

**PESEWA ONE FRANCHISE**

**FRANCHISE AGREEMENT**

Franchisee: \_\_\_\_\_

Franchise Product/Service: \_\_\_\_\_

Date: \_\_\_\_\_

Franchised Location: \_\_\_\_\_

\_\_\_\_\_

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**PESEWA ONE (FRANCHISE), INC.**  
**FRANCHISE AGREEMENT**

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## **EXHIBITS**

- I. Addendum to Franchise Agreement — Location Approval
- II. Personal Guaranty
- III. Statement of Ownership
- IV. Addendum to Franchise Agreement Related to the Authorization of Prearranged Payments

- V. Permit, License and Construction Certificate
- VI. Confidentiality and Noncompetition Agreement

**PESEWA ONE (FRANCHISE), INC.**  
**FRANCHISE AGREEMENT**

THIS AGREEMENT (the “**Agreement**”) is made this \_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by and between PESEWA ONE (FRANCHISE), a US-registered corporation, with registered office at \_\_\_\_\_ (the “**Franchisor**”) and \_\_\_\_\_, located at \_\_\_\_\_ (the “**Franchisee**”), who, on the basis of the following understandings and agreements, agree as follows:

**1. PURPOSE**

**1.1** The Franchisor has developed various business services and products for entrepreneurs, student entrepreneurs, large and medium scale businesses and informal sector businesses under its automated platforms (“**Platforms**”), Pesewa ONE licensed trade names and trademarks (“**Marks**”), Global Anchor Partners and the Franchisor’s proprietary methods of doing business (“**3EM Methods**”, “**BUSINESS-AS-ONE**” and “**ENTREPRENEURIAL 7 STEPS**”).

**1.2.** The Franchisor grants the right to others to market and deploy PESEWA ONE (FRANCHISE) Services, under the Platforms, Marks and pursuant to the Proprietary Methods.

**1.3.** The Franchisee desires to introduce a PESEWA ONE (FRANCHISE) Service or Product at a location identified herein or to be later identified, and the Franchisor desires to grant the Franchisee the right to operate the PESEWA ONE (FRANCHISE) Service or Product at such location under the terms and conditions which are contained in this Agreement.

**2. GRANT OF FRANCHISE**

**2.1. Grant of Franchise.**

The Franchisor grants to the Franchisee, and the Franchisee accepts from the Franchisor, the right to use the Platforms, Marks and Methods in connection with the marketing and deployment of PESEWA ONE (FRANCHISE) Services, at the location described in Article 3 of this Agreement. The Franchisee agrees to use the Platforms, Marks and Methods, as they may be changed, improved, and further developed by the Franchisor from time to time, only in accordance with the terms and conditions of this Agreement.

**2.2. Scope of Franchise Operations.**

The Franchisee agrees at all times to faithfully, honestly and diligently perform the Franchisee’s obligations hereunder, and to continuously exert best efforts to promote PESEWA ONE (FRANCHISE) Services. The Franchisee agrees to utilize the Platforms, Marks and Methods to operate all aspects of the business franchised hereunder in accordance with the methods and systems developed and prescribed from time to time by the Franchisor, all of which

are a part of the Methods. The Franchisee shall offer such products and services as the Franchisor shall designate and shall be restricted from offering or selling any products or services not previously approved by the Franchisor in writing. The Franchisee is required to present only the PESEWA ONE brand and its trademarks in relation to any products or services it offers to customers and the general public.

### **3. FRANCHISED LOCATION AND DESIGNATED AREA**

#### **3.1. Franchised Location.**

The Franchisee is granted the right and franchise to own and operate PESEWA ONE (FRANCHISE) Services through its Platforms at the address and location which shall be set forth in Exhibit I, attached hereto ("Franchised Location"). The current range of Platforms and Services shall also be set forth in Exhibit I, attached hereto.

#### **3.2. Limitation on Franchise Rights; Relocation.**

The rights that are hereby granted to the Franchisee are for the specific Franchised Location and cannot be transferred to an alternative Franchised Location, or any other location, without the prior written approval of the Franchisor. If the Franchisee has operated PESEWA ONE (FRANCHISE) Services for not less than 12 months and desires to relocate it to an alternative site, the Franchisee must set forth its reasons for requesting the relocation in writing to the Franchisor, along with a proposed new location. The Franchisor will have 30 days from receipt of the Franchisee's written request to respond. If the Franchisor approves the relocation and the proposed new location, and if the ownership of the Franchisee does not change in any respect from the ownership of the Franchisee before the relocation, then the Franchisee may move its Services to the new approved location, provided that the Franchisee signs the Franchisor's then current form of Franchise Agreement and operates the Services at the new location within 12 months after moving from the former Franchised Location. The Platforms, Marks and Methods are owned by the Franchisee for the operation of PESEWA ONE (FRANCHISE) Services only at the Franchised Location; therefore, the Franchisee may not operate any other business services using the Platforms, Marks and Methods without the prior written consent of the Franchisor, in which case the Franchisor and the Franchisee shall execute an addendum to this Agreement relating to the operation of "Other Business Services"

#### **3.3. Franchisor's Reservation of Rights.**

The Franchisee acknowledges that the franchise granted hereunder is non-exclusive and that the Franchisor retains the rights, among others: (1) to use, and to license others to use, the Platforms, Marks and Methods for the operation of PESEWA ONE (FRANCHISE) Services, at any location other than at the Franchised Location; (2) to use the Platforms, Marks and Methods to identify services and products, promotional and marketing efforts or related items, and to identify products and services similar to those which the Franchisee will sell, but made available through alternative channels of distribution other than through the Franchise, including, but not

limited to, through the Internet, catalog, television, retail store display or through the wholesale sale of its products to unrelated retail outlets or to distributors or outlets located in large spaces; and (3) to use and license the use of other proprietary marks or methods in connection with the sale of products and services similar to those which the Franchisee will sell, at any location other than at the Franchised Location, which services are the same as, or similar to, or different from traditional PESEWA ONE (FRANCHISE) Services, on any terms and conditions as the Franchisor deems advisable, and without granting the Franchisee any rights therein.

#### **4. INITIAL FRANCHISE FEE**

##### **4.1. Initial Franchise Fee.**

In consideration for the right to market and deploy PESEWA ONE (FRANCHISE) Services, the Franchisee agrees to pay to the Franchisor an initial franchise fee in the amount set forth in Exhibit I attached hereto, all of which is due and payable on the date the Franchisee signs this Agreement. The Franchisee acknowledges and agrees that the initial franchise fee represents payment for the initial grant of the rights to use the Platforms, Marks and Methods, that the Franchisor has earned the initial franchise fee upon receipt thereof and that the fee is under no circumstances refundable to the Franchisee after it is paid, except as set forth in Section 5.6 of this Agreement. If a transfer occurs, no initial franchise fee shall be due at the time that the Franchisee transfers the Franchise to another party, but a transfer fee will apply as set forth in Section 16.2 of this Agreement.

#### **5. DEVELOPMENT OF FRANCHISED LOCATION**

##### **5.1. Approval of Lease for Office Spaces.**

The Franchisee shall obtain the Franchisor's prior written approval before executing any lease or purchase agreement for any office spaces at the Franchised Location. Any lease for office spaces at the Franchised Location shall, at the option of the Franchisor, contain provisions including: (1) allowing for assignment of the lease to the Franchisor in the event that this Agreement is terminated or not renewed for any reason; (2) giving the Franchisor the right to cure any default by the Franchisee under such lease; and/or (3) providing the Franchisor with the right, exercisable upon and as a condition of the approval of the office spaces, to execute the lease agreement or other document providing entitlement to the use of the office spaces in its own name or jointly with the Franchisee as lessee and, upon the exercise of such option, the Franchisor shall provide the Franchisee with the right to use the premises as its sublessee, assignee, or other similar capacity upon the same terms and conditions as obtained by the Franchisor. The Franchisor may choose to hire a third party professional to negotiate the Franchisee's lease and the Franchisee agrees to reimburse the Franchisor for its actual costs associated with any such negotiation. The Franchisee shall deliver a copy of the signed lease for the office spaces to the Franchisor within 15 days of its execution. The Franchisee acknowledges that approval of a lease for office spaces by the Franchisor does not constitute a recommendation, endorsement or guarantee by the Franchisor of the suitability of the location or the lease and the Franchisee

should take all steps necessary to ascertain whether such location and lease are acceptable to the Franchisee.

### **5.2. Conversion and Design.**

The Franchisee acknowledges that the layout, design, decoration and color scheme of PESEWA ONE (FRANCHISE) offices are an integral part of the Franchisor's proprietary Methods and accordingly, the Franchisee shall convert, design and decorate the Franchised Location in accordance with the Franchisor's plans and specifications which are contained in a Design and Construction Manual that is considered, for the purposes of this Agreement, to be a part of the Operations Manual, defined in Section 8.1. The Franchisee shall hire an architect/designer to prepare written plans for the offices' layout and construction, which plans shall be submitted to the Franchisor for its prior written approval. Throughout the term of this Agreement, the Franchisee shall also obtain the Franchisor's written consent to any remodeling or decoration of the premises before remodeling or decorating begins, recognizing that such remodeling, decoration and any related costs are the Franchisee's sole responsibility.

### **5.3. Signs.**

The Franchisee shall purchase or otherwise obtain for use at the offices and in connection with the PESEWA ONE (FRANCHISE) Services, signs which comply with the standards and specifications of the Franchisor as set forth in the Operations Manual, as that term is defined in Section 8.1. It is the Franchisee's sole responsibility to insure that any signs comply with applicable local ordinances, building codes and zoning regulations. Any modifications to the Franchisor's standards and specifications for signs that must be made due to local ordinances, codes or regulations shall be submitted to the Franchisor for prior written approval. The Franchisee acknowledges the Marks, or any other name, symbol or identifying marks on any signs shall only be used in accordance with the Franchisor's standards and specifications and only with the prior written approval of the Franchisor.

### **5.4. Equipment.**

The Franchisee shall purchase or otherwise obtain for use at the Franchised Location and in connection with the PESEWA ONE (FRANCHISE) Services, equipment of a type and in an amount which complies with the standards and specifications of the Franchisor. The Franchisee acknowledges that the type, quality, configuration, capability and/or performance of the equipment are all standards and specifications which are a part of the Methods and therefore such equipment must be purchased, leased, or otherwise obtained in accordance with the Franchisor's standards and specifications and only from suppliers or other sources approved by the Franchisor. The current equipment requirements by the Franchisor includes a desktop computer/laptop, scanning device and a camera. The Franchisor requires that in addition to the data received through its Platforms, it be given reasonable access to the information and data regarding the Franchisee's PESEWA ONE (FRANCHISE) Services by a shared data system or other forms of electronic transmission. The Franchisee must maintain throughout the term of this Agreement a

maintenance and support agreement for its Systems with the Franchisor's approval. The Franchisor also requires the Franchisee to obtain and maintain an account with an Internet service provider that meets the Franchisor's standards and specifications to facilitate electronic communication.

### **5.5. Permits and Licenses.**

The Franchisee agrees to obtain all such permits and certifications as may be required for the lawful operation of the PESEWA ONE (FRANCHISE) Services together with all ongoing regulatory requirements from government authorities having jurisdiction over the location, that all requirements have been met, including without limitation, zoning, access, sign, health, safety requirements, building and other required construction permits, licenses to do business and fictitious name registrations, sales tax permits, health and sanitation permits and ratings and fire clearances. Copies of all inspection reports, warnings, certificates and ratings issued by any governmental entity during the term of this Agreement in connection with the conduct of the PESEWA ONE (FRANCHISE) Services which indicates the Franchisee's failure to meet or maintain the highest governmental standards, or less than full compliance by the Franchisee with any applicable law, rule or regulation, shall be forwarded to the Franchisor within five days of the Franchisee's receipt thereof.

### **5.6. Commencement of Operations.**

Unless otherwise agreed in writing by the Franchisor and the Franchisee, the Franchisee has 60 days from the date of this Agreement within which to complete the initial training program, described in Section 6.1 of this Agreement, develop the Franchised Location and commence operation of the PESEWA ONE (FRANCHISE) Services. Failure to commence operations within this time frame shall constitute grounds for termination under Article 18 of this Agreement. If this Agreement is terminated by the Franchisor for failure to commence operation of the PESEWA ONE (FRANCHISE) Services within applicable time limits, 75% of the initial franchise fee will be refunded to the Franchisee. The Franchisor will extend the time in which the Franchisee has to commence operations for a reasonable period of time in the event factors beyond the Franchisee's reasonable control prevent the Franchisee from meeting this development schedule, so long as the Franchisee has made reasonable and continuing efforts to comply with its obligations and the Franchisee requests, in writing, an extension of time in which to have its PESEWA ONE (FRANCHISE) Services established before such period lapses. However, notwithstanding the Franchisor's written agreement to extend the Franchisee's development period, if more than 90 days elapse between the date of this Agreement and the commencement of operation of the Store, the Franchisor reserves the right, in its sole discretion, to require the Franchisee to execute the Franchisor's then current form of Franchise Agreement or an amendment to this Agreement to conform this Agreement with the terms of the then current Franchise Agreement.

## 6. TRAINING

### 6.1. Initial Training Program.

After the Franchisee executes this agreement for the Franchised Location, the Franchisee or, if the Franchisee is not an individual, the person designated by the Franchisee to assume primary responsibility for the management of the PESEWA ONE (FRANCHISE) Services, (“**General Manager**”) is required to attend and successfully complete the initial training program which is offered by the Franchisor virtually or at one of the Franchisor’s designated training facilities. Up to three individuals are eligible to participate in the Franchisor’s initial training program without charge of a tuition or fee. The Franchisee shall be responsible for any and all traveling and living expenses incurred in connection with attendance at the training program. At least one individual must successfully complete the initial training program prior to the Franchisee’s commencement of operation of its PESEWA ONE (FRANCHISE) Services.

### 6.2. Length of Training.

The initial training program shall consist of at most 5 days of instruction virtually or at a location designated by the Franchisor; provided, however, that the Franchisor reserves the right to waive a portion of the training program or alter the training schedule, if in the Franchisor’s sole discretion, the Franchisee or General Manager has sufficient prior experience or training.

### 6.3. Additional Training.

From time to time, the Franchisor may present seminars, conventions or continuing development programs or conduct meetings for the benefit of the Franchisee. The Franchisee or its General Manager shall be required to attend any ongoing mandatory seminars, conventions, programs or meetings as may be offered by the Franchisor. The Franchisor shall give the Franchisee at least 30 days prior written notice of any ongoing seminar, convention or program that is deemed mandatory. The Franchisor shall not require that the Franchisee attend any ongoing training more often than once a year. All mandatory training will be offered without charge of a tuition or fee; provided, however, the Franchisee will be responsible for all traveling and living expenses which are associated with attendance at the same.

## 7. DEVELOPMENT ASSISTANCE

### 7.1. Franchisor's Development Assistance.

The Franchisor shall provide the Franchisee with assistance in the initial establishment of the PESEWA ONE (FRANCHISE) Services as follows:

- a. Provision of the initial training program to be conducted virtually or at the Franchisor's designated training facilities or at another location designated by the Franchisor, as described in Article 6 above.
- b. Provision of written guidelines for a Franchised Location that shall include, without limitation, specifications for office spaces. The Franchisee acknowledges that the Franchisor shall have no other obligation to provide assistance in the selection and approval of a Franchised Location other than the provision of such written specifications and approval or disapproval of a proposed Franchised Location, which approval or disapproval shall be based on information submitted to the Franchisor in a form sufficient to assess the proposed location as may be required by the Franchisor, in the Franchisor's sole discretion, and on information gathered by the Franchisor.
- c. Provision of an Operations Manual in accordance with Section 8.1 below.
- d. Payment by Installment of Franchise Fee and any initial credit support if required and under very exceptional circumstances.

## 8. OPERATIONS MANUAL

### 8.1. Operations Manual.

The Franchisor agrees to transfer to the Franchisee one or more manuals, technical bulletins, trade practices and guidelines and other written materials (collectively referred to as "**Operations Manual**") covering Recruitment, Management, Marketing, Bookkeeping and Customer Relations for PESEWA ONE (FRANCHISE) Services. The Franchisee agrees that it shall comply with the Operations Manual as an essential aspect of its obligations under this Agreement and that the Operations Manual shall be deemed to be incorporated herein by reference and failure by the Franchisee to substantially comply with the Operations Manual may be considered by the Franchisor to be a breach of this Agreement.

### 8.2. Confidentiality of Operations Manual Contents.

The Franchisee agrees to use the Marks and Methods only as specified in the Operations Manual. The Operations Manual is the sole property of the Franchisor and shall be used by the Franchisee only during the term of this Agreement and in strict accordance with the terms and conditions hereof. The Franchisee shall not duplicate the Operations Manual nor disclose its contents to persons other than its employees or officers who have signed the form of

Confidentiality and Noncompetition Agreement attached hereto as Exhibit VI and incorporated herein by reference. The Franchisee shall return the Operations Manual to the Franchisor upon the expiration, termination or transfer of this Agreement.

### **8.3. Changes to Operations Manual.**

The Franchisor reserves the right to revise the Operations Manual from time to time as it deems necessary to update or change operating and marketing techniques, standards and specifications for all components of the Methods and approved trademarks and services. The Franchisee, within 30 days of receiving any updated information, shall in turn update its copy of the Operations Manual as instructed by the Franchisor and shall conform its operations with the updated provisions within a reasonable time after receipt of such updated information. The Franchisee acknowledges that a master copy of the Operations Manual maintained by the Franchisor at its principal office shall be controlling in the event of a dispute relative to the content of any Operations Manual.

## **9. OPERATING ASSISTANCE**

### **9.1. Franchisor's Services.**

The Franchisor agrees that, during the Franchisee's operation of the PESEWA ONE (FRANCHISE) Services, the Franchisor shall make available to the Franchisee the following services:

- a.** Upon the reasonable request of the Franchisee, consultation by telephone and electronic mail regarding the continued operation and management of PESEWA ONE (FRANCHISE) Services and advice regarding the services, platforms, technology issues, customer relations issues and similar advice.
- b.** Access to advertising and promotional materials as may be developed by the Franchisor, the cost of which may be passed on to the Franchisee at the Franchisor's option.
- c.** On-going updates of information and programs regarding the business services industry, the PESEWA ONE (FRANCHISE) concept and related Methods, including, without limitation, information about special or new services which may be developed and made available to PESEWA ONE (FRANCHISE) franchisees.
- d.** Depending on availability, allow replacement or additional General Managers to attend the initial training program. The Franchisor reserves the right to charge a tuition or fee in an amount payable in advance, commensurate with the Franchisor's then current published prices for such training. The Franchisee shall be responsible for all travel and living expenses incurred by its personnel during the training program. Further, the availability of the training program shall be subject to space considerations and prior commitments to new PESEWA ONE (FRANCHISE) franchisees.

## **9.2. Additional Franchisor Services.**

Although not obligated to do so, upon the reasonable request of the Franchisee, the Franchisor may make its employees or designated agents available to the Franchisee for on-site advice and assistance in connection with the on-going operation of the PESEWA ONE (FRANCHISE) Services governed by this Agreement. In the event that the Franchisee requests such additional assistance and the Franchisor agrees to provide the same, the Franchisor reserves the right to charge the Franchisee for all travel, lodging, living expenses, telephone charges and other identifiable expenses associated with such assistance, plus a fee based on the time spent by each employee on behalf of the Franchisee, which fee will be charged in accordance with the then current daily or hourly rates being charged by the Franchisor for assistance.

## **10. FRANCHISEE'S OPERATIONAL COVENANTS**

### **10.1. Service Operations.**

The Franchisee acknowledges that it is solely responsible for the successful operation of its PESEWA ONE (FRANCHISE) Services and that the continued successful operation thereof is, in part, dependent upon the Franchisee's compliance with this Agreement and the Operations Manual. In addition to all other obligations contained in this Agreement and in the Operations Manual, the Franchisee covenants that:

- a. The Franchisee shall maintain good business practices and shall operate the business in accordance with the Operations Manual and in such a manner as not to detract from or adversely reflect upon the name and reputation of the Franchisor and the goodwill associated with the PESEWA ONE (FRANCHISE) name and Marks.
- b. The Franchisee will operate its PESEWA ONE (FRANCHISE) Services in compliance with all applicable laws, regulations and other ordinances. In connection therewith, the Franchisee will be solely and fully responsible for obtaining any and all licenses to operate the PESEWA ONE (FRANCHISE) Services.
- c. The Franchisee and all persons who work for the Franchisee, whether or not they are full-time employees of the Franchisee ("Personnel"), shall conduct themselves in such a manner so as to promote a good image to the public and to the business community. At no time shall any of the Personnel engage in unreasonable or disrespectful behavior toward anyone, including using offensive or rude language or gestures. The Franchisee shall at all times require its Personnel to follow the Code of Conduct as set forth in the Operations Manual.
- d. The Franchisee acknowledges that proper management of the Franchise is important and shall insure that the Franchisee or a designated General Manager who has completed the Franchisor's initial training program be responsible for the management of the

Franchise after commencement of operations and be present at the Franchised Location during the period of the Franchise Agreement.

e. The Franchisee shall offer only authorized products and services as are more fully described in the Operations Manual. Further, the Franchisee shall operate the Franchise using only those business practices as described in the Operations Manual. The Franchisee shall offer only the types of products and services as from time to time may be prescribed by the Franchisor and shall refrain from offering any other types of products or services without the prior written consent of the Franchisor.

f. The Franchisee shall promptly pay when due all taxes and other obligations owed to third parties in the operation of PESEWA ONE (FRANCHISE) Services, including without limitation, business and sales taxes, and any and all accounts or other indebtedness of every kind incurred by the Franchisee in the conduct of the PESEWA ONE (FRANCHISE) Services. In the event of a bona fide dispute as to the liability for taxes assessed or other indebtedness, the Franchisee may contest the validity or the amount of the tax or indebtedness in accordance with procedures of the taxing authority or applicable law; however, in no event shall the Franchisee permit a tax sale or seizure by levy or execution or similar writ or warrant, or attachment by a creditor to occur against the premises of the Franchised Location, or any improvement thereon.

g. The Franchisee shall subscribe for and maintain not fewer than two or three separate telephone numbers for its PESEWA ONE (FRANCHISE) Services at the Franchised Location. One number shall be used exclusively for voice communication, the second shall be used exclusively for the modem that is included in the System. The telephone number shall be listed and identified exclusively with the PESEWA ONE (FRANCHISE) Services in all official telephone directories and in all advertising in which such numbers appear and shall be separate and distinct from all other telephone numbers subscribed for by the Franchisee.

h. The Franchisee shall comply with all agreements with third parties related to the PESEWA ONE (FRANCHISE) Services including, in particular, all provisions of any lease for office spaces.

i. The Franchisee and all employees of the Franchisee shall adhere to strict grooming and dress code guidelines, as described in the Code of Conduct set forth in the Operations Manual, while on duty. The Franchisee is required, at the Franchisee's expense, to purchase specified apparel from suppliers approved by the Franchisor. All General Managers, employees of the Franchisee, the Franchisee and its owners shall wear the specified apparel at all times while working. The Franchisor has the right, in its sole and absolute discretion, to change or modify such grooming and dress code guidelines in the Operations Manual.

j. The Franchisee agrees to renovate, refurbish, remodel or replace, at its own expense, the personal property and equipment used in the operation of PESEWA ONE (FRANCHISE) Services, when reasonably required by the Franchisor in order to comply with the image, standards of operation and performance capability established by the Franchisor from time to time. If the Franchisor changes its image or standards of operation, it shall give the Franchisee a reasonable period of time within which to comply with such changes.

k. The Franchisee shall be responsible for training all of its Personnel who work in any capacity in the PESEWA ONE (FRANCHISE) Services. The Franchisee must conduct its Personnel training in the manner and according to the standards as prescribed in the Operations Manual. All Personnel who do not satisfactorily complete the training shall not work in any capacity in the Franchisee's PESEWA ONE (FRANCHISE) Services.

l. The Franchisee shall at all times during the term of this Agreement own and control the PESEWA ONE (FRANCHISE) Services authorized hereunder. The Franchisee shall not operate any other business or profession from or through the Franchise. If the Franchisee is an entity, the entity shall only operate the PESEWA ONE (FRANCHISE) Services governed by this Agreement and no other business, unless the Franchisee receives the Franchisor's prior written approval. Upon request of the Franchisor, the Franchisee shall promptly provide satisfactory proof of such ownership to the Franchisor. The Franchisee represents that the Statement of Ownership, attached hereto as Exhibit III and by this reference incorporated herein, is true, complete, accurate and not misleading, and, in accordance with the information contained in the Statement of Ownership, the controlling ownership of the PESEWA ONE (FRANCHISE) Services is held by the Franchisee. The Franchisee shall promptly provide the Franchisor with a written notification if the information contained in the Statement of Ownership changes at any time during the term of this Agreement and shall comply with the applicable transfer provisions contained in Article 16 herein. In addition, if the Franchisee is an entity, all of the owners of the Franchisee shall sign the Personal Guaranty attached hereto as Exhibit II.

m. The Franchisee shall at all times during the term of this Agreement keep its offices open during the business hours designated by the Franchisor from time to time in the Operations Manual.

n. The Franchisor reserves the right to change payment terms and policies at any time. The Franchisor also reserves the right to change the prices for its services and related products from time to time as may be set forth in the most recent price bulletin sent to all franchisees or the then current Operations Manual.

## 11. ROALTIES

### 11.1. Monthly Royalty.

The Franchisor agrees to pay to the Franchisee a monthly royalty (“**Royalty**”) equal to 30% of its Gross Revenues generated from or through its PESEWA ONE (FRANCHISE) Services. A Franchisee with a maintained office space shall receive an additional royalty of 10% of Gross Revenues for as long as the office space is maintained in line with Section 5.1 of this agreement. Within 15 days following the end of each month, the Franchisor shall calculate the amount of the Franchisee’s Royalty during the previous month and the Franchisor shall owe the Franchisee; and the amount shall be due immediately.

### 11.2. Gross Retail Sales.

“**Gross Revenues**” shall be defined as receipts and income of any kind from all products or services sold from or through the Franchise on the PESEWA ONE (FRANCHISE) Platforms, including any such sale of products or services made for cash or upon credit, or partly for cash and partly for credit, regardless of collection of charges for which credit is given, less returns for which refunds are made, provided that the refund shall not exceed the sales price and exclusive of discounts, sales taxes and other taxes, amounts received in settlement of a loss of merchandise, shipping expenses paid by the customer and discount sales to corporations or to charities for fund-raising purposes. “Gross Revenues” shall also include the fair market value of any services or products received by the Franchisor in barter or in exchange for its services and products sold by the Franchisee.

### 11.3. Royalty Payments.

The Franchisor agrees that Royalty payments shall be paid monthly and sent to the Franchisee, post-marked no later than the 15th of each month based on Gross Revenues for the immediately preceding month. Royalty payments shall be accompanied by monthly reports, as more fully described in Article 15 hereof, and standard transmittal forms containing information regarding the Franchisee’s Gross Revenues and such additional information as may be requested by the Franchisee. The Franchisee shall have the right to verify such Royalty payments from time to time as it deems necessary, in any reasonable manner. In the event that the Franchisor fails to pay any Royalties within 14 days after they are due, the Franchisor shall, in addition to such Royalties, pay a late charge equivalent to 15% of the late Royalty payment; provided, however, in no event shall the Franchisor be required to pay a late payment at a rate greater than the maximum interest rate permitted by applicable law. If the Franchisor pays Royalties with a check returned for non-sufficient funds more than one time in any calendar year, in addition to all other remedies which may be available, the Franchisee shall have the right to require that Royalty payments be made by cash payments.

#### **11.4. Authorization for Prearranged Payments by Electronic Transfer.**

The Franchisee reserves the right to require that Royalty payments, Marketing and Promotion Fee and late charges (as set forth in Section 12.3 below) be made by means of electronic funds transfer and the Franchisor agrees to provide the information necessary to implement such transfer payments within 30 days of receiving notice. By signing this Agreement, the Franchisee authorizes the Franchisor to initiate credit entries and/or debit correction entries to the Franchisee's checking or savings account indicated on the Addendum to this Agreement related to the Authorization of Prearranged Payments attached to this Agreement as Exhibit IV, and authorizes the depository named on Exhibit IV ("**Depository**") to credit such account pursuant to the Franchisee's instructions. The Franchisee shall complete the form attached as Exhibit IV with the information requested. This authority is to remain in full force and effect until Depository has received joint written notification from the Franchisor and the Franchisee of the Franchisee's termination of such authority in such time and in such manner as to afford Depository a reasonable opportunity to act on it. Notwithstanding the foregoing, Depository shall provide the Franchisor and the Franchisee with 30 days' prior written notice of the termination of this authority. If an erroneous debit entry is initiated to the Franchisee's account, the Franchisee shall have the right to have the amount of such entry credited to such account by Depository, if (a) within 15 calendar days following the date on which Depository sent to the Franchisee a statement of account or a written notice pertaining to such entry or (b) 45 days after posting, whichever occurs first, the Franchisee shall have sent to Depository a written notice identifying such entry, stating that such entry was in error and requesting Depository to credit the amount thereof to such account. These rights are in addition to any rights the Franchisee may have under local banking laws.

### **12. ADVERTISING**

#### **12.1. Approval of Advertising.**

The Franchisee shall obtain the Franchisor's prior written approval of all advertising or other marketing or promotional programs published by any method, including print, broadcast and electronic media, regarding the PESEWA ONE (FRANCHISE) Services, including, without limitation, newspaper ads, flyers, brochures, coupons, direct mail pieces, specialty and novelty items, radio, television, Internet and World Wide Web advertising. The Franchisee acknowledges and agrees that the Franchisor may disapprove of any advertising, marketing or promotional programs submitted to the Franchisor, for any reason, in the Franchisor's sole discretion. The Franchisee shall also obtain the Franchisor's prior written approval of all promotional materials provided by vendors. The proposed written advertising or a description of the marketing or promotional program shall be submitted to the Franchisor at least 10 days prior to publication, broadcast or use. The Franchisee acknowledges that advertising and promoting the PESEWA ONE (FRANCHISE) Services in accordance with the Franchisor's standards and specifications is an essential aspect of the Methods, and the Franchisee agrees to comply with all advertising standards and specifications. The Franchisee shall display all required promotional materials, signs, point of purchase displays and other marketing materials in the manner prescribed by the Franchisor.

## **12.2. Local Advertising.**

The Franchisor reserves the right to require the Franchisee to spend up to 1% of monthly Gross Revenues on local advertising to create public awareness of the Franchisee's PESEWA ONE (FRANCHISE) Services. The Franchisee will submit to the Franchisor an accounting of the amounts spent on advertising within 30 days following the end of each calendar quarter. If the Franchisee's lease requires it to advertise locally, the Franchisor may, in its sole discretion, count such expenditures toward the Franchisee's local advertising expenditure required by this Section 12.2. The Franchisee shall obtain the Franchisor's prior written approval of all written advertising and promotional materials before publication, in accordance with Section 12.1 above.

## **12.3. Marketing and Promotion Fee.**

The Franchisor shall pay to the Franchisee, in addition to Royalties, a fee of 1% of the total amount of the Franchisee's Gross Revenues ("Marketing and Promotion Fee"). The Marketing and Promotion Fee shall be in addition to and not in lieu of the Franchisee's expenditures for local advertising, as described in Section 12.2 above. The following terms and conditions will apply:

- a. The Marketing and Promotion Fee shall be payable concurrently with the payment of the Royalties, and transmitted to the Franchisee in accordance with Section 11.3 above, for all Marketing and Promotion Fees for the immediately preceding month.
- b. The Marketing and Promotion Fees will be subject to the same late charges as the Royalties, in an amount and manner set forth in Section 11.3 above.
- c. Upon written request by the Franchisor, the Franchisee will make available to the Franchisor, no later than 120 days after the end of each fiscal year, an annual financial statement which indicates how the Marketing and Promotion Fees have been spent.
- d. The Marketing and Promotion Fees will be administered by the Franchisee, in its sole discretion, and may be used for production and placement of point of purchase advertising, in-store signage, in-store promotions, media advertising, direct mailings, brochures, collateral material advertising, surveys of advertising effectiveness, packaging development, logo, design or other advertising or public relations expenditures relating to advertising the Franchisor's products and services.

## **12.4. Marketing Services.**

The Franchisor may, in its sole discretion, offer marketing and merchandising services to the Franchisee at rates that are competitive with those charged by third parties offering similar services. The Franchisee may utilize such services, if they are offered, at the Franchisee's option. Services offered by the Franchisor may include marketing consulting, graphic design, copywriting, advertising, public relations and merchandising consultations.

## 13. QUALITY CONTROL

### 13.1. Compliance with Operations Manual.

The Franchisee agrees to maintain and operate the PESEWA ONE (FRANCHISE) Services in compliance with this Agreement and the standards and specifications contained in the Operations Manual, as the same may be modified from time to time by the Franchisor.

### 13.2. Standards and Specifications.

The Franchisor will make available to the Franchisee standards and specifications for products and services offered at or through the PESEWA ONE (FRANCHISE) Platforms and specifically, for the packages and trademark businesses. The Franchisor reserves the right to change standards and specifications for services and products offered at or through the PESEWA ONE (FRANCHISE) Services upon 30 days prior written notice to the Franchisee. The Franchisee shall strictly adhere to all of the Franchisor's current standards and specifications for the PESEWA ONE (FRANCHISE) Services as prescribed from time to time.

### 13.3. Inspections.

The Franchisor shall have the right to examine the Franchised Location, including the inventory, products, equipment, materials and supplies, to ensure compliance with all standards and specifications set by the Franchisor. The Franchisor shall conduct such inspections during regular business hours and the Franchisee may be present at such inspections. The Franchisor, however, reserves the right to conduct the inspections without prior notice to the Franchisee.

## 14. TRADEMARKS, TRADE NAMES AND PROPRIETARY INTERESTS

### 14.1. Marks.

The Franchisee hereby acknowledges that the Franchisor has the sole right to license and control the Franchisee's use of the PESEWA ONE (FRANCHISE) trademarks and other of the Marks, and that such Marks shall remain under the sole and exclusive ownership and control of the Franchisor. The Franchisee acknowledges that it has not acquired any right, title or interest in such Marks except for the right to use such Marks in the operation of its PESEWA ONE (FRANCHISE) Services as it is governed by this Agreement. Except as permitted in the Operations Manual, the Franchisee agrees not to use any of the Marks as part of an electronic mail address, or on any sites on the Internet or World Wide Web and the Franchisee agrees not to use or register any of the Marks as a domain name on the Internet.

### 14.2. No Use of Other Marks.

The Franchisee further agrees that no trademark other than "PESEWA ONE (FRANCHISE) " or such other Marks as may be specified by the Franchisor shall be used in the marketing, promotion or operation of the PESEWA ONE (FRANCHISE) Services.

#### **14.3. Methods.**

The Franchisee hereby acknowledges that the Franchisor owns and controls the distinctive plan for the marketing, operation and promotion of the PESEWA ONE (FRANCHISE) Services and all related licensed methods of doing business, previously defined as the “**Methods**”, which include, but are not limited to marketing techniques, written promotional materials, advertising, and accounting systems, all of which constitute trade secrets of the Franchisor, and the Franchisee acknowledges that the Franchisor has valuable rights in and to such trade secrets. The Franchisee further acknowledges that it has not acquired any right, title or interest in the Methods except for the right to use the Methods in the operation of the PESEWA ONE (FRANCHISE) Services as it is governed by this Agreement.

#### **14.4. Effect of Termination.**

In the event this Agreement is terminated for any reason, the Franchisee shall immediately cease using any of the Methods and Marks, trade names, trade dress, trade secrets, copyrights or any other symbols used to identify the PESEWA ONE (FRANCHISE) Services, and all rights the Franchisee had to the same shall automatically terminate. The Franchisee agrees to execute any documents of assignment as may be necessary to transfer any rights the Franchisee may possess in and to the Marks.

#### **14.5. Mark Infringement.**

The Franchisee agrees to notify the Franchisor in writing of any possible infringement or illegal use by others of a trademark the same as or confusingly similar to the Marks which may come to its attention. The Franchisee acknowledges that the Franchisor shall have the right, in its sole discretion, to determine whether any action will be taken on account of any possible infringement or illegal use. The Franchisor may commence or prosecute such action in the Franchisor's own name and may join the Franchisee as a party thereto if the Franchisor determines it to be reasonably necessary for the continued protection and quality control of the Marks and Methods. The Franchisor shall bear the reasonable cost of any such action, including attorneys' fees. The Franchisee agrees to fully cooperate with the Franchisor in any such litigation.

#### **14.6. Franchisee's Business Name.**

The Franchisee acknowledges that the Franchisor has a prior and superior claim to the PESEWA ONE (FRANCHISE) trade name. The Franchisee shall not use the phrase or two or more of the words “PESEWA ONE (FRANCHISE)” or abbreviations thereof in the legal name of its corporation, partnership or any other business entity used in conducting the business provided for in this Agreement. The Franchisee also agrees not to register or attempt to register a trade name using the phrase or two or more of the words “PESEWA ONE (FRANCHISE)” or abbreviations thereof in the Franchisee's name or that of any other person or business entity, without the prior written consent of the Franchisor. When this Agreement is terminated, the Franchisee shall execute any assignment or other document the Franchisor requires to transfer

to itself any rights the Franchisee may possess in a trade name utilizing any or all of the words "PESEWA ONE (FRANCHISE)," any abbreviations thereof or any other Mark owned by the Franchisor. The Franchisee further agrees that it will not identify itself as being "PESEWA ONE (FRANCHISE)" or as being associated with the Franchisor in any manner other than as a franchisee or licensee. The Franchisee further agrees that in all advertising and promotion and promotional materials it will display its business name only in obvious conjunction with the phrase "PESEWA ONE (FRANCHISE) Licensee" or "PESEWA ONE (FRANCHISE) Franchisee" or with such other words and in such other phrases as may from time to time be prescribed in the Operations Manual, in the Franchisor's sole discretion.

#### **14.7. Change of Marks.**

In the event that the Franchisor, in its sole discretion, shall determine it necessary to modify or discontinue use of any proprietary Marks, or to develop additional or substitute marks, the Franchisee shall, within a reasonable time after receipt of written notice of such a modification or discontinuation from the Franchisor, take such action, at the Franchisee's sole expense, as may be necessary to comply with such modification, discontinuation, addition or substitution.

#### **14.8. Creative Ownership.**

All copyrightable works created by the Franchisee or any of its owners, officers or employees in connection with the Franchise shall be the sole property of the Franchisor. The Franchisee assigns all proprietary rights, including copyrights, in these works to the Franchisor without additional consideration. The Franchisee hereby assigns and will execute such additional assignments or documentation to effectuate the assignment of all intellectual property, inventions, copyrights and trade secrets developed in part or in whole in relation to the Franchise, during the term of this Agreement, as the Franchisor may deem necessary in order to enable it, at its expense, to apply for, prosecute and obtain copyrights, patents or other proprietary rights or in order to transfer to the Franchisor all right, title, and interest in said property. The Franchisee shall promptly disclose to the Franchisor all inventions, discoveries, improvements, creations, patents, copyrights, trademarks and confidential information relating to the Franchise which it or any of its owners, officers or employees has made or may make solely, jointly or commonly with others and shall promptly create a written record of the same. In addition to the foregoing, the Franchisee acknowledges and agrees that any improvements or modifications, whether or not copyrightable, directly or indirectly related to the Franchise, shall be deemed to be a part of the Methods and shall inure to the benefit of the Franchisor.

### **15. REPORTS, RECORDS AND FINANCIAL STATEMENTS**

#### **15.1. Franchisee Reports.**

The Franchisee shall establish and maintain at its own expense a bookkeeping and accounting system which conforms to the specifications which the Franchisor may prescribe from time to time, including the Franchisor's current "Standard Code of Accounts" as described in the

Operations Manual. The Franchisee shall supply to the Franchisor such reports in a manner and form as the Franchisor may from time to time reasonably require, including:

- a. Monthly summary reports, in a form as may be prescribed by the Franchisor, mailed to the Franchisor postmarked no later than the 15th day of the month and containing information relative to the previous month's operations; and
- b. Annual financial statements, prepared in accordance with generally accepted accounting principles ("GAAP"), and consisting of a profit and loss statement and balance sheet for the PESEWA ONE (FRANCHISE) Services, mailed to the Franchisor postmarked no later than the fourth month following the end of the calendar year, based on operating results of the prior year, which shall be submitted in a form approved by the Franchisor and shall be certified by the Franchisee to be correct.

The Franchisor reserves the right to disclose data derived from such reports, without identifying the Franchisee, except to the extent identification of the Franchisee is required by law.

#### **15.2. Annual Financial Statements.**

The Franchisee shall, within 90 days after the end of its fiscal year, provide to the Franchisor annual unaudited financial statements, compiled or reviewed by an independent certified public accountant acceptable to and approved by the Franchisor and prepared in accordance with GAAP, and income tax returns prepared by a certified public accountant.

#### **15.3. Verification.**

Each report and financial statement to be submitted to the Franchisor hereunder shall be signed and verified by the Franchisee.

#### **15.4. Books and Records.**

The Franchisee shall maintain all books and records for its PESEWA ONE (FRANCHISE) Services in accordance with GAAP, consistently applied, and preserve these records for at least five years after the fiscal year to which they relate.

#### **15.5. Shopping Service.**

The Franchisor reserves the right to use third party shopping services from time to time to evaluate the conduct of the Franchisee's PESEWA ONE (FRANCHISE) Services, including such things as customer service, cleanliness, merchandising and proper use of registers. The Franchisor may use such shopping services to inspect the Franchisee's PESEWA ONE (FRANCHISE) Services at any time at the Franchisor's expense, without prior notification to the Franchisee. The Franchisor may make the results of any such service evaluation available to the Franchisee, in the Franchisor's sole discretion.

## 16. TRANSFER

### 16.1. Transfer by Franchisee.

The franchise granted herein is personal to the Franchisee and, except as stated below, the Franchisor shall not allow or permit any transfer, assignment, subfranchise or conveyance of this Agreement or any interest hereunder. As used in this Agreement, the term “**transfer**” includes the Franchisee’s voluntary, involuntary, direct or indirect assignment, sale, gift or other disposition of any interest in: (1) this Agreement; (2) the Franchisee entity; (3) the Services governed by this Agreement; or (4) all or a substantial portion of the assets of the Franchise.

### 16.2. Pre-Conditions to Franchisee’s Transfer.

The Franchisee shall not engage in a transfer unless the Franchisee obtains the Franchisor’s written consent and the Franchisee and the proposed transferee comply with the following requirements:

- a. All amounts due and owing pursuant to this Agreement by the Franchisee to the Franchisor or its affiliates or to third parties whose debts or obligations the Franchisor has guaranteed on behalf of the Franchisee, if any, are paid in full;
- b. The proposed transferee agrees to operate PESEWA ONE (FRANCHISE) Services and agrees to satisfactorily complete the initial training program described in this Agreement, which training must be completed to the Franchisor’s satisfaction prior to the effectiveness of the transfer;
- c. The proposed transferee agrees to execute the then current form of Franchise Agreement which shall supersede this Agreement in all respects. If a new Franchise Agreement is signed, the terms thereof may differ from the terms of this Agreement; provided, however, the transferee will not be required to pay any initial franchise fee;
- d. The Franchisee provides written notice to the Franchisor 30 days’ prior to the proposed effective date of the transfer, and includes information reasonably detailed to enable the Franchisor to evaluate the terms and conditions of the proposed transfer and which at a minimum includes a written offer from the proposed transferee;
- e. The proposed transferee provides information to the Franchisor sufficient for the Franchisor to assess the proposed transferee’s business experience, aptitude and financial qualification, and the Franchisor approves the proposed transferee as a franchisee;
- f. The Franchisee executes a general release, in a form satisfactory to the Franchisor, of any and all claims against the Franchisor, its affiliates and their respective officers, directors, employees and agents;

- g. The Franchisee or the proposed transferee pay a nonrefundable transfer fee of \$500 before the proposed transferee attends the initial training program; provided, however, that no transfer fee will be charged for a transfer by the Franchisee to a corporation wholly-owned by the Franchisee, between partners of a partnership Franchisee or to a spouse of a Franchisee upon the death or disability of the Franchisee;
- h. The Franchisee agrees to abide by all post-termination covenants set forth herein, including, without limitation, the covenant not to compete in Section 20.2 below.

#### **16.3. Franchisor's Approval of Transfer.**

The Franchisor has 30 days from the date of the written notice to approve or disapprove in writing, of the Franchisee's proposed transfer, which approval shall not be unreasonably withheld. The Franchisee acknowledges that the proposed transferee shall be evaluated for approval by the Franchisor based on the same criteria as is currently being used to assess new franchisees of the Franchisor and that the Franchisor shall provide such proposed transferee, if appropriate, with such disclosures as may be required by law. If the Franchisee and its proposed transferee comply with all conditions for transfer set forth herein and the Franchisor has not given the Franchisee notice of its approval or disapproval within such period, approval is deemed granted.

#### **16.4. Right of First Refusal.**

In the event the Franchisee wishes to engage in a transfer, the Franchisee agrees to grant to the Franchisor a 30 day right of first refusal to purchase such rights, interest or assets on the same terms and conditions as are contained in the written notice set forth in Section 16.2.d; provided, however, the following additional terms and conditions shall apply:

- a. The 30 day right of first refusal period will run concurrently with the period in which the Franchisor has to approve or disapprove the proposed transferee;
- b. The right of first refusal will be effective for each proposed transfer and any material change in the terms or conditions of the proposed transfer shall be deemed a separate offer on which the Franchisor shall have a new 30 day right of first refusal;
- c. If the consideration or manner of payment offered by a proposed transferee is such that the Franchisor may not reasonably be required to furnish the same, then the Franchisor may purchase the interest which is proposed to be sold for the reasonable cash equivalent. If the parties cannot agree within a reasonable time on the cash consideration, each of the Franchisor and the Franchisee shall designate an independent appraiser who, in turn, shall designate a third independent appraiser. The third appraiser's determination will be binding upon the parties. All expenses of the appraiser shall be paid for equally between the Franchisor and the Franchisee; and
- d. If the Franchisor chooses not to exercise its right of first refusal, the Franchisee shall be free to complete the transfer subject to compliance with Sections 16.2 and 16.3 above.

Absence of a reply to the Franchisee's notice of a proposed transfer within the 30-day period may be deemed a waiver of such right of first refusal.

#### **16.5. Types of Transfers.**

The Franchisee acknowledges that the Franchisor's right to approve or disapprove of a proposed transfer as provided for above, shall apply (1) if the Franchisee is a partnership, corporation or other business association, (i) to the addition or deletion of a partner, shareholder or members of the association or the transfer of any ownership interest among existing partners, shareholders or members; (ii) to any proposed transfer of 25% or more of the interest (whether stock, partnership interest or membership interest) to a third party, whether such transfer occurs in a single transaction or several transactions; and (2) if the Franchisee is an individual, to the transfer from such individual or individuals to a corporation or other entity controlled by them, in which case the Franchisor's approval will be conditioned upon: (i) the continuing personal guarantee of the individual (or individuals) for the performance of obligations under this Agreement; and (ii) a limitation on the corporation's or other entity's business activity to that of operating the PESEWA ONE (FRANCHISE) Services and related activities provided that with respect to such transfer, the Franchisor's right of first refusal to purchase shall not apply and the Franchisor will not charge any transfer fee.

#### **16.6. Transfer by the Franchisor.**

This Agreement is fully assignable by the Franchisor and shall inure to the benefit of any assignee or other legal successor in interest, and the Franchisor shall in such event be fully released from the same.

#### **16.7. Franchisee's Death or Disability.**

Upon the death or permanent disability of the Franchisee (or individual owning 25% or more of, or controlling the Franchisee entity), the personal representative of such person shall transfer the Franchisee's interest in this Agreement or such interest in the Franchisee entity to an approved third party. Such disposition of this Agreement or such interest (including, without limitation, transfer by bequest or inheritance) shall be completed within a reasonable time, not to exceed 120 days from the date of death or permanent disability (unless extended by probate proceedings), and shall be subject to all terms and conditions applicable to transfers contained in this Article 16. Provided, however, that for purposes of this Section 16.7, there shall be no transfer fee charged by the Franchisor. Failure to transfer the interest within said period of time shall constitute a breach of this Agreement. For the purposes hereof, the term "**permanent disability**" shall mean a mental or physical disability, impairment or condition that is reasonably expected to prevent or actually does prevent the Franchisee (or the owner of 25% or more of, or controlling, the Franchisee entity) from supervising the management and operation of the PESEWA ONE (FRANCHISE) Services for a period of 120 days from the onset of such disability, impairment or condition.

## 17. TERM AND EXPIRATION

### 17.1. Term.

The term of this Agreement begins on the date this Agreement is fully executed and ends five years later, unless sooner terminated as provided herein.

### 17.2. Continuation.

If, for any reason, the Franchisee continues to operate the Franchise beyond the term of this Agreement or any subsequent renewal period, it shall be deemed to be on a month-to-month basis under the terms of this Agreement and subject to termination upon 30 days notice or as required by law. If said holdover period exceeds 90 days, this Agreement is subject to immediate termination unless applicable law requires a longer period. Upon termination after any holdover period, the Franchisee and those in active concert with the Franchisee, including family members, officers, directors, partners and managing agents, are subject to the terms of Articles 20 and 22 and Section 18.5 of this Agreement and all other applicable post-termination obligations contained in this Agreement.

### 17.3. Rights Upon Expiration.

At the end of the initial term hereof the Franchisee shall have the option to renew its franchise rights for one additional five year term, by acquiring successor franchise rights, if the Franchisor does not exercise its right not to offer a successor franchise in accordance with Section 17.5 below and if the Franchisee:

- a. At least 30 days prior to expiration of the term, executes the form of Franchise Agreement then in use by the Franchisor;
- b. Has complied with all provisions of this Agreement during the current term, including the payment on a timely basis of all payments due hereunder. "**Compliance**" shall mean, at a minimum, that the Franchisee has not received any written notification from the Franchisor of breach hereunder more than four times during the term hereof;
- c. Upgrades and/or remodels the PESEWA ONE (FRANCHISE) Services and its operations at the Franchisee's sole expense (the necessity of which shall be in the sole discretion of the Franchisor) to conform with the then current Operations Manual;
- d. Executes a general release, in a form satisfactory to the Franchisor, of any and all claims against the Franchisor and its affiliates, and their respective officers, directors, employees and agents arising out of or relating to this Agreement; and
- e. Pays a successor franchise fee of (i) \$2,500 if a new Franchise Agreement is executed by the Franchisee within 30 days of receipt of the new Franchise Agreement, or (ii) \$5,000

if the new Franchise Agreement is signed more than 30 days after receipt of the new Franchise Agreement.

#### **17.4. Exercise of Option for Successor Franchise.**

The Franchisee may exercise its option for a successor franchise by giving written notice of such exercise to the Franchisor not less than 90 days prior to the scheduled expiration of this Agreement. If the Franchisee fails to provide such notice to the Franchisor within the time frame set forth in the preceding sentence, but notifies the Franchisor of its desire to obtain a successor franchise prior to the expiration of the then-current term of this Agreement, the Franchisee shall pay the Franchisor a penalty of \$1,000 for every 30-day period that the Franchisee was late, plus attorneys' and administrative fees and expenses attributable to such late renewal. The Franchisee's successor franchise rights shall become effective by signing the Franchise Agreement then currently being offered to new franchisees of the Franchisor.

#### **17.5. Conditions of Refusal.**

The Franchisor shall not be obligated to offer the Franchisee a successor franchise upon the expiration of this Agreement if the Franchisee fails to comply with any of the above conditions of renewal. In such event, except for failure to execute the then current Franchise Agreement or pay the successor franchise fee, the Franchisor shall give notice of expiration at least 180 days prior to the expiration of the term, and such notice shall set forth the reasons for such refusal to offer successor franchise rights. Upon the expiration of this Agreement, the Franchisee shall comply with the provisions of Section 18.5 below.

### **18. DEFAULT AND TERMINATION**

#### **18.1. Termination by Franchisor — Effective Upon Notice.**

The Franchisor shall have the right, at its option, to terminate this Agreement and all rights granted the Franchisee hereunder, without affording the Franchisee any opportunity to cure any default (subject to any laws to the contrary, where law shall prevail), effective upon receipt of notice by the Franchisee, upon the occurrence of any of the following events:

a. **Abandonment.** If the Franchisee ceases to operate the PESEWA ONE (FRANCHISE) Services or otherwise abandons the PESEWA ONE (FRANCHISE) Services for a period of five consecutive days, or any shorter period that indicates an intent by the Franchisee to discontinue operation of the PESEWA ONE (FRANCHISE) Services, unless and only to the extent that full operation of the PESEWA ONE (FRANCHISE) Services is suspended or terminated due to causes beyond the Franchisee's control and not related to the availability of funds to the Franchisee;

b. **Insolvency; Assignments.** If the Franchisee becomes insolvent or is adjudicated a bankrupt; or any action is taken by the Franchisee, or by others against the Franchisee

under any insolvency, bankruptcy or reorganization act, or if the Franchisee makes an assignment for the benefit of creditors, or a receiver is appointed by the Franchisee;

c. **Unsatisfied Judgments; Levy; Foreclosure.** If any material judgment (or several judgments which in the aggregate are material) is obtained against the Franchisee and remains unsatisfied or of record for 30 days or longer (unless a supersedeas or other appeal bond has been filed); or if execution is levied against the Franchisee's business or any of the property used in the operation of the PESEWA ONE (FRANCHISE) Services and is not discharged within five days; or if the real or personal property of the Franchisee's business shall be sold after levy thereupon by any regulator;

d. **Criminal Conviction.** If the Franchisee is convicted of a felony, a crime involving moral turpitude, or any crime or offense that is reasonably likely, in the sole opinion of the Franchisor, to materially and unfavorably affect the Methods, Marks, goodwill or reputation thereof;

e. **Failure to Make Payments.** If the Franchisee fails to pay any amounts due the Franchisor or affiliates, including any amounts which may be due as a result of any subleases or lease assignments between the Franchisee and the Franchisor, within 10 days after receiving notice that such fees or amounts are overdue;

f. **Misuse of Marks.** If the Franchisee misuses or fails to follow the Franchisor's directions and guidelines concerning use of the Franchisor's Marks and fails to correct the misuse or failure within ten days after notification from the Franchisor;

g. **Unauthorized Disclosure.** If the Franchisee intentionally or negligently discloses to any unauthorized person the contents of or any part of the Franchisor's Operations Manual or any other trade secrets or confidential information of the Franchisor;

h. **Repeated Noncompliance.** If the Franchisee has received two previous notices of default from the Franchisor and is again in default of this Agreement at any time during the term of this Agreement, regardless of whether the previous defaults were cured by the Franchisee, provided, however, that following the Franchisee's receipt of three notices of default, the Franchisor reserves the right to assess a penalty in the amount of the then current initial franchise fee payable within 10 days of receipt of notice related thereto, in lieu of immediately terminating the Franchise Agreement, on the condition that a fourth notice of default may result in immediate termination of the Franchise Agreement; or

i. **Unauthorized Transfer.** If the Franchisee sells, transfers or otherwise assigns the Franchise, an interest in the Franchise or the Franchise entity, this Agreement, the PESEWA ONE (FRANCHISE) Services or a substantial portion of the assets of the PESEWA ONE (FRANCHISE) Services owned by the Franchisee without complying with the provisions of Article 16 above.

## **18.2. Termination by Franchisor — Thirty Days Notice.**

The Franchisor shall have the right to terminate this Agreement (subject to any laws to the contrary, where law shall prevail), effective upon 30 days written notice to the Franchisee, if the Franchisee breaches any other provision of this Agreement and fails to cure the default during such 30-day period. In that event, this Agreement will terminate without further notice to the Franchisee, effective upon expiration of the 30-day period. Defaults shall include, but not be limited to, the following:

- a. **Failure to Maintain Standards.** The Franchisee fails to maintain the then-current operating procedures and adhere to the specifications and standards established by the Franchisor as set forth herein or in the Operations Manual or otherwise communicated to the Franchisee;
- b. **Deceptive Practices.** The Franchisee engages in any unauthorized business or practice or sells any unauthorized product or service under the Franchisor's Marks or under a name or mark which is confusingly similar to the Franchisor's Marks;
- c. **Failure to Obtain Consent.** The Franchisee fails, refuses or neglects to obtain the Franchisor's prior written approval or consent as required by this Agreement;
- d. **Failure to Comply with Manual.** The Franchisee fails or refuses to comply with the then-current requirements of the Operations Manual; or
- e. **Breach of Related Agreement.** The Franchisee defaults under any term of the lease, sublease or lease assignment for the Franchised Location, any equipment lease or any other agreement material to the PESEWA ONE (FRANCHISE) Services or any other Franchise Agreement between the Franchisor and the Franchisee and such default is not cured within the time specified in such lease, sublease, other agreement or other Franchise Agreement.

Notwithstanding the foregoing, if the breach is curable, but is of a nature which cannot be reasonably cured within such 30-day period and the Franchisee has commenced and is continuing to make good faith efforts to cure the breach during such 30-day period, the Franchisee shall be given an additional reasonable period of time to cure the same, and this Agreement shall not automatically terminate without written notice from the Franchisor.

## **18.3. Franchisor's Remedies.**

- a. **Failure to Pay.** In addition to all other remedies that may be exercised by the Franchisor upon a default by the Franchisee under the terms of this Agreement, the Franchisor reserves the right to collect amounts due from the Franchisee to any third party and to pay the third party directly. If the Franchisor collects any such amounts, the Franchisor may, in its sole discretion, charge the Franchisee an administrative fee to reimburse the Franchisor for its costs of collecting and paying such amounts. Any

administrative fee charged would not exceed 15% of the total amount of money collected. Additionally, in the event this Agreement is terminated by the Franchisor prior to its expiration as set forth in Sections 18.1 or 18.2 above, the Franchisee acknowledges and agrees that in addition to all other available remedies, the Franchisor shall have the right to recover payments during any period in which the Franchisee fails to pay through and including the remainder of the then current term of this Agreement.

b. **Liquidated Damages.** Franchisee acknowledges that, if there is any act in violation of Sections 18.1 or 18.2 of this Agreement, it will be impossible to determine with specificity the damage to Franchisor. Therefore, for purposes of this Agreement, as liquidated damages and not as a penalty, for each day that Franchisee is in violation of Sections 18.1 or 18.2 of this Agreement, Franchisee shall pay to Franchisor the sum of \$50.

#### **18.4. Right to Purchase.**

Upon termination or expiration of this Agreement for any reason, the Franchisor shall have the option to purchase some or all of the assets of the PESEWA ONE (FRANCHISE) Services, which may include, at the Franchisor's option, all of the Franchisee's interest, if any, in and to the real estate upon which the PESEWA ONE (FRANCHISE) Services is located, and all buildings and other improvements thereon, including leasehold interests, at fair market value, less any amount apportioned to the goodwill of the PESEWA ONE (FRANCHISE) which is attributable to the Franchisor's Marks and Methods, and less any amounts owed to the Franchisor by the Franchisee. The following additional terms shall apply to the Franchisor's exercise of this option:

a. The Franchisor's option hereunder shall be exercisable by providing the Franchisee with written notice of its intention to exercise the option given to the Franchisee no later than the effective date of termination, in the case of termination, or at least 90 days prior to the expiration of the term of the franchise, in the case of non-renewal. Such notice shall include a description of the assets the Franchisor will purchase.

b. In the event that the Franchisor and the Franchisee cannot agree to a fair market value for the assets of the Franchise, then the fair market value shall be determined by an independent third party appraisal. The Franchisor and the Franchisee shall each select one independent, qualified appraiser, and the two so selected shall select a third appraiser, all three to determine the fair market value of the Franchise. The purchase price shall be the median of the fair market values as determined by the three appraisers.

c. The Franchisor and the Franchisee agree that the terms and conditions of this right and option to purchase may be recorded, if deemed appropriate by the Franchisor, in the real property records and the Franchisor and the Franchisee further agree to execute such additional documentation as may be necessary and appropriate to effectuate such recording.

The closing for the purchase of the assets of the Franchise will take place no later than 60 days after the termination or nonrenewal date. The Franchisor will pay the purchase price in full at the closing, or, at its option, in five equal consecutive monthly installments with interest at a rate of 10% per annum. The Franchisee must sign all documents of assignment and transfer as are reasonably necessary for purchase of the Franchise by the Franchisor.

In the event that the Franchisor does not exercise the Franchisor's right to purchase the assets of the Franchisee's PESEWA ONE (FRANCHISE) Services as set forth above, the Franchisee will be free to keep or to sell, after such termination or expiration, to any third party, all of the assets of its Franchise; provided, however, that all appearances of the Marks are first removed in a manner approved in writing by the Franchisor. The Franchisor will only be obligated to purchase any assets of the Franchise in the event and to the extent it is required by applicable law.

#### **18.5. Obligations of Franchisee Upon Termination or Expiration.**

The Franchisee is obligated upon termination or expiration of this Agreement to immediately:

- a. Pay to the Franchisor all amounts or accounts payable then owed the Franchisor or its affiliates pursuant to this Agreement, or pursuant to any other agreement, whether written or oral, including subleases and lease assignments, between the parties;
- b. Cease to identify itself as a PESEWA ONE (FRANCHISE) Franchisee or publicly identify itself as a former Franchisee or use any of the Franchisor's trade secrets, signs, symbols, devices, trade names, trademarks, or other materials.
- c. Immediately cease to identify the Franchised Location as being, or having been, associated with the Franchisor, and immediately cease using any proprietary mark of the Franchisor or any mark in any way associated with the PESEWA ONE (FRANCHISE) Services and Methods;
- d. Deliver to the Franchisor all inventory that bear the PESEWA ONE (FRANCHISE) trade name or logo, signs, sign-faces, advertising materials, forms and other materials bearing any of the Marks or otherwise identified with the Franchisor and obtained by and in connection with this Agreement;
- e. Immediately deliver to the Franchisor the Operations Manual and all other information, documents and copies thereof which are proprietary to the Franchisor;
- f. Promptly take such action as may be required to cancel all fictitious or assumed names or equivalent registrations relating to its use of any Marks which are under the exclusive control of the Franchisor or, at the option of the Franchisor, assign the same to the Franchisor;
- g. Notify the telephone company and all telephone directory publishers of the termination or expiration of the Franchisee's right to use any telephone number and any regular,

classified or other telephone directory listings associated with any Mark and to authorize transfer thereof to the Franchisor or its designee. The Franchisee acknowledges that, as between the Franchisee and the Franchisor, the Franchisor has the sole rights to and interest in all telephone, telecopy or facsimile machine numbers and directory listings associated with any Mark. The Franchisee authorizes the Franchisor, and hereby appoints the Franchisor and any of its officers as the Franchisee's attorney-in-fact, to direct the telephone company and all telephone directory publishers to transfer any telephone, telecopy or facsimile machine numbers and directory listings relating to the PESEWA ONE (FRANCHISE) Services to the Franchisor or its designee, should the Franchisee fail or refuse to do so, and the telephone company and all telephone directory publishers may accept such direction or this Agreement as conclusive of the Franchisor's exclusive rights in such telephone numbers and directory listings and the Franchisor's authority to direct their transfer;

- h. Abide by all restrictive covenants set forth in Article 20 of this Agreement;
- i. Sign a general release, in a form satisfactory to the Franchisor, of any and all claims against the Franchisor, its affiliates and their respective officers, directors, employees and agents; and
- j. If applicable, take such action as may be required to remove from the Internet all sites referring to the Franchisee's former PESEWA ONE (FRANCHISE) Services or any of the Marks and to cancel or assign to the Franchisor, in the Franchisor's sole discretion, all rights to any domain names for any sites on the Internet that refer to the Franchisee's former PESEWA ONE (FRANCHISE) Services or any of the Marks.

## **18.6. Local Laws.**

THE PARTIES ACKNOWLEDGE THAT IN THE EVENT THE TERMS OF THIS AGREEMENT REGARDING TERMINATION OR EXPIRATION ARE INCONSISTENT WITH APPLICABLE LAW, SUCH LAW SHALL GOVERN THE FRANCHISEE'S RIGHTS REGARDING TERMINATION OR EXPIRATION OF THIS AGREEMENT.

## **19. BUSINESS RELATIONSHIP**

### **19.1. Independent Businesspersons.**

The parties agree that each of them are independent businesspersons, that their only relationship is by virtue of this Agreement and that no fiduciary relationship is created hereunder. Neither party is liable or responsible for the other's debts or obligations, nor shall either party be obligated for any damages to any person or property directly or indirectly arising out of the operation of the other party's business authorized by or conducted pursuant to this Agreement. The Franchisor and the Franchisee agree that neither of them will hold themselves out to be the

agent, employer or partner of the other and that neither of them has the authority to bind or incur liability on behalf of the other.

### **19.2. Payment of Third Party Obligations.**

The Franchisor shall have no liability for the Franchisee's obligations to pay any third parties, including without limitation, any product vendors, or any sales, use, service, occupation, excise, gross receipts, income, property or other tax levied upon the Franchisee, the Franchisee's property, the Franchise or upon the Franchisor in connection with the sales made or business conducted by the Franchisee (except any taxes the Franchisor is required by law to collect from the Franchisee with respect to purchases from the Franchisor).

### **19.3. Indemnification.**

The Franchisee agrees to indemnify, defend and hold harmless the Franchisor, its subsidiaries and affiliates, and their respective shareholders, directors, officers, employees, agents, successors and assignees, (the "**Indemnified Parties**") against, and to reimburse them for all claims, obligations and damages described in this Section 19.3, any and all third party obligations described in Section 19.2 and any and all claims and liabilities directly or indirectly arising out of the operation of the PESEWA ONE (FRANCHISE) Services or arising out of the use of the Marks and Methods in any manner not in accordance with this Agreement. For purposes of this indemnification, claims shall mean and include all obligations, actual and consequential damages and costs reasonably incurred in the defense of any claim against the Indemnified Parties, including, without limitation, reasonable accountants', attorneys' and expert witness fees, costs of investigation and proof of facts, court costs, other litigation expenses and travel and living expenses. The Franchisor shall have the right to defend any such claim against it. This indemnity shall continue in full force and effect subsequent to and notwithstanding the expiration or termination of this Agreement.

## **20. RESTRICTIVE COVENANTS**

### **20.1. Non-Competition During Term.**

The Franchisee acknowledges that, in addition to the license of the Marks hereunder, the Franchisor has also licensed commercially valuable information which comprises and is a part of the Methods, including without limitation, recipes, operations, marketing, advertising and related information and materials and that the value of this information derives not only from the time, effort and money which went into its compilation, but from the usage of the same by all the franchisees of the Franchisor using the Marks and Methods. The Franchisee therefore agrees that other than the PESEWA ONE (FRANCHISE) Services licensed herein, neither the Franchisee nor any of the Franchisee's officers, directors, shareholders or partners, nor any member of his or their immediate families, shall during the term of this Agreement:

- a. have any direct or indirect controlling interest as a disclosed or beneficial owner in a "Competitive Business" as defined below;
- b. perform services as a director, officer, manager, employee, consultant, representative, agent or otherwise for a Competitive Business; or
- c. divert or attempt to divert any business related to, or any customer or account of the PESEWA ONE (FRANCHISE) Services, the Franchisor's business or any other PESEWA ONE (FRANCHISE) franchisee's business, by direct inducement or otherwise, or divert or attempt to divert the employment of any employee of the Franchisor or another franchisee licensed by the Franchisor to use the Marks and Methods, to any Competitive Business by any direct inducement or otherwise.

The term "**Competitive Business**" as used in this Agreement shall mean any business operating, or granting franchises or licenses to others to operate, a business deriving more than 10% of its gross receipts from the business services which are offered in PESEWA ONE (FRANCHISE) Services and which constitute 10% or more of the Gross Revenues of any PESEWA ONE (FRANCHISE) Services; provided, however, the Franchisee shall not be prohibited from owning securities in a Competitive Business if such securities are listed on a stock exchange or traded on the over-the-counter market and represent 5% or less of that class of securities issued and outstanding.

## **20.2. Post-Termination Covenant Not to Compete.**

Upon termination or expiration of this Agreement for any reason, the Franchisee and its officers, directors, shareholders, and/or partners agree that, for a period of two years commencing on the effective date of termination or expiration, or the date on which the Franchisee ceases to conduct business, whichever is later, neither Franchisee nor its officers, directors, shareholders, and/or partners shall have any direct or indirect interest (through a member of any immediate family of the Franchisee or its Owners or otherwise) as a disclosed or beneficial owner, investor, partner, director, officer, employee, consultant, representative or agent or in any other capacity in any Competitive Business, defined in Section 20.1 above, located or operating within a 10-mile radius of the Franchised Location or within a 10-mile radius of any other franchised or company-owned PESEWA ONE (FRANCHISE) Services. The restrictions of this Section shall not be applicable to the ownership of shares of a class of securities listed on a stock exchange or traded on the over-the-counter market that represent 5% or less of the number of shares of that class of securities issued and outstanding. The Franchisee and its officers, directors, shareholders, and/or partners expressly acknowledge that they possess skills and abilities of a general nature and have other opportunities for exploiting such skills. Consequently, enforcement of the covenants made in this Section will not deprive them of their personal goodwill or ability to earn a living.

### **20.3. Confidentiality of Proprietary Information.**

The Franchisee shall treat all information it receives which comprises or is a part of the Methods licensed hereunder as proprietary and confidential and will not use such information in an unauthorized manner or disclose the same to any unauthorized person without first obtaining the Franchisor's written consent. The Franchisee acknowledges that the Marks and the Methods have valuable goodwill attached to them, that the protection and maintenance thereof is essential to the Franchisor and that any unauthorized use or disclosure of the Marks and Licensed Methods will result in irreparable harm to the Franchisor.

### **20.4. Confidentiality Agreement.**

The Franchisor requires that the Franchisee cause each of its officers, directors, partners, shareholders, and General Manager, and, if the Franchisee is an individual, immediate family members, to execute a confidentiality and noncompetition agreement containing the above restrictions, in the form attached hereto as Exhibit VI and incorporated herein by reference.

## **21. MISCELLANEOUS PROVISIONS**

### **21.1. Governing Law/Consent to Venue and Jurisdiction.**

This Agreement shall be interpreted under the laws of the United Kingdom and any disputes between the parties shall be governed by and determined in accordance with the substantive laws of the United Kingdom, which laws shall prevail in the event of any conflict of law. The Franchisee and the Franchisor have negotiated regarding a forum in which to resolve any disputes that may arise between them and have agreed to select a forum in order to promote stability in their relationship. Therefore, if a claim is asserted in a legal proceeding involving the Franchisee, its officers, directors, partners or managers (collectively, "**Franchisee Affiliates**") and the Franchisor, its officers, directors or sales employees (collectively, "**Franchisor Affiliates**"), all parties agree that the exclusive venue for disputes between them shall be in the courts of the United Kingdom and each waive any objections they may have to the personal jurisdiction of or venue in any courts in the United Kingdom. The Franchisor, the Franchisor Affiliates, the Franchisee and the Franchisee Affiliates each waive their rights to a trial by jury.

### **21.2. Cumulative Rights.**

The rights and remedies of the Franchisor and the Franchisee hereunder are cumulative and no exercise or enforcement by either of them of any right or remedy hereunder shall preclude the exercise or enforcement by either of them of any other right or remedy hereunder which they are entitled by law to enforce.

### **21.3. Modification.**

The Franchisor and/or the Franchisee may modify this Agreement only upon execution of a written agreement between the two parties. The Franchisee acknowledges that the Franchisor

may modify its standards and specifications and operating and marketing techniques set forth in the Operations Manual unilaterally under any conditions and to the extent in which the Franchisor, in its sole discretion, deems necessary to protect, promote, or improve the Marks and the quality of the Methods, but under no circumstances will such modifications be made arbitrarily without such determination.

#### **21.4. Entire Agreement.**

This Agreement, including all exhibits and addenda hereto, contains the entire agreement between the parties and supersedes any and all prior agreements concerning the subject matter hereof. The Franchisee agrees and understands that the Franchisor shall not be liable or obligated for any oral representations or commitments made prior to the execution hereof or for claims of negligent or fraudulent misrepresentation based on any such oral representations or commitments and that no modifications of this Agreement shall be effective except those in writing and signed by both parties. The Franchisor does not authorize and will not be bound by any representation of any nature other than those expressed in this Agreement. The Franchisee further acknowledges and agrees that no representations have been made to it by the Franchisor regarding projected sales volumes, market potential, revenues, profits of the Franchisee's PESEWA ONE (FRANCHISE) Services, or operational assistance other than as stated in this Agreement or in any disclosure document provided by the Franchisor or its representatives.

#### **21.5. Delegation by the Franchisor.**

From time to time, the Franchisor shall have the right to delegate the performance of any portion or all of its obligations and duties hereunder to third parties, whether the same are agents of the Franchisor or independent contractors which the Franchisor has contracted with to provide such services. The Franchisee agrees in advance to any such delegation by the Franchisor of any portion or all of its obligations and duties hereunder.

#### **21.6. Effective Date.**

This Agreement shall not be effective until accepted by the Franchisor as evidenced by dating and signing by an officer of the Franchisor.

#### **21.7. Review of Agreement.**

The Franchisee acknowledges that it had a copy of this Agreement in its possession for a period of time not fewer than 10 full business days, during which time the Franchisee has had the opportunity to submit same for professional review and advice of the Franchisee's choosing prior to freely executing this Agreement.

#### **21.8. Attorneys' Fees.**

In the event of any dispute between the parties to this Agreement, including any dispute involving an officer, director, employee or managing agent of a party to this Agreement, in addition

to all other remedies, the non-prevailing party will pay the prevailing party all costs and expenses, including reasonable attorneys' fees, incurred by the prevailing party in any legal action, arbitration or other proceeding as a result of such dispute.

#### **21.9. Injunctive Relief.**

Nothing herein shall prevent the Franchisor or the Franchisee from seeking injunctive relief to prevent irreparable harm, in addition to all other remedies. If the Franchisor seeks an injunction, the Franchisor will not be required to post a bond in excess of \$500.

#### **21.10. No Waiver.**

No waiver of any condition or covenant contained in this Agreement or failure to exercise a right or remedy by the Franchisor or the Franchisee shall be considered to imply or constitute a further waiver by the Franchisor or the Franchisee of the same or any other condition, covenant, right, or remedy.

#### **21.11. No Right to Set Off.**

The Franchisee shall not be allowed to set off amounts owed to the Franchisor for fees or other amounts due hereunder, against any monies owed to Franchisee, nor shall the Franchisee in any event withhold such amounts due to any alleged nonperformance by the Franchisor hereunder, which right of set off is hereby expressly waived by the Franchisee.

#### **21.12. Invalidity.**

If any provision of this Agreement is held invalid by any tribunal in a final decision from which no appeal is or can be taken, such provision shall be deemed modified to eliminate the invalid element and, as so modified, such provision shall be deemed a part of this Agreement as though originally included. The remaining provisions of this Agreement shall not be affected by such modification.

#### **21.13. Notices.**

All notices required to be given under this Agreement shall be given in writing, by certified mail, return receipt requested, or by an overnight delivery service providing documentation of receipt, at the address set forth in the first paragraph of this Agreement or at such other addresses as the Franchisor or the Franchisee may designate from time to time, and shall be effectively given when deposited in the mail, postage prepaid, or when received via overnight delivery, as may be applicable.

#### **21.14. Payment of Taxes.**

The Franchisee shall reimburse the Franchisor, or its affiliates and designees, promptly and when due, the amount of all sales taxes, use taxes, personal property taxes and similar taxes

imposed upon, required to be collected or paid by the Franchisor, or its affiliates or designees, on account of services or goods furnished by the Franchisor, its affiliates or designees, to the Franchisee through sale, lease or otherwise, or on account of collection by the Franchisor, its affiliates or designees, of the initial franchise fee, Royalties, Marketing and Promotion Fees or any other payments made by the Franchisee to the Franchisor required under the terms of this Agreement.

### **21.15. Acknowledgement.**

BEFORE SIGNING THIS AGREEMENT, THE FRANCHISEE SHOULD READ IT CAREFULLY WITH THE ASSISTANCE OF LEGAL COUNSEL. THE FRANCHISEE ACKNOWLEDGES THAT:

(A) THE SUCCESS OF THE BUSINESS VENTURE CONTEMPLATED HEREIN INVOLVES SUBSTANTIAL RISKS AND DEPENDS UPON THE FRANCHISEE'S ABILITY AS AN INDEPENDENT BUSINESS PERSON AND ITS ACTIVE PARTICIPATION IN THE DAILY AFFAIRS OF THE BUSINESS, AND

(B) NO ASSURANCE OR WARRANTY, EXPRESS OR IMPLIED, HAS BEEN GIVEN AS TO THE POTENTIAL SUCCESS OF SUCH BUSINESS VENTURE OR THE EARNINGS LIKELY TO BE ACHIEVED, AND

(C) NO STATEMENT, REPRESENTATION OR OTHER ACT, EVENT OR COMMUNICATION, EXCEPT AS SET FORTH IN THIS DOCUMENT, AND IN ANY OFFERING CIRCULAR SUPPLIED TO THE FRANCHISEE, IS BINDING ON THE FRANCHISOR IN CONNECTION WITH THE SUBJECT MATTER OF THIS AGREEMENT.

**IN WITNESS WHEREOF**, the parties have executed this Agreement as of the date first above set forth.

Date: \_\_\_\_\_

#### **PESEWA ONE (FRANCHISE)**

By: \_\_\_\_\_

Title: \_\_\_\_\_

#### **FRANCHISEE:**

Date: \_\_\_\_\_

Individually

AND: (if a corporation or partnership)

Company Name

Date: \_\_\_\_\_

By: \_\_\_\_\_

Title: \_\_\_\_\_

**EXHIBIT I**  
**TO FRANCHISE AGREEMENT**

**ADDENDUM TO PESEWA ONE (FRANCHISE).**  
**FRANCHISE AGREEMENT**

1. Franchised Location. The Franchised Location, set forth in Section 3.1 of the Agreement shall be: \_\_\_\_\_

2. Initial Franchise Fee. The amount of the initial franchise fee, set forth in Section 4.1 of the Agreement, shall be: \$\_\_\_\_\_.

Fully executed this \_\_\_\_ day of \_\_\_\_\_, 2022.

**PESEWA ONE (FRANCHISE).**

By: \_\_\_\_\_

Title: \_\_\_\_\_

**FRANCHISEE:**

Individually

AND:

(if a corporation or partnership)

Company Name

By: \_\_\_\_\_

Title: \_\_\_\_\_

**EXHIBIT II**  
**TO FRANCHISE AGREEMENT**

**GUARANTY AND ASSUMPTION OF FRANCHISEE'S OBLIGATIONS**

In consideration of, and as an inducement to, the execution of the above Franchise Agreement (the “**Agreement**”) by PESEWA ONE (FRANCHISE). (“**the Franchisor**”), each of the undersigned hereby personally and unconditionally:

Guarantees to the Franchisor and its successors and assigns, for the term of this Agreement, including renewals thereof, that the franchisee, as that term is defined in the Agreement (“**Franchisee**”), shall punctually pay and perform each and every undertaking, agreement and covenant set forth in the Agreement; and

Agrees to be personally bound by, and personally liable for the breach of, each and every provision in the Agreement.

Each of the undersigned waives the following:

1. Acceptance and notice of acceptance by the Franchisor of the foregoing undertaking;
2. Notice of demand for payment of any indebtedness or nonperformance of any obligations hereby guaranteed;
3. Protest and notice of default to any party with respect to the indebtedness or nonperformance of any obligations hereby guaranteed;
4. Any right he or she may have to require that any action be brought against Franchisee or any other person as a condition of liability; and
5. Any and all other notices and legal or equitable defenses to which he or she may be entitled.

Each of the undersigned consents and agrees that:

1. His or her direct and immediate liability under this guaranty shall be joint and several;
2. He or she shall render any payment or performance required under the Agreement upon demand if Franchisee fails or refuses punctually to do so;
3. Such liability shall not be contingent or conditioned upon pursuit by the Franchisor of any remedies against Franchisee or any other person; and
4. Such liability shall not be diminished, relieved or otherwise affected by any extension of time, credit or other indulgence which the Franchisor may from time to time grant to Franchisee or to any other person, including without limitation the acceptance of any partial payment or

performance, or the compromise or release of any claims, none of which shall in any way modify or amend this guaranty, which shall be continuing and irrevocable during the term of the Agreement, including renewals thereof.

**IN WITNESS WHEREOF**, each of the undersigned has affixed his or her signature effective on the same day and year as the Agreement was executed.

**WITNESS**

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**GUARANTOR(S)**

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**EXHIBIT III**  
**TO FRANCHISE AGREEMENT**

**STATEMENT OF OWNERSHIP**

Franchisee: \_\_\_\_\_

Trade Name (if different from  
above): \_\_\_\_\_

Form of Ownership  
(Check One)

\_\_\_\_\_ Individual \_\_\_\_\_ Partnership \_\_\_\_\_ Corporation \_\_\_\_\_ Limited  
Liability  
Company

If a Partnership, provide name and address of each partner showing percentage owned, whether active in management, and indicate the state in which the partnership was formed.

If a Limited Liability Company, provide name and address of each member and each manager showing percentage owned and indicate the state in which the Limited Liability Company was formed.

If a Corporation, give the state and date of incorporation, the names and addresses of each officer and director, and list the names and addresses of every shareholder showing what percentage of stock is owned by each.

Franchisee acknowledges that this Statement of Ownership applies to the PESEWA ONE (FRANCHISE) Services authorized under the Franchise Agreement.

Use additional sheets if necessary. Any and all changes to the above information must be reported to the Franchisor in writing.

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Date

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Signature

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Print Name

**EXHIBIT IV**  
**TO FRANCHISE AGREEMENT**

**ADDENDUM TO PESEWA ONE (FRANCHISE)  
FRANCHISE AGREEMENT RELATED TO AUTHORIZATION OF PREARRANGED  
PAYMENTS (DIRECT DEBITS)**

1. **Prearranged Payments.** Under the terms of Section 11.4 of the Agreement, the Franchisee authorizes the Franchisor to initiate debit entries and/or credit correction entries to the Franchisee's checking and/or savings account identified below and authorizes the depository identified below ("**Depository**") to debit such account pursuant to the Franchisor's instructions.

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Depository

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Branch

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City

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State Zip Code

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Bank Transit/ABA Number

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Account Number

**PESEWA ONE (FRANCHISE)**

Date: \_\_\_\_\_

By: \_\_\_\_\_

Title: \_\_\_\_\_

**FRANCHISEE:**

Date: \_\_\_\_\_

Individually

AND:

(if a corporation or partnership)

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Company Name

Date: \_\_\_\_\_

By: \_\_\_\_\_

Title: \_\_\_\_\_

**EXHIBIT V**  
**TO THE FRANCHISE AGREEMENT**

**PERMIT, LICENSE AND CONSTRUCTION CERTIFICATE**

Franchisor and Franchisee are parties to a Franchise Agreement dated \_\_\_\_\_, 20\_\_ for the development and operation of PESEWA ONE (FRANCHISE) Services located at \_\_\_\_\_ (the "Franchised Location").

In accordance with Section 5.5 of the Franchise Agreement, Franchisee certifies to Franchisor that the Franchised Location complies with all applicable local laws, statutes, codes, rules, regulations and standards. The Franchisee has obtained all such permits and certifications as may be required for the lawful construction and operation of the PESEWA ONE (FRANCHISE) Services, together with all certifications from government authorities having jurisdiction over the site that all requirements for construction and operation have been met, including without limitation, zoning, access, sign, health, safety requirements, building and other required construction permits, licenses to do business, sales tax permits, health and sanitation permits and ratings and fire clearances. The Franchisee has obtained all customary contractors' sworn statements and partial and final lien waivers for construction, remodeling, decorating and installation of equipment at the Franchised Location. The Franchisee acknowledges that it is an independent contractor and that the requirement of this certification does not constitute ownership, control, leasing or operation of the Office Space or the Franchised Location by the Franchisor, but rather provides notice to Franchisor that the Franchisee has complied with all applicable laws. The Franchisee asserts that Franchisor may justifiably rely on the information contained in this certificate.

**FRANCHISEE:**

\_\_\_\_\_  
Individually

AND:

\_\_\_\_\_  
(if a corporation or partnership)

\_\_\_\_\_  
Company Name

By: \_\_\_\_\_

Title: \_\_\_\_\_

**EXHIBIT VI**  
**TO FRANCHISE AGREEMENT**

**CONFIDENTIALITY AND NONCOMPETITION AGREEMENT**

**AGREEMENT**, dated \_\_\_\_\_, 20\_\_\_\_\_, by and between PESEWA ONE (FRANCHISE) Services. (“**Franchisor**”) and \_\_\_\_\_, a(n) [directors, officer, partner, principal, employee, agent or stockholder] of \_\_\_\_\_ (the “**Franchisee**”). All capitalized terms not otherwise defined herein shall have the meanings set forth in the Franchise Agreement, defined below.

The Franchisor has granted to the Franchisee, pursuant to that certain Franchise Agreement dated \_\_\_\_\_, 20\_\_\_\_\_, (the “**Franchise Agreement**”), the right to operate a PESEWA ONE (FRANCHISE) Services. The undersigned, in consideration of the receipt and/or use of the Operations Manual and other information proprietary to the Franchisor, including but not limited to methods, strategies and techniques developed by the Franchisor relating to operations, marketing, training, advertising, trade secrets, recipes and other confidential data (collectively referred to as “**Proprietary Information**”), agrees with the Franchisor as follows:

(1) The undersigned acknowledges that the Operations Manual and other Proprietary Information now or hereafter provided to Franchisee by the Franchisor is proprietary to the Franchisor and must be held in the utmost and strictest confidence.

(2) The undersigned represents and agrees that the undersigned will not, without the prior written consent of the Franchisor, either:

(i) Duplicate or otherwise reproduce the Operations Manual or other Proprietary Information;

(ii) Deliver or make available the Operations Manual or other Proprietary Information to any person other than an authorized representative of the Franchisor;

(iii) Discuss or otherwise disclose the contents of the Operations Manual or other Proprietary Information to any person other than an authorized representative of the Franchisor; or

(iv) Use the Operations Manual or other Proprietary Information to his, her or its commercial advantage other than in connection with the operation of the franchise created and granted by the Franchise Agreement.

(3) While the Franchise Agreement is in effect, neither the undersigned, nor any member of his or her immediate family, shall engage in, or participate as an owner, officer, partner, director, agent, employee, shareholder or otherwise in any other Competitive Business without having first obtained the Franchisor’s written consent. For the purposes of this Agreement, “**Competitive Business**” shall mean any business deriving more than 10% of its gross sales receipts from the

sale, processing or manufacturing of chocolate candies and other non-chocolate confectionery items, Items or other products offered in PESEWA ONE (FRANCHISE) Services and which constitute 10% or more of the Gross Retail Sales of any PESEWA ONE (FRANCHISE) Services.

(4) The undersigned has acquired from the Franchisor confidential information regarding Franchisor's trade secrets and franchised methods which, in the event of a termination of the Franchise Agreement, could be used to injure the Franchisor. As a result, neither the undersigned, nor any member of his or her immediate family, shall, for a period of 2 years from the date of termination, transfer or expiration of the Franchise Agreement, without having first obtained the Franchisor's written consent, engage in or participate as an owner, officer, partner, director, agent, employee, shareholder or otherwise in any Competitive Business which is located or operating, as of the date of such termination, transfer or expiration, within a 10-mile radius of the Franchisee's former Franchised Location as defined in the Franchise Agreement, or within a 10-mile radius of any other franchised or company-owned PESEWA ONE (FRANCHISE) Services, unless such right is granted pursuant to a separate agreement with the Franchisor.

(5) The undersigned agrees that during the term of the Franchise Agreement, and for a period of 2 years thereafter, it shall in no way divert or attempt to divert the business of customers, or interfere with the business relationship established with customers of the Franchisee's PESEWA ONE (FRANCHISE) Services or of any Competitive Business.

**IN WITNESS WHEREOF**, this Agreement has been executed by the undersigned as of the date set forth above.

**AGREED TO BY:**

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**PESEWA ONE (FRANCHISE)**

By: \_\_\_\_\_

Title: \_\_\_\_\_