

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: | | | | |
|--------|--------------------------|---------------------------------|-------------------------|-------------------------|-------------------------|-------------------------------|
| | | 1 st Quarter | 2 nd Quarter | 3 rd Quarter | 4 th Quarter | Annual (first 12 full months) |
| 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 |

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: | | | | |
|--|--------------------------|----------------------------------|------------------------------------|------------------------------------|------------------------------------|------------------------------------|
| | | 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] |

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: | | | |
|--|------------------------------------|------------------------------------|------------------------------------|------------------------------------|------------------------------------|
| | | 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) | \$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) | \$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) | \$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) | \$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) | \$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) | \$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) | \$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) | \$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 |

Table 3:

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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] |

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) |
| 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