregate of all revenue from operating your Franchised Business, whether payment is received in cash or by credit card, gift cards or other generally accepted form of payment, from the sale of products, services, merchandise (apparel and promotional items bearing any Marks) or other merchandise. Without limiting the scope of the term, Gross Revenue shall include the aggregate amount of revenues generated from the sale of services, goods, products, and merchandise received by you. Gross Revenue is reduced by the amount of any discount given to customers, or to employees or their family members if taken at the time of sale so that the purchaser pays an amount net of the discount. Gross Revenue also excludes the following: (i) the amount of returns, credits, allowances, and adjustments; (ii) the amount of taxes collected and paid over to taxing authorities; (iii) the amount of any shipping, freight, or similar expense charged to customers; (iv) proceeds from insurance with respect to property damage or liability; (v) proceeds from any civil forfeiture, condemnation, or seizure by governmental entities; and (vi) uncollectible amounts, subject to the limitation that uncollectible amounts cannot exceed 0.5% of Gross Revenue for any fiscal year of the Franchisee, and subsequent collections of charged off amounts must be included in Gross Revenue when they are collected.

Some outlets have earned this amount. Your individual results may differ. There is no assurance that you’ll earn as much.

These results have been reported by Franchised Businesses and have not been audited by an independent auditor. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the above, 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

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 Franchisor's management by contacting Thomas Scott, 370 Mallory Station Drive, Suite 501, Franklin, Tennessee 37067, (615) 483-4923, 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

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2022	0	0	0
	2023	0	8	8
	2024	8	25	17
Company – Owned*	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	0	0	0
	2023	0	8	8
	2024	8	25	17

Table No. 2
Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)
For Years 2022 to 2024

Column 1 State	Column 2 Year	Column 3 Number of Transfers
Tennessee	2022	0
	2023	0
	2024	0
Total	2022	0
	2023	0
	2024	0

Table No. 3
Status of Franchised Outlets
For Years 2022 to 2024

Column 1 State	Column 2 Year	Column 3 Outlets at Start of Year	Column 4 Outlets Opened	Column 5 Terminations	Column 6 Non-renewals	Column 7 Reacquired by Franchisor	Column 8 Ceased Operations - Other Reasons	Column 9 Outlets at End of the Year