

We do not use any public figure. We may use a public figure to promote its franchise in the future, but have not present intent to do so.

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 Table includes actual historical information we have accumulated for franchised businesses that were owned and operated by our franchisees in 2020-2024 and were opened for the entire twelve months in each applicable reporting year. Gross Revenues were generated from sales collected through RyPay.

All of the businesses included in the figures below are generally comparable to the Franchise offered by this disclosure document. No adjustments, including adjustments for geographic location, increased business due to catastrophic assistance or open service areas, have been made to these reported sales. Also, because these are Gross Revenues results only, no costs or expenses are taken into account.

Average and Median Gross Revenues

The following table presents the Average and Median Annual Gross Sales for franchisees, together with the highest and lowest performing franchisees and how many franchisees exceeded the average broken down by year.

Operating Year	Number of Franchisees*	Average Annual Gross Revenues per Franchisee	Number and percentage of Franchisees Attaining or Exceeding Average Gross Revenues		Median Annual Gross Revenues per Franchisee	Highest Annual Gross Revenues	Lowest Annual Gross Revenues
2024	80	\$731,214	22	28%	\$467,724	\$4,975,620	\$74,010
2023	76	\$697,747	27	36%	\$502,229	\$3,878,319	\$43,327
2022	67	\$696,731	22	33%	\$541,481	\$4,180,856	\$73,638
2021	54	\$775,676	17	31%	\$563,461	\$4,082,473	\$72,081

2020	50	\$736,081	15	30%	\$532,632	\$3,417,505	\$95,986
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*Franchisees included in this chart where open for the entire twelve-month period. Franchisees open for less than one year, or, franchisees who closed within the twelve-month period, are not included.

“Average” means the aggregate in each category of Operating Years, divided by the total number of Franchisees included in the second column of Table 1.

“Gross Revenue” means the amount of sales for Services or Products sold by You or your Related Parties and all other income of any kind whatsoever derived directly or indirectly in connection with Your operation of Your Franchised Business, the Marks, Your operation under the Marks or any aspect of the System, but excluding taxes actually paid to a governmental authority, and refunds actually made to Customers.

“Median” is defined as the middle Gross Revenues when arranged in an order.

These figures do not deduct royalties, admin fees and other fees owed by you to us or our affiliates.

The financial performance representation figures do not reflect net income or profit.

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

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable 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 Randy Kerlin at 1690 Roberts Blvd., NW, Suite 120, Kennesaw, GA 30144; telephone number (770) 977-8787, the Federal Trade Commission, in the appropriate State Regulatory Agency.

Item 20: OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
System wide Outlet Summary
For years 2022 - 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	74	80	+6
	2023	80	88	+8