

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.

As of December 31, 2024, we had 1 Affiliate-Operated Location and 57 Franchise-Operated Locations. This Financial Performance Representation excludes data in connection with 38 Franchise-Operated Locations since those locations opened during the 2024 calendar year and were otherwise not open for an entire calendar year. There are no material financial or operational characteristics of the below Affiliate-Operated Location that are reasonably anticipated to differ materially from future franchised outlet operations.

Part I of this Item sets forth the total Gross Sales, Location Type, and Opening Date for the 1 Affiliate-Operated Location and the 19 Franchise-Operated Locations during the 2024 calendar year.

Part II of this Item sets for the average, median, high, and low Gross Sales generated by the 1 Affiliate-Operated Location and the 19 Franchise-Operated Locations during the 2024 calendar year.

These outlets have earned this amount. Your individual results may differ. There is no assurance you will earn as much.

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PART I: LOCATION TYPE, OPENING DATE, AND GROSS SALES GENERATED BY THE AFFILIATE-OPERATED LOCATION AND FRANCHISED LOCATIONS DURING THE 2024 CALENDAR YEAR

Location	Location Type	2024 Gross Sales*	Opening Date
<u>Affiliate-Operated Location</u>			
Massapequa, NY	Suburban Strip Center	\$1,532,370.08	January 2012
<u>Franchise-Operated Location</u>			
Brooklyn, NY-Bensonhurst	Urban Retail	\$1,476,258.23	October 2018
Cary, NC	Suburban Strip Center	\$1,565,355.16	December 2019
Gastonia, NC	Suburban Striper Center	\$550,301.13	May 2020
Chelsea, NY	Urban Retail	\$1,560,835.84	November 2022
North Raleigh, NC	Suburban Strip Center	\$1,270,014.15	November 2022
West Allis, WI	Suburban Strip Center	\$1,092,861.69	November 2022
Round Rock, TX	Suburban Strip Center	\$1,328,199.23	November 2022
Reston, VA	Suburban Strip Center	\$1,368,588.37	December 2022
Flatbush, NY	Urban Retail	\$888,195.19	January 2023
Malvern, PA	Suburban Strip Center	\$1,597,582.16	April 2023
Fort Thomas, KY	Suburban Strip Center	\$1,266,755.82	March 2023
Arcadia, AZ	Suburban Strip Center	\$1,267,683.78	May 2023
Hilliard, OH	Suburban Strip Center	\$1,287,187.20	July 2023
Nashville, TN	Suburban Strip Center	\$979,524.18	July 2023
Greenacres, FL	Suburban Strip Center	\$591,999.45	August 2023
Doraville, GA	Suburban Strip Center	\$1,730,992.62	August 2023
Bellevue, WA	Suburban Strip Center	\$1,245,129.07	August 2023
Ellicott City, MD	Suburban Strip Center	\$1,114,284.87	September 2023
Northgate, OH	Suburban Strip Center	\$671,883.40	November 2023

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PART II: AVERAGE, MEDIAN, HIGH, AND LOW GROSS SALES GENERATED BY THE AFFILIATE-OPERATED LOCATION AND FRANCHISE-OPERATED LOCATIONS DURING THE 2024 CALENDAR YEAR

Location	Number of Locations	Average Gross Sales	Median Gross Sales	High Gross Sales	Low Gross Sales	Number and Percent that Met or Exceeded Average Gross Sales
Affiliate-Operated Location	1	\$1,532,370.08	\$1,532,370.08	\$1,532,370.08	\$1,532,370.08	1 (100%)
Franchised Location	19	\$1,202,822.71	\$1,267,683.78	\$1,730,992.62	\$550,301.13	12 (63%)
All Locations	20	\$1,219,300.08	\$1,268,848.97	\$1,730,992.62	\$550,301.13	13 (65%)

Notes to Item 19:

1. **Gross Sales.** Gross Sales are calculated as total sales minus tax and customer refunds.
2. **Average.** Average, also known as the “mean,” means the sum of all data points in a set, divided by the number of data points in that set.
3. **Median.** Median means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing it by two.
4. Cary, NC was an Affiliate-Operated Location from 2019 to 2022. Brooklyn, NY-Bensonhurst was an Affiliate-Operated Location from 2018 to 2022.
5. These financial performance representations do not reflect the operating expenses, or other costs or expenses that must be deducted from the gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Store. Franchisees or former franchisees listed in the disclosure document, may be one source of this information.
6. Locations report Gross Sales information to us based upon a uniform reporting system.
7. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request. The information presented above has not been audited.

Other than the preceding information, PayMore Group, LLC does 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 financial performance information or projections of your future income, you should report it to the franchisor’s management by contacting Stephen Preuss at North Hills Tower II, 4242 Six Forks Road, North Hills, Raleigh, North Carolina 27609, and (919) 650-6450; the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary
For years 2022 through 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	1	8	+7
	2023	8	20	+12
	2024	20	57	+37
Company-Owned*	2022	3	1	-2
	2023	1	1	0
	2024	1	1	0
Total Outlets	2022	4	9	+5
	2023	9	21	+12
	2024	21	58	+37

* Our affiliate owns an express unit that is not included in the above chart. The Company-Owned Outlets included in the above chart are owned and operated by our affiliates.

Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For years 2022 through 2024

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