

Provision	Section in Agreement	Summary
w. Choice of law	FA Section 20.1; Purchase Agreement Section 13.1; Security Agreement Article 5; NDA Paragraph 7; Section 9(e) General Terms and Conditions of Software Agreement	FA, Purchase Agreement, Security Agreement, NDA - Ohio law applies. This requirement is subject to state law, and you should review the state addenda included as an exhibit to this disclosure document.

## ITEM 18. PUBLIC FIGURES

Doug Kalitta races in the National Hot Rod Series and is sponsored by Mac Tools. He will promote the Mac Tools franchise and for that purpose his race team is paid \$10,000. Mr. Kalitta does not manage or own an interest in Mac Tools.

## 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.

Note that, in the paragraph above, the word “outlet” should be read to mean “Mac Tools Business” and the word “location” should be read to mean “Route”.

Written substantiation for the financial performance representations included in this Item 19 will be made available to you upon reasonable request. Mac Tools’ substantiation of this information will be performed in a manner that does not require disclosure of the identity of a specific franchisee or require the release of franchisee-specific data without the consent of the franchisee.

### Historical Performance of Franchised Routes

A Mac Tools franchisee conducts its Mac Tools Business by operating a truck, equipped with displays of tools and other products that the franchisee is permitted by Mac Tools to sell to the franchisee’s customers, on a Route of stops assigned to the franchisee by Mac Tools (a “Route”).

Some franchisees operate more than one Route. Because Mac Tools franchisees may operate more than one Route, the gross sales amounts provided in the table below are presented on a per Route basis and not on a per franchisee basis.

The gross sales amounts included in the table below were achieved during our 2024 fiscal year, which began on December 31, 2023 and ended on December 28, 2024 (the “2024 fiscal year”).

As of the 2024 fiscal year end, there were 820 Mac Tools franchisees who operated a total of 1,012 Routes. During the 2024 fiscal year, there were 120 Routes that were terminated, cancelled, non-renewed, reacquired by Mac Tools, or that otherwise ceased operating, and as such, these 120 Routes were excluded from the total number of Routes operated by franchisees at the end of the 2024 fiscal year end. Of the Routes no longer operating at the end of the 2024 fiscal year end, 14 of those Routes were in operation less than one (1) year.

Regarding the 1,012 Routes that were in operation as of the end of the 2024 fiscal year end:

- (1) Only 872 Routes were operated for the entire 2024 fiscal year.
- (2) One Route was operated by a franchisee that did not report its gross sales to Mac Tools. As a result, the gross sales from this Route are not included in the table below.
- (3) 129 Routes were not operated for the entire 2024 fiscal year, but rather, franchisees started operating the Routes during fiscal year 2024. The gross sales from these Routes are not included in the table below because the Routes were not operated for the entire 2024 fiscal year.
- (4) Some franchisees operate more than one Route. While franchisees that operate more than one Route are required to submit their gross sales to Mac Tools on a per Route basis, one multi-Route franchisee reported gross sales from all of their Routes in the aggregate (the franchisee reported gross sales for three Routes in an aggregate amount of \$407,304.66). As a result, the gross sales from the three Routes described in this paragraph and operated by a multi-Route franchisee who reported gross sales to Mac Tools in the aggregate, instead of on a per Route basis, are not included in the table below.

The sales amounts in the table below are derived from the actual historical performance of Routes operated by Mac Tools franchisees throughout the entire prior fiscal year. The gross sales of Routes that were not in operation for the entire prior fiscal year are not included in the table below. Sales information for Route(s) operated by Mac Tools' employee(s) during all of the 2024 fiscal year is not included in the table below. All sales information is reported to Mac Tools by its franchisees.

<b>Total Gross Sales</b>	<b>Average Gross Sales Within This Range</b>	<b>Median Gross Sales Within This Range</b>	<b>Number of Routes with Gross Sales Within This Range</b>	<b>Percentage of all Routes in this Range</b>	<b>Lowest Amount of Gross Sales Within This Range</b>	<b>Highest Amount of Gross Sales Within This Range</b>
Less Than \$50,000.00	\$0	\$0	0	0.00%	\$0	\$0
\$50,000.00 to \$74,999.99	\$0	\$0	0	0.00%	\$0	\$0
\$75,000.00 to \$99,999.99	\$85,197	\$85,197	1	0.12%	\$85,197	\$85,197
\$100,000.00 to \$124,999.99	\$118,016	\$118,016	1	0.12%	\$118,016	\$118,016
\$125,000.00 to \$149,999.99	\$136,120	\$136,286	3	0.35%	\$132,912	\$139,162
\$150,000.00 to \$174,999.99	\$159,307	\$156,731	8	0.92%	\$153,419	\$170,930
\$175,000.00 to \$199,999.99	\$185,622	\$185,945	12	1.38%	\$175,828	\$196,663
\$200,000.00 to \$224,999.99	\$213,138	\$214,151	14	1.61%	\$201,711	\$223,327
\$225,000.00 to \$249,999.99	\$238,672	\$239,205	27	3.11%	\$225,448	\$249,522
\$250,000.00 to \$274,999.99	\$261,471	\$261,588	19	2.19%	\$250,104	\$272,530

<b>Total Gross Sales</b>	<b>Average Gross Sales Within This Range</b>	<b>Median Gross Sales Within This Range</b>	<b>Number of Routes with Gross Sales Within This Range</b>	<b>Percentage of all Routes in this Range</b>	<b>Lowest Amount of Gross Sales Within This Range</b>	<b>Highest Amount of Gross Sales Within This Range</b>
\$275,000.00 to \$299,999.99	\$288,465	\$289,075	36	4.15%	\$275,492	\$299,581
\$300,000.00 to \$324,999.99	\$312,233	\$313,556	55	6.34%	\$300,557	\$324,369
\$325,000.00 to \$349,999.99	\$335,373	\$334,473	39	4.49%	\$325,290	\$349,003
\$350,000.00 to \$374,999.99	\$363,350	\$363,032	44	5.07%	\$350,251	\$374,916
\$375,000.00 to \$399,999.99	\$386,938	\$387,559	45	5.18%	\$375,241	\$399,888
\$400,000.00 to \$424,999.99	\$412,343	\$413,908	50	5.76%	\$400,749	\$424,825
\$425,000.00 to \$449,999.99	\$436,880	\$437,287	41	4.72%	\$425,232	\$449,906
\$450,000.00 to \$474,999.99	\$461,435	\$460,315	45	5.18%	\$452,116	\$472,484
\$475,000.00 to \$499,999.99	\$487,730	\$489,867	51	5.88%	\$475,577	\$498,755
\$500,000.00 to \$524,999.99	\$511,653	\$508,884	38	4.38%	\$500,184	\$524,683
\$525,000.00 to \$549,999.99	\$538,093	\$538,064	41	4.72%	\$525,196	\$549,415
\$550,000.00 to \$574,999.99	\$561,751	\$561,514	42	4.84%	\$550,089	\$574,933
\$575,000.00 to \$599,999.99	\$587,293	\$587,603	30	3.46%	\$575,307	\$597,621
\$600,000.00 to \$649,999.99	\$625,670	\$625,510	45	5.18%	\$601,679	\$649,499
\$650,000.00 to \$699,999.99	\$675,569	\$675,516	40	4.61%	\$650,350	\$698,208
\$700,000.00 to \$749,999.99	\$725,225	\$727,802	40	4.61%	\$700,911	\$747,192
\$750,000.00 to \$799,999.99	\$770,256	\$770,577	26	3.00%	\$752,040	\$799,218
\$800,000.00 to \$849,999.99	\$818,497	\$818,101	19	2.19%	\$800,546	\$845,955
\$850,000.00 to \$899,999.99	\$876,006	\$875,017	15	1.73%	\$857,701	\$896,585
\$900,000.00 to \$949,999.99	\$922,298	\$922,972	12	1.38%	\$906,086	\$934,661
\$950,000.00 to \$999,999.99	\$976,985	\$974,006	6	0.69%	\$963,479	\$998,352
\$1,000,000.00 and Greater	\$1,296,475	\$1,143,593	23	2.65%	\$1,003,837	\$2,546,901
<b>Total</b>			868	100.00%		

As used in Item 19, gross sales means the total revenue derived from the sale of tools and other products which Mac Tools allows a franchisee to sell on its Route, less sales tax, discounts, allowances, and returns. These tools and products include the Products, the SBD Products, items that are traded-in by a franchisee's customer, and other products and merchandise that Mac Tools allows franchisees to sell to their customers when a franchisee is unable to obtain the tools and/or products from Mac Tools within the time period required by the customer.

**Some Routes have sold this amount. Your individual results may differ. There is no assurance you'll sell as much.**

Other than the preceding financial performance representations, Mac Tools does not make any financial performance representations. We also do not authorize our employees or representatives to make any financial representations either orally or in writing. If you are purchasing an existing Mac Tools Business, however, we (or the franchisee or distributor for that Mac Tools Business) may provide you with the actual records of that Mac Tools Business. If you receive any other financial performance information or projections of your future income for your Mac Tools Businesses other than the actual records of an

existing Mac Tools Business as described above, you should report it to our management by contacting Mac Tools, Attn: Jon Murrell, Compliance Manager, 5195 Blazer Parkway, Dublin, Ohio 43017, the Federal Trade Commission, and the appropriate state regulatory agencies.

## **ITEM 20. OUTLETS AND FRANCHISEE INFORMATION**

A list of franchisees and their addresses and business telephone numbers is attached as Exhibit Q to this disclosure document.

Following is information on franchised and company-owned Mac Tools Businesses as of the end of our 2022, 2023 and 2024 fiscal years:

**ITEM 20 TABLE NO. 1  
SYSTEMWIDE OUTLET SUMMARY  
FOR FISCAL YEARS 2022/2023/2024**

<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 <sup>1</sup>	2022	751	772	+21
	2023	772	813	+41
	2024	813	820	+7
Company-owned	2022	0	0	+0
	2023	0	0	+0
	2024	0	0	+0
Total Outlets	2022	751	772	+21
	2023	772	813	+41
	2024	813	820	+7

Following is information on transfers of franchised Mac Tools Businesses to new owners (other than to Mac Tools) as of the end of our 2022, 2023 and 2024 fiscal years:

**ITEM 20 TABLE NO. 2  
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS<sup>2</sup>  
(OTHER THAN THE FRANCHISOR OR AN AFFILIATE)  
FOR FISCAL YEARS 2022/2023/2024**

<b>Column 1 State</b>	<b>Column 2 Year</b>	<b>Column 3 Number of Transfers</b>
California	2022	0

<sup>1</sup> For purposes of Item 20 and Exhibit Q (List of Mac Tools Franchisees), a franchisee is assigned a state in accordance with the location of the majority of Stops on the franchisee's Route(s) (determined at the time a franchisee signs the Franchise Agreement), not in accordance with the state in which the principal business office of the franchisee is located.

<sup>2</sup> From time to time, Mac Tools may allow a Mac Tools distributor or franchisee operating more than one Route to stop operating a Route and transfer the Route, including accounts receivable and/or inventory associated with the Route, to an existing Mac Tools franchisee or a franchisee who is new to the Mac Tools system. In such instances, Mac Tools has the right to change the stops on the Route.