

Agreement that terminates the Franchise on your bankruptcy may not be enforceable under Title 11, United States Code Section 101 *et seq.*

### **ITEM 18 PUBLIC FIGURES**

We use no public figure to promote the Franchise, although you are not restricted from doing 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, and/or affiliate-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 in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

The below data is historical data for existing Regional Franchise Developers, none of which participated in the Service Agreement Pilot. Actual results vary from Regional Franchise Developer to Regional Franchise Developer. Conduct an independent investigation of the expenses you will incur in operating your franchise. Regional Franchise Developers or former Regional Franchise Developers listed in this Franchise Disclosure Document, may be a source of this information.

On your written request, we will provide you written substantiation of the data used in preparing these financial performance representations.

**Some Regional Franchise Developers have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.**

#### Data From Regional Franchise Developers' Audited Financial Statements

The data below is compiled, from 115 Regional Franchise Developers in operation in the United States and Canada (94 in the U.S. and 21 in Canada) that operated the entire fiscal year ending September 30, 2025. Two Regional Developers in the U.S. commenced operations and one Regional Franchise Developer in the U.S. ceased operations during the fiscal year ended September 30, 2025, and were excluded from this Item 19. There are some Regional Franchise Developers that have a location that encompasses parts of multiple states. In those instances, Item 20 reflects the number of locations in each state, but for purposes of this Item 19 a location that includes parts of multiple states is referenced as one outlet.

#### **Table A – Gross Contract Revenues by Regional Franchise Developers during Fiscal Year ending September 30, 2025**