

ITEM 19.
FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC’s Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in this Item 19 may be given only if: (1) the franchisor provides the actual records of an existing outlet you are considering buying; or (2) the franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

Gross Sales Table

The information in the Gross Sales Table below contains Gross Sales information obtained from Profit and Loss statements provided by our franchisees and is a historical financial performance representation for the United States franchised Teriyaki Shops that met the following criteria: (a) have been in operation for at least one year as of the end of the relevant year; (b) were in traditional locations; and (c) provided us complete monthly profit and losses statements (“Conditions”). We have provided the financial information for those Teriyaki Shops that met the Conditions for each calendar year (the twelve-month period commencing on January 1 and ending on December 31) from 2023 to 2025.

Gross Sales⁽¹⁾ Table						
Year	High Gross Sales	Low Gross Sales	Average Gross Sales (“AGS”)	Number of Teriyaki Shops at or above AGS	Percentage of Teriyaki Shops at or above AGS	Median Gross Sales
2025	\$2,965,050	\$470,449	\$1,113,760	56	40%	\$1,025,162
2024	\$3,095,978	\$460,731	\$1,177,195	48	46%	\$1,122,966
2023	\$2,644,329	\$368,639	\$1,090,110	43	42%	\$1,014,900

Notes to Gross Sales Table and Quartile Tables:

1. “Gross Sales” means the revenues received from the sale of food, beverages, services and other items from in-store dining, carry-out, online orders, delivery, third party voucher sales, catering, and otherwise, including the sale of food and beverages, redemption of gift cards, and merchandise and all other income and consideration of every kind and nature related to the Teriyaki Madness Business or Teriyaki Madness Business operations (including all proceeds from any business interruption insurance) whether for cash or credit and regardless of collection in the case of credit, but does not include any sales taxes or other taxes collected from customers for, and thereafter paid directly to, the appropriate taxing authority.
2. As of December 31, 2025, we had 197 franchised Teriyaki Shops. The information in the table above is a historical financial performance representation for the 140 franchised Teriyaki Shops that met

the Conditions. 57 Teriyaki Shops did not meet this requirement and were not included. 45 were not open for at least one year, 4 were in non-traditional spaces, and 8 had incomplete Profit and Loss statements and were unable to be included.

3. As of December 31, 2024, we had 156 franchised Teriyaki Shops. The information in the table above is a historical financial performance representation for the 105 franchised Teriyaki Shops that met the Conditions. Fifty-one Teriyaki Shops did not meet this requirement and were not included. Thirty-five were not open for at least one year, three were in non-traditional spaces, and thirteen had incomplete Profit and Loss statements and were unable to be included.

4. As of December 31, 2023, we had 138 franchised Teriyaki Shops. The information in the table above is a historical financial performance representation for the 96 franchised Teriyaki Shops that met the Conditions. Forty-two Teriyaki Shops did not meet this requirement and were not included. Twenty-seven were not open for at least one year, four were in non-traditional spaces, and 1 shop has incomplete Profit and Loss statements and was unable to be included.

5. The above financial performance representations figures do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the Gross Sales figures to obtain your net income or profit.

Annual Gross Sales by Quartile

The information in the Gross Sales Tables below contains Gross Sales information broken into 4 Quartiles obtained from our franchisees' point of sale systems and is a historical financial performance representation for the United States franchised Teriyaki Shops that met the following criteria: (a) have been in operation for at least one year as of the end of the relevant year; (b) were in traditional locations; and (c) were in good standing of their Franchise Agreement ("Conditions"). We have provided financial information for those Teriyaki Shops that met the Conditions for each calendar year (the twelve-month period commencing on January 1 and ending on December 31) from 2023 to 2025.

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Quartile 1: Gross Sales Table						
Year	High Gross Sales	Low Gross Sales	Average Gross Sales (“AGS”)	Number of Teriyaki Shops at or above AGS	Percentage of Teriyaki Shops at or above AGS	Median Gross Sales
2025	\$2,965,050	\$1,354,466	\$1,677,014	11	31%	\$1,533,764
2024	\$3,095,978	\$1,457,348	\$1,744,388	7	27%	\$1,627,845
2023	\$2,644,329	\$1,372,509	\$1,687,414	9	36%	\$1,576,853

Quartile 2: Gross Sales Table						
Year	High Gross Sales	Low Gross Sales	Average Gross Sales (“AGS”)	Number of Teriyaki Shops at or above AGS	Percentage of Teriyaki Shops at or above AGS	Median Gross Sales
2025	\$1,330,169	\$1,026,416	\$1,152,907	17	49%	\$1,146,186
2024	\$1,449,310	\$1,123,143	\$1,291,334	15	58%	\$1,316,562
2023	\$1,372,509	\$1,015,903	\$1,179,172	14	54%	\$1,184,094

Quartile 3: Gross Sales Table						
Year	High Gross Sales	Low Gross Sales	Average Gross Sales (“AGS”)	Number of Teriyaki Shops at or above AGS	Percentage of Teriyaki Shops at or above AGS	Median Gross Sales
2025	\$1,023,908	\$830,692	\$926,253	16	46%	\$913,962
2024	\$1,122,966	\$845,452	\$983,408	12	46%	\$975,591
2023	\$1,013,897	\$784,587	\$881,191	12	46%	\$867,734

Quartile 4: Gross Sales Table						
Year	High Gross Sales	Low Gross Sales	Average Gross Sales (“AGS”)	Number of Teriyaki Shops at or above AGS	Percentage of Teriyaki Shops at or above AGS	Median Gross Sales
2025	\$818,564	\$470,449	\$698,868	22	63%	\$716,237
2024	\$845,406	\$460,731	\$714,866	16	62%	\$756,326
2023	\$779,331	\$368,639	\$607,196	14	56%	\$617,341

Profit and Loss Statements:

The profit and loss statements below are for the 2025 calendar year and are reported by Teriyaki Shop owners. The profit and loss statements below are historical presentations for the 140 franchised Teriyaki Shops that met the Conditions (“2025 Reporting Group”). All Teriyaki Shops represented below have been open for a minimum of 1 year, are in traditional locations and provided us with complete Profit and Loss statements.

Profit and Loss Statements – Notes:

1. Below the heading for each Shop is the number of years the Shop was open as of the end of 2025.
2. Shop AP was transferred in May 2025; the Profit and Loss for this Shop represents Financial Statement from two different operators.
3. “Gross Sales” means the revenues received from the sale of food, beverages, services and other items from in-store dining, carry-out, online orders, delivery, third party voucher sales, catering, and otherwise, including the sale of food and beverages, redemption of gift cards, and merchandise and all other income and consideration of every kind and nature related to the Teriyaki Madness Business or Teriyaki Madness Business operations (including all proceeds from any business interruption insurance) whether for cash or credit and regardless of collection in the case of credit, but does not include any sales taxes or other taxes collected from customers for, and thereafter paid directly to, the appropriate taxing authority.
4. “Sales Discount” means any discounts, coupons, promotions, loyalty program redemptions, employee discounts, refunds, or other price reductions applied to Gross Sales at the time of sale or thereafter, including discounts provided through third-party delivery platforms or promotional programs.
5. “Total Net Revenue” means Gross Sales less Sales Discounts.
6. “Total Cost of Goods Sold” means the total cost incurred in connection with the purchase of food, beverages, ingredients, packaging, paper goods, and other consumable products used in the preparation and sale of menu items at the Teriyaki Madness Business, including freight and delivery charges associated with such purchases, but excluding payroll and labor expenses.
7. “Total Payroll & Labor Expenses” means all wages and compensation paid or payable to employees of the Teriyaki Madness Business, including staff regular wages, overtime wages, management salaries, bonuses, payroll taxes, payroll administration fees, employee benefits, and payroll processing or transfer fees.
8. “Total Occupancy Expenses” means all expenses associated with the occupancy of the premises from which the Teriyaki Madness Business operates.
9. “Total Other Operating Expenses” means all operating expenses of the Teriyaki Madness Business other than Total Cost of Goods Sold, Total Payroll & Labor Expenses, and Total Occupancy Expenses, including restaurant supplies, smallwares, uniforms, cleaning supplies, office supplies, store dues, outside services, professional services, store recruiting expenses, repair and maintenance, marketing expenses, bank service charges, credit card processing fees, delivery service charges, insurance, store licenses and permits, property taxes (if not included in Occupancy Expenses), royalties, technology fees, marketing fund contributions, and utilities (including gas, electricity, telephone, sewer, and security services).

10. "Total Expenses" means the sum of Total Cost of Goods Sold, Total Payroll & Labor Expenses, Total Occupancy Expenses, and Total Operating Expenses.

11. "EBITDA" means Total Net Revenue less Total Expenses, calculated before interest, income taxes, depreciation, and amortization

Shops open 8+ years

Line Item	Shop A 8+ Years		Shop B 8+ Years		Shop C 8+ Years	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$1,210,078	104%	\$1,623,337	100%	\$1,451,777	102%
Total Sales Discounts	-\$41,608	-4%	\$0	0%	-\$33,572	-2%
Total Net Revenue	\$1,168,470	100%	\$1,623,337	100%	\$1,418,206	100%
Total Cost of Goods Sold	\$373,970	32%	\$449,733	28%	\$481,193	31%
Total Payroll & Labor Expenses	\$403,676	35%	\$520,876	32%	\$438,972	31%
Total Occupancy Expenses	\$80,754	7%	\$104,348	6%	\$32,290	2%
Total Other Operating Expenses	\$292,952	25%	\$372,565	23%	\$433,540	31%
Total Expenses	\$1,151,351	99%	\$1,447,522	89%	\$1,345,995	95%
EBITDA	\$17,120	1%	\$175,815	11%	\$72,210	5%

Line Item	Shop D 8+ Years		Shop E 8+ Years		Shop F 8+ Years	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$1,576,282	104%	\$1,055,128	103%	\$1,456,619	104%
Total Sales Discounts	-\$64,172	-4%	-\$26,949	-3%	-\$53,834	-4%
Total Net Revenue	\$1,512,110	100%	\$1,028,179	100%	\$1,402,785	100%
Total Cost of Goods Sold	\$435,662	29%	\$247,587	24%	\$433,649	31%
Total Payroll & Labor Expenses	\$566,694	37%	\$379,883	37%	\$421,017	30%
Total Occupancy Expenses	\$53,569	4%	\$80,860	8%	\$35,247	3%
Total Other Operating Expenses	\$284,649	19%	\$252,418	25%	\$431,283	31%
Total Expenses	\$1,340,575	89%	\$960,747	93%	\$1,321,197	94%
EBITDA	\$171,536	11%	\$67,432	7%	\$81,588	6%

Line Item	Shop G 8+ Years		Shop H 8+ Years		Shop I 8+ Years	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$1,023,908	104%	\$1,579,034	100%	\$1,383,610	102%
Total Sales Discounts	-\$43,050	-4%	\$0	0%	-\$23,207	-2%
Total Net Revenue	\$980,859	100%	\$1,579,034	100%	\$1,360,403	100%
Total Cost of Goods Sold	\$293,912	30%	\$556,292	35%	\$476,039	35%
Total Payroll & Labor Expenses	\$370,220	38%	\$342,446	22%	\$475,796	35%
Total Occupancy Expenses	\$74,527	8%	\$72,000	5%	\$115,793	9%
Total Other Operating Expenses	\$168,727	17%	\$356,291	23%	\$248,830	18%
Total Expenses	\$907,386	93%	\$1,327,030	84%	\$1,316,458	97%
EBITDA	\$73,473	7%	\$252,004	16%	\$43,945	3%

Line Item	Shop J 8+ Years		Shop K 8+ Years		Shop L 8+ Years	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$2,355,930	103%	\$948,558	103%	\$1,387,498	103%
Total Sales Discounts	-\$58,474	-3%	-\$24,896	-3%	-\$41,023	-3%
Total Net Revenue	\$2,297,456	100%	\$923,663	100%	\$1,346,475	100%
Total Cost of Goods Sold	\$677,778	30%	\$300,724	33%	\$419,186	31%
Total Payroll & Labor Expenses	\$819,554	36%	\$299,852	32%	\$469,585	35%
Total Occupancy Expenses	\$206,681	9%	\$88,766	10%	\$66,424	5%
Total Other Operating Expenses	\$440,668	19%	\$251,919	27%	\$189,673	14%
Total Expenses	\$2,144,682	93%	\$941,261	102%	\$1,144,868	85%
EBITDA	\$152,775	7%	-\$17,598	-2%	\$201,607	15%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop M 8+ Years	
Dollars	% of Rev
\$1,173,760	102%
-\$18,676	-2%
\$1,155,084	100%
\$317,080	27%
\$372,372	32%
\$101,623	9%
\$270,358	23%
\$1,061,432	92%
\$93,651	8%

Shop N 8+ Years	
Dollars	% of Rev
\$1,615,100	106%
-\$93,387	-6%
\$1,521,713	100%
\$424,954	28%
\$358,743	24%
\$99,249	7%
\$396,124	26%
\$1,279,071	84%
\$242,643	16%

Shop O 8+ Years	
Dollars	% of Rev
\$1,000,313	100%
\$0	0%
\$1,000,313	100%
\$256,773	26%
\$246,206	25%
\$37,679	4%
\$361,054	36%
\$901,713	90%
\$98,600	10%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop P 8+ Years	
Dollars	% of Rev
\$1,856,401	100%
\$0	0%
\$1,856,401	100%
\$677,180	36%
\$402,358	22%
\$110,202	6%
\$399,400	22%
\$1,589,141	86%
\$267,260	14%

Shop Q 8+ Years	
Dollars	% of Rev
\$1,533,764	103%
-\$42,021	-3%
\$1,491,743	100%
\$405,452	27%
\$389,517	26%
\$90,308	6%
\$475,813	32%
\$1,361,089	91%
\$130,654	9%

Shop R 8+ Years	
Dollars	% of Rev
\$1,510,420	100%
\$0	0%
\$1,510,420	100%
\$461,762	31%
\$451,892	30%
\$90,673	6%
\$347,571	23%
\$1,351,899	90%
\$158,522	10%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop S 8+ Years	
Dollars	% of Rev
\$1,913,251	100%
\$0	0%
\$1,913,251	100%
\$663,216	35%
\$398,330	21%
\$116,727	6%
\$402,606	21%
\$1,580,878	83%
\$332,373	17%

Shops open Between 6 & 8 years

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop T Between 6 & 8	
Dollars	% of Rev
\$1,415,059	104%
-\$52,350	-4%
\$1,362,709	100%
\$442,027	32%
\$435,608	32%
\$65,704	5%
\$283,124	21%
\$1,226,463	90%
\$136,247	10%

Shop U Between 6 & 8	
Dollars	% of Rev
\$1,354,830	102%
-\$32,307	-2%
\$1,322,523	100%
\$392,426	30%
\$320,400	24%
\$81,770	6%
\$359,167	27%
\$1,153,764	87%
\$168,760	13%

Shop V Between 6 & 8	
Dollars	% of Rev
\$1,285,027	105%
-\$56,065	-5%
\$1,228,963	100%
\$340,923	28%
\$513,553	42%
\$106,456	9%
\$156,244	13%
\$1,117,176	91%
\$111,787	9%

Line Item		
Total Gross Sales		
Total Sales Discounts		
Total Net Revenue		
Total Cost of Goods Sold		
Total Payroll & Labor Expenses		
Total Occupancy Expenses		
Total Other Operating Expenses		
Total Expenses		
EBITDA		

Shop W		
Between 6 & 8		
Dollars	% of Rev	
\$1,066,995	102%	
-\$19,170	-2%	
\$1,047,826	100%	
\$266,928	25%	
\$385,963	37%	
\$88,445	8%	
\$260,385	25%	
\$1,001,722	96%	
\$46,104	4%	

Shop X		
Between 6 & 8		
Dollars	% of Rev	
\$846,638	104%	
-\$35,893	-4%	
\$810,745	100%	
\$242,322	30%	
\$341,187	42%	
\$63,245	8%	
\$146,983	18%	
\$793,738	98%	
\$17,007	2%	

Shop Y		
Between 6 & 8		
Dollars	% of Rev	
\$1,330,169	103%	
-\$42,560	-3%	
\$1,287,609	100%	
\$354,144	28%	
\$375,320	29%	
\$75,751	6%	
\$381,509	30%	
\$1,186,723	92%	
\$100,885	8%	

Line Item		
Total Gross Sales		
Total Sales Discounts		
Total Net Revenue		
Total Cost of Goods Sold		
Total Payroll & Labor Expenses		
Total Occupancy Expenses		
Total Other Operating Expenses		
Total Expenses		
EBITDA		

Shop Z		
Between 6 & 8		
Dollars	% of Rev	
\$1,108,072	104%	
-\$42,123	-4%	
\$1,065,949	100%	
\$264,242	25%	
\$282,793	27%	
\$112,012	11%	
\$286,083	27%	
\$945,129	89%	
\$120,820	11%	

Shop AA		
Between 6 & 8		
Dollars	% of Rev	
\$799,800	102%	
-\$15,246	-2%	
\$784,554	100%	
\$228,876	29%	
\$217,757	28%	
\$65,092	8%	
\$177,254	23%	
\$688,979	88%	
\$95,575	12%	

Shop AB		
Between 6 & 8		
Dollars	% of Rev	
\$1,425,444	100%	
\$0	0%	
\$1,425,444	100%	
\$470,709	33%	
\$392,884	28%	
\$69,938	5%	
\$163,777	11%	
\$1,097,308	77%	
\$328,137	23%	

Line Item		
Total Gross Sales		
Total Sales Discounts		
Total Net Revenue		
Total Cost of Goods Sold		
Total Payroll & Labor Expenses		
Total Occupancy Expenses		
Total Other Operating Expenses		
Total Expenses		
EBITDA		

Shop AC		
Between 6 & 8		
Dollars	% of Rev	
\$1,184,100	104%	
-\$41,833	-4%	
\$1,142,267	100%	
\$336,507	29%	
\$319,369	28%	
\$96,846	8%	
\$273,478	24%	
\$1,026,200	90%	
\$116,067	10%	

Shop AD		
Between 6 & 8		
Dollars	% of Rev	
\$1,102,380	107%	
-\$71,292	-7%	
\$1,031,088	100%	
\$359,790	35%	
\$334,754	32%	
\$62,758	6%	
\$273,452	27%	
\$1,030,753	100%	
\$335	0%	

Shop AE		
Between 6 & 8		
Dollars	% of Rev	
\$1,021,610	100%	
\$0	0%	
\$1,021,610	100%	
\$308,540	30%	
\$230,210	23%	
\$66,457	7%	
\$170,078	17%	
\$775,286	76%	
\$246,324	24%	

Line Item		
Total Gross Sales		
Total Sales Discounts		
Total Net Revenue		
Total Cost of Goods Sold		
Total Payroll & Labor Expenses		
Total Occupancy Expenses		
Total Other Operating Expenses		
Total Expenses		
EBITDA		

Shop AF		
Between 6 & 8		
Dollars	% of Rev	
\$873,646	102%	
-\$16,739	-2%	
\$856,907	100%	
\$275,320	32%	
\$305,064	36%	
\$101,412	12%	
\$286,761	33%	
\$968,557	113%	
-\$111,650	-13%	

Shop AG		
Between 6 & 8		
Dollars	% of Rev	
\$1,437,241	103%	
-\$35,560	-3%	
\$1,401,680	100%	
\$373,793	27%	
\$411,669	29%	
\$75,823	5%	
\$418,829	30%	
\$1,280,113	91%	
\$121,568	9%	

Shop AH		
Between 6 & 8		
Dollars	% of Rev	
\$1,086,853	103%	
-\$33,994	-3%	
\$1,052,859	100%	
\$342,124	32%	
\$338,091	32%	
\$135,140	13%	
\$310,115	29%	
\$1,125,470	107%	
-\$72,611	-7%	

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AI	
Between 6 & 8	
Dollars	% of Rev
\$984,534	102%
-\$22,538	-2%
\$961,995	100%
\$256,274	27%
\$327,480	34%
\$83,207	9%
\$276,314	29%
\$943,275	98%
\$18,720	2%

Shops open Between 4 & 6 years

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AJ	
Between 4 & 6	
Dollars	% of Rev
\$1,051,358	104%
-\$45,087	-4%
\$1,006,271	100%
\$270,939	27%
\$269,769	27%
\$141,501	14%
\$259,565	26%
\$941,775	94%
\$64,496	6%

Shop AK	
Between 4 & 6	
Dollars	% of Rev
\$2,965,050	102%
-\$63,600	-2%
\$2,901,450	100%
\$722,581	25%
\$928,041	32%
\$223,508	8%
\$656,750	23%
\$2,530,879	87%
\$370,570	13%

Shop AL	
Between 4 & 6	
Dollars	% of Rev
\$670,231	104%
-\$26,122	-4%
\$644,109	100%
\$226,816	35%
\$202,629	31%
\$9,000	1%
\$226,712	35%
\$665,157	103%
-\$21,048	-3%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AM	
Between 4 & 6	
Dollars	% of Rev
\$2,532,378	106%
-\$143,808	-6%
\$2,388,571	100%
\$650,900	27%
\$532,957	22%
\$93,551	4%
\$624,686	26%
\$1,902,094	80%
\$486,477	20%

Shop AN	
Between 4 & 6	
Dollars	% of Rev
\$1,215,956	102%
-\$26,998	-2%
\$1,188,959	100%
\$359,009	30%
\$291,667	25%
\$96,745	8%
\$235,021	20%
\$982,442	83%
\$206,517	17%

Shop AO	
Between 4 & 6	
Dollars	% of Rev
\$796,413	104%
-\$27,174	-4%
\$769,239	100%
\$242,246	31%
\$225,732	29%
\$63,310	8%
\$206,250	27%
\$737,538	96%
\$31,701	4%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AP	
Between 4 & 6	
Dollars	% of Rev
\$816,937	101%
-\$10,013	-1%
\$806,924	100%
\$253,553	31%
\$256,068	32%
\$93,362	12%
\$332,894	41%
\$935,878	116%
-\$128,953	-16%

Shop AQ	
Between 4 & 6	
Dollars	% of Rev
\$1,473,804	103%
-\$49,818	-3%
\$1,423,986	100%
\$397,892	28%
\$359,562	25%
\$65,096	5%
\$372,836	26%
\$1,195,386	84%
\$228,601	16%

Shop AR	
Between 4 & 6	
Dollars	% of Rev
\$1,713,513	106%
-\$100,198	-6%
\$1,613,315	100%
\$450,917	28%
\$407,730	25%
\$121,130	8%
\$473,537	29%
\$1,453,313	90%
\$160,002	10%

Line Item		
Total Gross Sales		
Total Sales Discounts		
Total Net Revenue		
Total Cost of Goods Sold		
Total Payroll & Labor Expenses		
Total Occupancy Expenses		
Total Other Operating Expenses		
Total Expenses		
EBITDA		

Shop AS		
Between 4 & 6		
Dollars	% of Rev	
\$1,641,072	102%	
-\$35,926	-2%	
\$1,605,146	100%	
\$499,233	31%	
\$265,101	17%	
\$78,967	5%	
\$331,956	21%	
\$1,175,257	73%	
\$429,890	27%	

Shop AT		
Between 4 & 6		
Dollars	% of Rev	
\$752,153	103%	
-\$19,857	-3%	
\$732,296	100%	
\$224,083	31%	
\$259,464	35%	
\$78,147	11%	
\$207,705	28%	
\$769,400	105%	
-\$37,104	-5%	

Shop AU		
Between 4 & 6		
Dollars	% of Rev	
\$672,824	105%	
-\$34,744	-5%	
\$638,080	100%	
\$210,497	33%	
\$230,451	36%	
\$41,792	7%	
\$164,882	26%	
\$647,622	101%	
-\$9,542	-1%	

Line Item		
Total Gross Sales		
Total Sales Discounts		
Total Net Revenue		
Total Cost of Goods Sold		
Total Payroll & Labor Expenses		
Total Occupancy Expenses		
Total Other Operating Expenses		
Total Expenses		
EBITDA		

Shop AV		
Between 4 & 6		
Dollars	% of Rev	
\$848,074	104%	
-\$31,496	-4%	
\$816,578	100%	
\$233,689	29%	
\$225,271	28%	
\$91,116	11%	
\$338,507	41%	
\$888,584	109%	
-\$72,006	-9%	

Shop AW		
Between 4 & 6		
Dollars	% of Rev	
\$882,903	101%	
-\$8,592	-1%	
\$874,311	100%	
\$153,750	18%	
\$149,655	17%	
\$58,366	7%	
\$263,702	30%	
\$625,472	72%	
\$248,839	28%	

Shop AX		
Between 4 & 6		
Dollars	% of Rev	
\$869,872	107%	
-\$58,952	-7%	
\$810,920	100%	
\$247,047	30%	
\$245,082	30%	
\$110,624	14%	
\$243,433	30%	
\$846,187	104%	
-\$35,267	-4%	

Line Item		
Total Gross Sales		
Total Sales Discounts		
Total Net Revenue		
Total Cost of Goods Sold		
Total Payroll & Labor Expenses		
Total Occupancy Expenses		
Total Other Operating Expenses		
Total Expenses		
EBITDA		

Shop AY		
Between 4 & 6		
Dollars	% of Rev	
\$818,564	103%	
-\$20,135	-3%	
\$798,429	100%	
\$288,553	36%	
\$177,687	22%	
\$129,023	16%	
\$145,312	18%	
\$740,575	93%	
\$57,853	7%	

Shop AZ		
Between 4 & 6		
Dollars	% of Rev	
\$1,401,791	104%	
-\$58,411	-4%	
\$1,343,380	100%	
\$401,519	30%	
\$407,978	30%	
\$81,275	6%	
\$312,200	23%	
\$1,202,971	90%	
\$140,409	10%	

Shop BA		
Between 4 & 6		
Dollars	% of Rev	
\$1,377,996	107%	
-\$88,363	-7%	
\$1,289,633	100%	
\$376,504	29%	
\$199,279	15%	
\$55,450	4%	
\$495,299	38%	
\$1,126,532	87%	
\$163,101	13%	

Line Item		
Total Gross Sales		
Total Sales Discounts		
Total Net Revenue		
Total Cost of Goods Sold		
Total Payroll & Labor Expenses		
Total Occupancy Expenses		
Total Other Operating Expenses		
Total Expenses		
EBITDA		

Shop BB		
Between 4 & 6		
Dollars	% of Rev	
\$856,571	106%	
-\$46,256	-6%	
\$810,316	100%	
\$303,351	37%	
\$149,730	18%	
\$103,116	13%	
\$265,017	33%	
\$821,215	101%	
-\$10,899	-1%	

Shop BC		
Between 4 & 6		
Dollars	% of Rev	
\$530,034	107%	
-\$36,073	-7%	
\$493,960	100%	
\$168,722	34%	
\$135,765	27%	
\$101,826	21%	
\$199,977	40%	
\$606,291	123%	
-\$112,330	-23%	

Shop BD		
Between 4 & 6		
Dollars	% of Rev	
\$818,270	104%	
-\$30,861	-4%	
\$787,409	100%	
\$270,864	34%	
\$183,278	23%	
\$55,280	7%	
\$245,441	31%	
\$754,862	96%	
\$32,547	4%	

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop BE	
Between 4 & 6	
Dollars	% of Rev
\$470,449	100%
\$0	0%
\$470,449	100%
\$151,308	32%
\$163,336	35%
\$0	0%
\$136,620	29%
\$451,264	96%
\$19,185	4%

Shop BF	
Between 4 & 6	
Dollars	% of Rev
\$1,121,534	104%
-\$39,937	-4%
\$1,081,596	100%
\$300,570	28%
\$320,633	30%
\$60,722	6%
\$335,134	31%
\$1,017,059	94%
\$64,538	6%

Shop BG	
Between 4 & 6	
Dollars	% of Rev
\$699,726	100%
\$0	0%
\$699,726	100%
\$171,861	25%
\$147,751	21%
\$53,223	8%
\$205,710	29%
\$578,546	83%
\$121,180	17%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop BH	
Between 4 & 6	
Dollars	% of Rev
\$473,894	103%
-\$15,177	-3%
\$458,717	100%
\$133,130	29%
\$177,901	39%
\$87,037	19%
\$152,056	33%
\$550,125	120%
-\$91,408	-20%

Shop Open Between 2 & 4 years

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop BI	
Between 2 & 4	
Dollars	% of Rev
\$810,803	100%
\$0	0%
\$810,803	100%
\$298,824	37%
\$225,512	28%
\$78,216	10%
\$76,354	9%
\$678,906	84%
\$131,897	16%

Shop BJ	
Between 2 & 4	
Dollars	% of Rev
\$724,395	105%
-\$33,232	-5%
\$691,163	100%
\$219,170	32%
\$188,981	27%
\$29,073	4%
\$187,658	27%
\$624,882	90%
\$66,281	10%

Shop BK	
Between 2 & 4	
Dollars	% of Rev
\$890,633	103%
-\$22,991	-3%
\$867,642	100%
\$269,311	31%
\$225,186	26%
\$56,768	7%
\$253,547	29%
\$804,813	93%
\$62,829	7%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop BL	
Between 2 & 4	
Dollars	% of Rev
\$583,037	105%
-\$26,920	-5%
\$556,117	100%
\$208,322	37%
\$241,318	43%
\$60,069	11%
\$139,591	25%
\$649,301	117%
-\$93,185	-17%

Shop BM	
Between 2 & 4	
Dollars	% of Rev
\$1,439,312	103%
-\$43,907	-3%
\$1,395,405	100%
\$448,672	32%
\$359,499	26%
\$75,844	5%
\$367,937	26%
\$1,251,952	90%
\$143,453	10%

Shop BN	
Between 2 & 4	
Dollars	% of Rev
\$847,466	106%
-\$45,390	-6%
\$802,076	100%
\$252,648	31%
\$208,009	26%
\$48,361	6%
\$261,097	33%
\$770,116	96%
\$31,961	4%