

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.

OVERVIEW

In this Item, we present certain historical information for SCREENMOBILE Franchised Businesses for the 2023 fiscal year and prior years. The explanatory notes following the tables are an important part of the information presented. As of December 31, 2023, we had 107 franchisees operating in 145 Territories.

Tables 1 through 5 present information on 136 Territories that were in operation for the entire 2023 fiscal year. Excluded from these tables are 6 Territories that ceased operating during the 2023 fiscal year, 1 Territory that opened during the 2023 fiscal year and 8 Territories that did not report Gross Revenue for the full 12 months of 2023.

The Territories that were in operation for the entire 2023 fiscal year are of franchises that pre-date AB Inc.’s acquisition of the SCREENMOBILE brand and franchise system. These Territories range from 50,000 Households to 275,000 Households, which means some have more Households and some have fewer Households than a typical territory as described in Item 12 of this disclosure document (i.e., one consisting of a population of approximately 150,000 Households and defined using postal zip codes). The Tables combine the data for all Territory sizes and the combined results are relevant for a typical territory as now described in Item 12.

TABLE 1
GROSS REVENUE PER TERRITORY, BY QUARTILE

Quartile	Number of Territories in Group ⁽¹⁾	Average Gross Revenue Per Territory in Group ⁽²⁾	Median Gross Revenue of Territories in Group	Highest Gross Revenue of Territories in Group	Lowest Gross Revenue of Territories in Group	Number of Territories Achieving or Exceeding Group Average	Percent of Territories Achieving or Exceeding Group Average
Top 25%	34	\$ 1,000,940	\$ 940,944	\$ 3,002,951	\$ 491,098	14	41%
2nd Quartile	34	\$ 385,437	\$ 384,415	\$ 478,423	\$ 303,769	17	50%
3rd Quartile	34	\$ 237,111	\$ 236,831	\$ 301,792	\$ 172,951	17	50%
Bottom 25%	34	\$ 106,205	\$ 106,636	\$ 171,995	\$ 18,925	17	50%
Totals	136	\$ 432,423	\$ 302,780	\$ 3,002,951	\$ 18,925	42	31%

Notes to Table 1:

- (1) Table 1 reports on 136 Territories that were in operation for the entire 2023 fiscal year, ranked in order of highest Gross Revenue to lowest Gross Revenue.

**INFORMATION REQUIRED
BY THE STATE OF MINNESOTA**

Item 6 and Item 10, Additional Disclosure.

In Minnesota, the Insufficient Funds Fee, payable if an electronic funds transfer payment request is returned due to insufficient funds, is capped at \$30.

Item 13, Additional Disclosure.

We will indemnify you against liability to a third party resulting from claims that your use of the Marks infringes trademark rights of the third party, provided that your use of the Marks is in accordance with the requirements of the Franchise Agreement and the System.

Item 17, Additional Disclosures.

We will comply with Minnesota Statutes Section 80C.14, subdivisions 3, 4, and 5, which require, except in certain specified cases, that a franchisee be given 90 days notice of termination (with 60 days to cure) and 180 days notice for non-renewal of the Franchise Agreement.

Minnesota Statutes § 80C.21 and Minnesota Rule 2860.4400J prohibit us from requiring you to waive your rights as provided for in Minnesota Statutes, Chapter 80C, or your rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.

Minnesota Rule 2860.4400D prohibits us from requiring you to assent to a release, assignment, novation, or waiver that would relieve any person from liability imposed by Minnesota Statutes §§ 80C.01 - 80C.22.

Minnesota Rule 2860.4400J prohibits us from requiring you to waive your rights to a trial or to consent to liquidated damages, termination penalties, or judgment notes. This rule does not bar a voluntary arbitration of any matter.

Item 22, Additional Disclosures.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Exhibit E to the Franchise Disclosure Document (*Questionnaire to be Completed Before Executing Franchise Agreement*) is not applicable in Minnesota.