

3. The Company exacts no covenant not to compete from its Members. The Company does, however, expect each Member to keep confidential certain information furnished to the Member by the Company about the operation of the Company and the prices of merchandise sold by it and, to be eligible for an Enhanced Rebate, Members must not be affiliated with another national stocking purchasing cooperative as described in Item 1.

ITEM 18. PUBLIC FIGURES

The Company does not use any public figures to promote sales.

ITEM 19. FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC’s Franchise Rule permits the Company to provide information about the actual or potential financial performance of its Members 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) the Company provides the actual records of an existing outlet a Member is considering buying; or (2) the Company 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 Company does not make any representations about a Member’s future financial performance or the past financial performance of company-owned or member-owned businesses. The Company also does not authorize its employees or representatives to make any such representations either orally or in writing. If a Member is purchasing an existing business, however, the Company may provide a Member with the actual records of that business. If a Member receives any other financial performance information or projections of its future income, a Member should report it to the Company’s management by contacting Gary C. Furst at Post Office Box 868, Fort Wayne, Indiana 46801-0868, (260) 748-5300, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20. OUTLETS AND MEMBER INFORMATION

DO IT BEST LEGACY MEMBERS

TABLE NUMBER 1A

Do it Best Members

**Systemwide Business Summary
For Fiscal Years 2023, 2024 and 2025⁽¹⁾**

Business Type	Year	Businesses at the Start of the Year	Businesses at the End of the Year	Net Change
Member-Owned	2023	3233	3371	+138
	2024	3371	3407	+36
	2025	3407	3555	+148
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Businesses	2023	3133	3371	+138
	2024	3371	3407	+36
	2025	3407	3555	+148