

ITEM 18**PUBLIC FIGURES**

We do not use any public figure to promote the sale of our franchises.

ITEM 19**FINANCIAL PERFORMANCE REPRESENTATION**

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.

Table 1 below shows the actual average Gross Sales per Store for Prior MSFA's, 2021, 2022, 2023 and 2024 fiscal years (which run from October 1 to September 30 of each year). Tables 2 and 3 below provide quarterly Gross Sales information for each new franchised Store that was first opened during Prior MSFA's 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022 and 2023 fiscal years (the period from October 1, 2012 to September 30, 2023) and that operated for at least 12 or 24 full months since then until Prior MSFA's fiscal year end on September 30, 2024.

Tables 4 and 5 below show the actual average invoice values and gross margins per Store for Prior MSFA's, 2021, 2022, 2023 and 2024 fiscal years (which run from October 1 to September 30 of each year). The figures in Tables 1, 4 and 5 are based on the 55 franchised stores that operated for the entire four-year period on our server-based platform. The figures do not include information on 42 currently operating franchised Stores that were not open for the entire four-year period, nine of which were opened in 2021, ten of which were opened in 2022, four of which opened in 2023 and eleven of which opened in 2024 ; and seven franchised Stores that closed during the four-year period, two of which closed in 2021, one of which closed in 2022, two of which closed in 2023 and two of which closed in 2024.

Please read the following Tables in conjunction with the notes that follow.

Table 1 Average Gross Sales (Franchised Stores)					
Fiscal Year	Average Gross Sales Per Store	# and % of Stores that met or exceeded the Average Gross Sales Per Store	Median Annual Gross Sales	High Annual Gross Sales	Low Annual Gross Sales
2021	\$1,622,460	24 (38%)	\$1,462,102	\$4,676,423	\$189,820
2022	\$2,080,822	24 (38%)	\$1,796,425	\$6,092,476	\$563,419

Table 1
Average Gross Sales
(Franchised Stores)

Fiscal Year	Average Gross Sales Per Store	# and % of Stores that met or exceeded the Average Gross Sales Per Store	Median Annual Gross Sales	High Annual Gross Sales	Low Annual Gross Sales
2023	\$2,027,440	21(33%)	\$1,789,910	\$6,191,887	\$519,004
2024	\$2,059,999	21 (33%)	\$1,748,967	\$5,958,874	\$584,141

Table 2:

First Year Quarterly Gross Sales For The 68 Stores Opened In Fiscal Years
2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022 and 2023.
And That Have Been Open For At Least 12 Full Months
As Of September 30, 2024.
(See Note 4)

Unit #	Fiscal Year first opened	Gross Sales during this period:				Annual (first 12 full months)
		1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	
1	FY13	\$30,298	\$60,545	\$77,107	\$94,004	\$261,954
2	FY13	\$40,091	\$76,222	\$106,342	\$140,258	\$362,913
3	FY14	\$35,371	\$59,616	\$50,994	\$66,218	\$212,199
4	FY14	\$22,403	\$17,746	\$15,983	\$21,720	\$77,852
5	FY14	\$40,933	\$76,306	\$54,980	\$121,485	\$293,705
6	FY14	\$37,620	\$69,092	\$139,825	\$126,540	\$373,077
7	FY14	\$49,260	\$65,052	\$87,714	\$150,629	\$352,654
8	FY14	\$31,975	\$76,684	\$87,932	\$137,787	\$334,379
9	FY14	\$12,794	\$33,680	\$43,291	\$92,013	\$181,778
10	FY14	\$28,758	\$60,565	\$84,968	\$116,859	\$291,150
11	FY14	\$24,605	\$74,012	\$175,192	\$158,477	\$432,286
12	FY15	\$43,340	\$50,373	\$87,946	\$109,268	\$290,927
13	FY15	\$30,557	\$80,712	\$77,161	\$111,973	\$300,402
14	FY15	\$42,404	\$90,328	\$135,107	\$149,511	\$417,350
15	FY15	\$39,226	\$65,615	\$92,421	\$126,105	\$323,367
16	FY15	\$54,415	\$91,504	\$116,572	\$191,957	\$454,448
17	FY15	\$42,717	\$66,306	\$85,839	\$105,026	\$298,888
18	FY16	\$19,074	\$46,347	\$72,252	\$119,719	\$257,392

Table 2:

First Year Quarterly Gross Sales For The 68 Stores Opened In Fiscal Years
2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022 and 2023.
And That Have Been Open For At Least 12 Full Months
As Of September 30, 2024.
(See Note 4)

Unit #	Fiscal Year first opened	Gross Sales during this period:				Annual (first 12 full months)
		1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	
19	FY16	\$53,779	\$102,546	\$139,569	\$181,296	\$477,190
20	FY16	\$12,696	\$34,219	\$72,345	\$76,774	\$196,034
21	FY16	\$109,329	\$105,616	\$205,181	\$170,445	\$590,571
22	FY16	\$35,857	\$45,136	\$54,852	\$100,322	\$236,167
24	FY16	\$45,261	\$98,776	\$112,315	\$208,868	\$465,220
23	FY16	\$27,363	\$40,049	\$59,450	\$94,370	\$221,232
25	FY16	\$59,070	\$101,721	\$117,393	\$129,332	\$407,516
26	FY17	\$83,823	\$140,298	\$133,193	\$237,271	\$594,585
27	FY17	\$38,275	\$31,555	\$71,522	\$89,828	\$231,180
28	FY18	\$35,517	\$120,656	\$135,664	\$122,665	\$414,502
29	FY18	\$137,115	\$188,497	\$244,568	\$265,954	\$836,134
30	FY18	\$110,232	\$177,962	\$103,723	\$91,510	\$483,427
31	FY18	\$69,494	\$97,275	\$132,828	\$123,274	\$422,871
32	FY18	\$106,853	\$140,333	\$228,581	\$221,308	\$697,075
33	FY18	\$93,496	\$136,758	\$218,699	\$152,473	\$601,426
35	FY19	\$139,138	\$129,443	\$205,077	\$147,006	\$620,664
34	FY19	\$97,609	\$158,146	\$186,246	\$203,138	\$645,139
36	FY19	\$106,753	\$132,904	\$119,660	\$124,121	\$483,438
37	FY19	\$66,787	\$96,381	\$125,072	\$182,425	\$470,666
38	FY19	\$109,401	\$125,724	\$117,339	\$137,261	\$489,725
39	FY19	\$33,053	\$63,645	\$72,568	\$83,971	\$253,237
40	FY19	\$80,030	\$109,848	\$172,927	\$191,576	\$554,380
41	FY19	\$103,474	\$150,582	\$177,951	\$188,000	\$620,007
42	FY19	\$89,327	\$78,185	\$151,935	\$157,078	\$476,524
43	FY20	\$28,224	\$44,632	\$94,044	\$87,191	\$254,091
44	FY20	\$59,200	\$71,327	\$116,709	\$240,290	\$487,525
45	FY20	\$110,748	\$144,462	\$276,833	\$275,488	\$807,530
46	FY20	\$56,723	\$143,819	\$193,285	\$207,132	\$600,508
47	FY21	\$26,847	\$43,528	\$73,574	\$71,127	\$215,076
48	FY21	\$35,782	\$60,920	\$83,807	\$63,440	\$243,949
49	FY21	\$87,427	\$131,358	\$174,863	\$181,508	\$575,156

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2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022 and 2023.
And That Have Been Open For At Least 12 Full Months
As Of September 30, 2024.
(See Note 4)

Unit #	Fiscal Year first opened	Gross Sales during this period:				
		1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	Annual (first 12 full months)
50	FY21	\$91,176	\$203,202	\$185,732	\$203,775	\$683,885
51	FY21	\$144,051	\$258,021	\$323,892	\$419,181	\$1,145,145
52	FY21	\$180,752	\$221,539	\$225,233	\$324,585	\$952,109
53	FY21	\$141,081	\$173,467	\$246,486	\$294,781	\$855,815
54	FY21	\$75,162	\$194,410	\$267,344	\$226,202	\$763,118
55	FY22	\$182,324	\$194,161	\$277,532	\$191,837	\$845,854
56	FY22	\$89,370	\$198,614	\$174,839	\$232,801	\$695,623
57	FY22	\$122,696	\$211,253	\$189,001	\$245,605	\$768,555
58	FY22	\$113,537	\$178,599	\$362,622	\$156,083	\$810,841
59	FY22	\$107,033	\$155,066	\$151,609	\$154,092	\$567,801
60	FY22	\$228,724	\$286,667	\$327,011	\$389,612	\$1,232,014
61	FY22	\$117,322	\$156,987	\$254,553	\$230,276	\$759,138
62	FY22	\$111,814	\$196,462	\$294,671	\$393,383	\$996,331
63	FY22	\$64,955	\$102,455	\$139,122	\$126,864	\$433,396
64	FY22	\$49,896	\$90,917	\$117,691	\$183,607	\$442,111
65	FY23	\$92,238	\$182,641	\$182,236	\$178,257	\$635,372
66	FY23	\$133,182	\$267,810	\$196,085	\$201,769	\$798,846
67	FY23	\$124,408	\$206,806	\$215,240	\$359,239	\$901,693
68	FY23	\$54,187	\$131,008	\$251,627	\$210,756	\$647,578
Average 1 st year quarterly sales (all 68 Stores) (# and % that met or exceeded) [median]		\$74,911 (31(46%)) [\$62,077]	\$117,898 (31(46%)) [\$102,500]	\$152,146 (28(41%)) [\$135,385]	\$171,598 (30(44%)) [\$155,088]	\$516,554 (29(43%)) [\$476,857]
Average 2013 first year quarterly sales (2 Stores) (# and % met or exceeded) [median]		\$35,195 (1 (50%)) [\$35,195]	\$68,384 (1 (50%)) [\$68,384]	\$91,725 (1 (50%)) [\$91,725]	\$117,131 (1 (50%)) [\$117,131]	\$312,434 (1 (50%)) [\$312,434]
Average 2014 first year quarterly sales (9 Stores) (# and % met or exceeded) [median]		\$31,524 (5 (56%)) [\$31,975]	\$59,195 (7 (78%)) [\$65,052]	\$82,320 (5 (56%)) [\$84,968]	\$110,192 (6 (67%)) [\$121,485]	\$283,231 (6 (67%)) [\$293,705]
Average 2015 first year quarterly sales (6 Stores) (# and % met or exceeded)		\$42,110 (4 (67%)) [\$42,560]	\$74,140 (3 (50%)) [\$73,509]	\$99,174 (2 (33%)) [\$90,183]	\$132,307 (2 (33%)) [\$119,039]	\$347,730 (2 (33%)) [\$311,884]

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First Year Quarterly Gross Sales For The 68 Stores Opened In Fiscal Years
2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022 and 2023.
And That Have Been Open For At Least 12 Full Months
As Of September 30, 2024.
(See Note 4)

Unit #	Fiscal Year first opened	Gross Sales during this period:				Annual (first 12 full months)
		1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	
[median]						
Average 2016 first year quarterly sales (8 Stores) (# and % met or exceeded) [median]		\$45,303 (3 (38%)) [\$40,559]	\$71,801 (4 (50%)) [\$72,561]	\$104,170 (4 (50%)) [\$92,330]	\$135,141 (3 (38%)) [\$124,526]	\$356,415 (4 (50%)) [\$332,454]
Average 2017 first year quarterly sales (2 Stores) (# and % met or exceeded) [median]		\$61,049 (1 (50%)) [\$61,049]	\$85,927 (1 (50%)) [\$85,927]	\$102,358 (1 (50%)) [\$102,358]	\$163,550 (1 (50%)) [\$163,550]	\$412,883 (1 (50%)) [\$412,883]
Average 2018 first year quarterly sales (6 stores) (# and % met or exceeded) [median]		\$92,118 (4 (67%)) [\$100,175]	\$143,580 (2 (33%)) [\$138,546]	\$177,344 (3 (50%)) [\$177,181]	\$162,864 (2 (33%)) [\$137,873]	\$575,906 (3 (50%)) [\$542,426]
Average 2019 first year quarterly sales (9 stores) (# and % met or exceeded) [median]		\$103,938 (3(60%)) [\$106,753]	\$128,519 (3 (60%)) [\$129,443]	\$150,679 (2 (40%)) [\$125,072]	\$158,790 (2 (40%)) [\$147,006]	\$541,926 (2 (40%)) [\$489,725]
Average 2020 first year quarterly sales (4 stores) (# and % met or exceeded) [median]		\$70,041 (4 (50%)) [\$69,615]	\$100,812 (4 (50%)) [\$94,016]	\$157,031 (4 (50%)) [\$162,431]	\$178,840 (5 (63%)) [\$189,788]	\$506,725 (4 (50%)) [\$520,952]
Average 2021 first year quarterly sales (9 stores) (# and % met or exceeded) [median]		\$107,178 (4 (44%)) [\$91,177]	\$164,512 (6 (67%)) [\$194,161]	\$206,495 (5 (56%)) [\$225,233]	\$219,604 (4 (44%)) [\$203,775]	\$697,790 (5 (56%)) [\$763,119]
Average 2022 first year quarterly sales (9 stores) (# and % met or exceeded) [median]		\$111,705 (5(56%)) [\$111,814]	\$175,224 (5(56%)) [\$178,599]	\$223,458 (4 (44%)) [\$189,001]	\$234,703 (3(33%)) [\$230,276]	\$745,090 (5(56%)) [\$759,138]
Average 2023 first year quarterly sales (4 stores) (# and % met or exceeded) [median]		\$100,004 (2(50%)) \$106,323	\$197,066 (2(50%)) \$194,724	\$211,297 (2(50%)) \$205,663	\$237,505 (1(25%)) \$206,263	\$745,872 (2(50%)) \$723,212

Table 3:

Second Year Quarterly Gross Sales For The 64 Stores Opened In Fiscal Years, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022 and 2023
And That Have Been Open For At Least 24 Full Months
As Of September 30, 2024
(See Note 4)

Unit #	Fiscal Year first opened	Gross Sales during this period:				
		1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	Annual (second 12 full months)
1	FY13	\$110,575	\$205,342	\$217,609	\$164,166	\$697,692
2	FY13	\$174,392	\$164,410	\$181,138	\$251,767	\$771,707
3	FY14	\$106,358	\$136,838	\$138,252	\$156,218	\$537,666
4	FY14	\$23,602	\$34,666	\$28,778	\$27,213	\$114,259
5	FY14	\$172,255	\$144,146	\$168,282	\$125,902	\$610,584
6	FY14	\$99,345	\$137,862	\$118,443	\$121,261	\$476,912
7	FY14	\$162,306	\$154,440	\$159,248	\$203,746	\$679,740
8	FY14	\$168,807	\$152,180	\$205,723	\$267,571	\$794,280
9	FY14	\$85,283	\$109,819	\$110,665	\$164,944	\$470,711
10	FY14	\$100,070	\$87,705	\$160,594	\$105,940	\$454,310
11	FY14	\$205,620	\$90,887	\$158,509	\$241,314	\$696,330
12	FY15	\$105,216	\$151,286	\$135,100	\$133,038	\$524,640
13	FY15	\$107,584	\$126,638	\$137,965	\$167,766	\$539,953
14	FY15	\$189,375	\$204,456	\$257,275	\$324,008	\$975,114
15	FY15	\$168,362	\$141,834	\$160,439	\$174,908	\$645,543
16	FY15	\$142,874	\$177,789	\$179,020	\$230,880	\$730,563
17	FY15	\$165,254	\$205,403	\$145,517	\$175,670	\$691,844
18	FY16	\$135,519	\$184,685	\$236,157	\$185,116	\$741,477
19	FY16	\$210,794	\$248,676	\$245,579	\$225,376	\$930,425
20	FY16	\$81,468	\$86,129	\$130,532	\$181,490	\$479,619
21	FY16	\$127,688	\$171,092	\$218,947	\$182,587	\$700,314
22	FY16	\$135,439	\$133,684	\$114,149	\$156,152	\$539,424
23	FY16	\$172,875	\$192,823	\$270,257	\$253,429	\$889,384
24	FY16	\$77,066	\$99,247	\$98,270	\$126,835	\$401,418
25	FY16	\$147,416	\$157,381	\$146,643	\$175,862	\$627,302
26	FY17	\$191,203	\$145,954	\$166,340	\$179,667	\$683,164
27	FY17	\$114,307	\$84,695	\$97,023	\$121,142	\$417,167
28	FY18	\$139,605	\$175,223	\$214,238	\$248,016	\$777,082
29	FY18	\$229,171	\$229,180	\$305,635	\$369,372	\$1,133,358
30	FY18	\$215,358	\$190,320	\$126,725	\$180,949	\$713,352
31	FY18	\$155,083	\$135,380	\$219,689	186,255	\$696,406

Table 3:

Second Year Quarterly Gross Sales For The 64 Stores Opened In Fiscal Years, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022 and 2023
And That Have Been Open For At Least 24 Full Months
As Of September 30, 2024
(See Note 4)

Unit #	Fiscal Year first opened	Gross Sales during this period:				
		1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	Annual (second 12 full months)
32	FY18	\$197,935	\$212,081	\$181,522	210,502	\$802,040
33	FY18	\$134,261	\$352,349	\$207,997	207,778	\$902,386
34	FY19	\$241,974	\$259,864	\$265,897	\$333,262	\$1,100,997
35	FY19	\$210,965	\$263,235	\$224,058	\$233,845	\$932,103
36	FY19	\$274,652	\$281,616	\$221,874	\$433,774	\$1,211,916
37	FY19	\$189,461	\$218,973	\$212,252	\$255,759	\$876,446
38	FY19	\$146,606	\$181,696	\$202,162	\$229,439	\$759,903
39	FY20	\$140,274	\$163,393	\$206,806	\$122,721	\$633,194
40	FY20	\$275,909	\$368,920	\$484,672	\$287,823	\$1,417,324
41	FY20	\$298,643	\$282,993	\$323,407	\$304,632	\$1,209,675
42	FY20	\$309,217	\$238,680	\$278,347	\$310,509	\$1,136,753
43	FY20	\$139,169	\$154,288	\$149,324	\$149,158	\$531,939
44	FY20	\$148,398	\$169,416	\$204,550	\$213,957	\$736,321
45	FY20	\$282,830	\$470,601	\$575,669	\$432,042	\$1,761,142
46	FY20	\$204,878	\$193,442	\$285,429	\$311,870	\$995,619
47	FY21	\$73,755	\$146,226	\$174,333	\$181,955	\$576,269
48	FY21	\$126,496	\$82,903	\$56,035	\$56,403	\$321,837
49	FY21	\$289,572	\$297,673	\$353,861	\$292,098	\$1,233,204
50	FY21	\$271,075	\$239,005	\$402,991	\$311,631	\$1,224,702
51	FY21	\$597,826	\$472,516	\$480,238	\$413,153	\$1,963,733
52	FY21	\$349,391	\$305,737	\$345,934	\$228,681	\$1,229,743
53	FY21	\$370,261	\$278,712	\$334,707	\$352,474	\$1,336,154
54	FY21	\$280,908	\$291,749	\$375,781	\$283,040	\$1,231,478
55	FY21	\$272,929	\$272,485	\$226,110	\$250,819	\$1,022,343
56	FY22	\$232,594	\$299,815	\$250,564	\$309,182	\$1,092,155
57	FY22	\$306,370	\$308,906	\$281,771	\$361,754	\$1,258,801
58	FY22	\$245,246	\$232,848	\$205,508	\$268,364	\$951,966
59	FY22	\$174,127	\$226,901	\$286,495	\$223,568	\$911,091
60	FY22	\$442,699	\$459,046	\$433,349	\$549,290	\$1,884,384
61	FY22	\$246,349	\$261,262	\$250,667	\$295,523	\$1,053,811
62	FY22	\$450,128	\$303,271	\$299,583	\$320,111	\$1,373,093

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And That Have Been Open For At Least 24 Full Months
As Of September 30, 2024
(See Note 4)

Unit #	Fiscal Year first opened	Gross Sales during this period:				
		1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	Annual (second 12 full months)
63	FY22	\$148,879	\$146,137	\$228,322	\$304,531	\$827,869
64	FY22	\$166,822	\$277,717	\$276,571	\$179,979	\$901,089
Average second year quarterly sales (64 Stores) (# and % that met or exceeded) [median]		\$197,826 (26 (41%)) [\$172,565]	\$208,989 (27 (42%)) [\$197,571]	\$227,180 (25 (39%)) [\$213,245]	\$234,815 (28 (44%)) [\$227,029]	\$868,800 (21 (38%)) [\$785,681]
Average 2013 second year quarterly sales (2 Stores) (# and % met or exceeded) [median]		\$142,484 (1 (50%)) [\$142,484]	\$184,876 (1 (50%)) [\$184,876]	\$199,374 (1 (50%)) [\$199,374]	\$207,966 (1 (50%)) [\$207,966]	\$734,700 (1 (50%)) [\$734,700]
Average 2014 second year quarterly sales (9 Stores) (# and % met or exceeded) [median]		\$124,849 (4 (44%)) [\$106,358]	\$116,505 (5 (56%)) [\$136,838]	\$138,772 (5 (56%)) [\$158,509]	\$157,123 (4 (44%)) [\$156,218]	\$537,199 (5 (56%)) [\$537,666]
Average 2015 second year quarterly sales (6 Stores) (# and % met or exceeded) [median]		\$146,444 (3 (50%)) [\$154,064]	\$167,901 (3 (50%)) [\$164,537]	\$169,219 (2 (33%)) [\$152,978]	\$201,045 (2 (33%)) [\$175,289]	\$684,609 (3 (50%)) [\$668,693]
Average 2016 second year quarterly sales (8 Stores) (# and % met or exceeded) [median]		\$136,033 (3 (38%)) [\$135,479]	\$159,215 (4 (50%)) [\$164,237]	\$182,567 (4 (50%)) [\$182,795]	\$185,856 (2 (25%)) [\$182,039]	\$663,670 (4 (50%)) [\$663,808]
Average 2017 second year quarterly sales (2 Stores) (# and % met or exceeded) [median]		\$152,755 (1 (50%)) [\$152,755]	\$115,324 (1 (50%)) [\$115,324]	\$131,681 (1 (50%)) [\$131,681]	\$150,405 (1 (50%)) [\$150,405]	\$550,166 (1 (50%)) [\$550,166]
Average 2018 second Year quarterly sales (6 stores) (# and % met or exceeded) [median]		\$178,569 (3 (50%)) [\$176,509]	\$215,755 (2 (33%)) [\$201,200]	\$209,301 (3 (50%)) [\$211,118]	\$233,812 (2 (33%)) [\$209,140]	\$837,437 (2 (33%)) [\$789,561]

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And That Have Been Open For At Least 24 Full Months
As Of September 30, 2024
(See Note 4)

Unit #	Fiscal Year first opened	Gross Sales during this period:				
		1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	Annual (second 12 full months)
Average 2019 Second Year Quarterly Sales (5 stores) (# and % met or exceeded) [median]		\$212,732 (2 (40%)) [\$210,965]	\$241,077 (3 (60%)) [\$259,864]	\$225,248 (1 (20%)) [\$221,874]	\$297,216 (2 (40%)) [\$255,759]	\$976,273 (2 (40%)) [\$932,103]
Average 2020 Second Year Quarterly Sales (8 stores) (# and % met or exceeded) [median]		\$224,915 (4 (50%)) [\$240,394]	\$255,217 (3 (38%)) [\$216,061]	\$313,526 (3 (38%)) [\$281,888]	\$266,589 (5 (63%)) [296,228]	\$1,060,246 (4 (50%)) [\$1,066,186]
Average 2021 Second Year Quarterly Sales (9 Stores) (# and % met or exceeded) [median]		\$ 292,468 (3(33%)) [\$ 280,908]	\$ 278,712 (6(67%)) [\$ 265,223]	\$ 305,554 (6(67%)) [345,934]	\$ 263,361 (5(56%)) [\$ 283,040]	\$ 1,126,607 (6(67%)) [\$ 1,229,743]
Average 2022 Second Year Quarterly Sales (9 Stores) (# and % met or exceeded) [median]		\$268,136 (3(33%)) [\$245,246]	\$279,545 (4(44%)) [\$277,717]	\$279,203 (4(44%)) [\$276,571]	\$312,478 (3(33%)) [\$304,531]	\$1,139,362 (3(33%)) [\$1,053,811]

Table 4:
Average Invoice Value
(Franchised Stores)

Fiscal Year	Average Invoice Value	# and % of Stores that met or exceeded the Average Invoice Value	Median Invoice Value	Average # Invoices/Per Month Per Store	Median # Invoices/Per Month Per Store	# and % of Stores that met or exceeded the Average Invoices/Per Month Per Store	High Average Invoice Value	Low Average Invoice Value
2021	\$266.18	33 (52%)	\$260.74	520	482	25 (40%)	\$512.81	\$158.12
2022	\$360.05	30(48%)	\$461.08	482	461	30 (48%)	\$618.66	\$204.37
2023	\$330.94	30 (48%)	\$299.19	510	478	28(44%)	\$619.78	\$168.65
2024	\$329.65	27 (43%)	\$301.77	521	476	24 (38%)	\$659.04	\$174.97

Table 5:
Average Gross Margin and Gross Profit
(Franchised Stores)

Fiscal Year	Average Store Gross Margin	# and % of Stores that met or exceeded the Average Gross Margin	Average Gross Profit Per Store	# and % of Stores that met or exceeded the Average Gross Profit Per Store	Median Annual Gross Profit Per Store	High Annual Gross Profit Per Store	Low Annual Gross Profit Per Store
2021	52.34%	31 (49%)	\$870,183	23(37%)	\$795,969	\$2,586,995	\$82,657
2022	49.77%	35(56%)	\$1,035,579	24 (38%)	\$924,814	\$3,178,205	\$287,865
2023	48.98%	38(60%)	\$992,971	21(33%)	\$861,725	\$3,237,466	\$225,789
2024	51.05%	35 (56%)	\$1,051,652	22 (35%)	\$892,487	\$3,120,213	\$312,893

Notes:

1. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

2. Tables 2 and 3 above provide quarterly Gross Sales information for each new franchised Store that was first opened during Prior MSFA's fiscal years, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022 and 2023 (the period from October 1, 2012 to September 30, 2023) and that operated for at least 12 or 24 full months since then until Prior MSFA's fiscal year end on September 30, 2024. A total of 68 newly opened franchised Stores operated for 12 full months during that period, and 64 newly-opened franchised Stores were operational for 24 full months during that period. Each month of operation is a full calendar month, which means if a Store was not open and in operation for the first and last days of each of the relevant quarters of Prior MSFA's fiscal year noted in the Table, that Store was not included in the results.

3. Table 5 presents Gross Margin results. Gross Margin is Gross Sales of a Store less cost of goods sold, expressed as a percentage of total Gross Sales.

- a. Except for the cost of goods sold incorporated into the calculation of Gross Margin, Table 5 does not reflect other operating expenses or other costs 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 you will incur in operating your Store. Prior MSFA's and our current and former franchisees, who are listed in this disclosure document, may be one source of this information.
- b. Gross Sales means all revenue from the sale of all services and products and all other income of every kind and nature related to, derived from, or originating from a Store and the business operated under the Franchise Agreement, including barter and the proceeds of any business interruption insurance policies, whether for cash or credit, and regardless of theft, or of collection. Gross Sales does not include (i) sales taxes or other taxes that you collect from