

ITEM 18
PUBLIC FIGURES

We do not use any public figures to promote this franchise.

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 Item 19 may be given only if: (i) a franchisor provides the actual records of an existing outlet you are considering buying; or (ii) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

This Item 19 includes a historical representation based on the past performance, during the time period of July 1, 2023 through June 30, 2024 and July 1, 2024 through June 30, 2025 (the “Reporting Period”), of the one Sambazon store operated by our affiliate, Sambazon Restaurant Group, LLC (the “Affiliate Store”). The financial performance representations included in this Item 19 are unaudited actual financial results of the Affiliate Store for the Reporting Period. The Affiliate Store opened in 2011. As of the date of this Disclosure Document, there are no franchised Sambazon® stores in operation.

Affiliate Store – July 1, 2024 – June 30, 2025 (the “Reporting Period”)

	July 1, 2023 – June 30, 2024		July 1, 2024 – June 30, 2025	
		% of Gross Sales		% of Gross Sales
Gross Sales	\$1,126,134	100%	\$1,129,240	100.0%
Cost of Goods Sold	\$348,699	31.0%	\$340,690	30.2%
Labor Costs	\$303,093	26.9%	\$297,133	26.3%
Total Prime Profit	\$474,342	42.1%	\$491,418	43.5%
Other Operating Expenses	\$225,696	20.0%	\$198,208	17.6%
Total Operating Profit	\$248,647	22.1%	\$293,209	26.0%

Notes

As used in this Item 19, the following terms have the following meanings:

“**Gross Sales**” means and includes all revenue from the sale of all System menu items at the Store or under the Proprietary Marks, barter or exchange, complimentary products, and all other income or revenue of every kind and nature (excluding revenue from the sale of stored value gift cards or gift certificates but including revenue when gift certificates are redeemed or stored value gift cards are debited) related to the Store or the Proprietary Marks, whether for cash or credit or redemption of gift certificates or stored value gift cards, and regardless of

collection in the case of credit; provided, however, that Gross Sales do not include (a) any sales tax collected from customers and transmitted by Licensee to the appropriate taxing authority, (b) all refunds and credits made in good faith to arms' length customers; and (c) the discount value of all authorized coupons, vouchers or other allowances redeemed by Franchisee. For avoidance of doubt, Gross Sales include all proceeds from any business interruption insurance, the discount value of all unauthorized coupons, vouchers or other allowances redeemed by you and all refunds and credits not made to arms' length customers.

“Cost of Goods Sold” means the total cost of the food, beverage and paper products sold to customers and/or used in the operation of the Affiliate Store during the Reporting Period.

“Labor Costs” means all salary and wage hours paid to team members and managers in the Affiliate Store, in addition to year-end bonus and commissions paid to team members and managers as well as health insurance, payroll taxes and worker's compensation insurance, during the Reporting Period.

“Total Prime Profit” means Gross Sales minus Cost of Goods Sold and Labor Costs.

“Other Operating Expenses” means all other expenses associated with the operations of the Franchised Business, including, but not limited to, rent, liability insurance, merchant processing fees, marketing costs, delivery expenses, restaurant supplies, cleaning services, uniforms, technology fees, POS system fees, security monitoring, music subscription, and menu board services.

were achieved primarily through retail sales.

“Total Operating Profit” means Total Prime Profit minus Other Operating Expenses. Total Operating Profit is the operating profit generated by the store, excluding interest, taxes, and depreciation. **NOTE:** The Total Operating Profit does not consider the 5% Royalty Fee or the 2% Brand Development Fee that franchisees will pay under their franchise agreement. There are no material operational characteristics of the Affiliate Store that are reasonably anticipated to differ materially from future operational franchise outlets.

NOTE: This Table does not reflect costs and expenses you will incur, such as royalty and brand fund payments, local advertising, technology fees, inventory purchases, rent and payroll.

Some outlets have earned these amounts. Your individual results may differ. There is no assurance that you'll earn as much.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request. You should conduct an independent investigation of the costs and expenses you will incur in operating your Store. Franchisees or former franchisees, listed in this Disclosure Document, may be one source of this information.

Other than the preceding financial performance representation, SAMBAZON USA FRANCHISING LLC does not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing Store, however, we may provide you with the actual records of that Store. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Randy McBrayer, SAMBAZON USA FRANCHISING LLC, 209 Avenida Fabricante, Suite 200, San Clemente, CA 92672, (949) 498-8618, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary
For years 2023, 2024, 2025

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Company- Owned*	2023	1	1	0
	2024	1	1	0
	2025	1	1	0
Total Outlets	2023	1	1	0
	2024	1	1	0
	2025	1	1	0

*The Company-Owned Outlets in the above chart include Stores that were owned and operated by our affiliate, as noted in Item 1.

Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For years 2023, 2024, 2025

Column 1 State	Column 2 Year	Column 3 Number of Transfers
All States	2023	0
	2024	0
	2025	0
Total	2023	0
	2024	0
	2025	0

Table No. 3
Status of Franchised Outlets
For years 2023, 2024, 2025

Col 1 State	Col 2 Year	Col 3 Outlets at Start of Year	Col 4 Outlets Opened	Col 5 Termina- tions	Col 6 Non- Renewals	Col 7 Reacquired by Franchisor	Col 8 Ceased Operations – Other Reasons	Col 9 Outlets at End of the Year
All States	2023	0	0	0	0	0	0	0
	2024	0	0	0	0	0	0	0
	2025	0	0	0	0	0	0	0