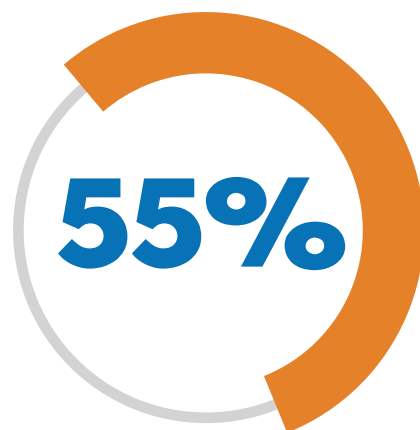




# BY THE NUMBERS



Franchise Locations



**\$59,332,563**

Annualized gross revenue company-wide in 2016.

Gross profit margin of the top quartile of Franchisees in business for 12 months or more.



**\$1,590,557**

Average annualized revenue of top quartile of Franchisees in business for 12 months or more.

Figures based on the average annualized gross revenue of the top quartile of franchisees in business for 12 months or more, and the average gross profit margin of open and operating franchises and company-owned units for the entire calendar, and other statistics as of year ending December 31st, 2016. See the April 2017 Franchise Disclosure Document (FDD) for details.