

## **Item 18.** **PUBLIC FIGURES**

We do not use any public figure to promote our franchises.

## **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 company / affiliate owned outlets and licensee owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

### **Definitions**

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

- “Gross Sales” means the regular advertised price of all goods and services sold at, from, or in connection with the operation of the Restaurant (whether or not in compliance with the Franchise Agreement), regardless of if or the manner in which the price was paid by the purchaser of such products or services, but excluding (1) sales, use, or service taxes collected from customers and paid to the appropriate taxing authority, and (2) the amount of any documented refunds and credits the Restaurant in good faith gives to customers and its employees. Revenue from the purchase or redemption of gift certificates, gift cards or similar programs is calculated as part of Gross Sales in accordance with our then-current guidelines for such programs. Gross Sales also include all insurance proceeds received to replace revenue that was lost from the interruption of the Restaurant due to a casualty or other event covered by business interruption or similar insurance coverage. This definition is the same definition for “Gross Sales” that is used in the Franchise Agreement and that will serve as the basis for your calculation of royalty and certain other fees.
- “Licensee Restaurants” means outlets that operate under a license agreement with our affiliate.
- “2024 Measurement Period” means the 52-week period beginning January 1, 2024 and ending December 31, 2024.

### **Data Sets and Methodology**

We have used historical financial information to compile the information contained in this Item 19. As of December 31, 2024, there were 43 Restaurants, of which 30 are owned by licensees under a license agreement with our affiliate (the “Licensee Restaurants”) and 13 are owned, in whole or in part, by our affiliates (the “Company Restaurants”). Of the 30 Licensee Restaurants, 9 were excluded from the data set below because they opened during the 2024 calendar year and did not operate for the entire 2024 Measurement Period. Similarly, 1 Company Restaurant did not operate the entire 2024 Measurement Period, and thus, was excluded from the data set below. The remaining 21 Licensee

Restaurants together with the 12 Company Restaurants make up the “Complete Set” of Restaurants that operated during the entirety of the 2024 Measurement Period. We do not anticipate that the characteristics of the Restaurants included in this Item 19 will materially differ from Restaurants operated by new franchisees.

In each instance in which we show an average of a category, we calculated the average by adding the total amount of that same category for the 2024 Measurement Period as reported by all Restaurants in the data set, then divided those numbers by the number of Restaurants in the data set. In each instance in which we show an average, we also show the range of the data points and the median data point. The range is the space between the lowest and highest points in the data set. The median is the middle data point; that is, the data point in the center of all data points. Where the number of data points is an even number, there is no middle data point, so the median is the average of the two middle data points.

#### Licensee Restaurants (21 Total)<sup>1</sup>

The chart below provides, for the 21 Licensee Restaurants, the average Gross Sales for the 2024 Measurement Period.

<b>Average</b>	\$1,630,436
<b>Number/ Percentage That Met or Exceeded the Average</b>	11 / 52%
<b>Median</b>	\$1,658,092
<b>Range</b>	\$439,666 to \$3,220,835

<sup>1</sup> One Licensee Restaurant operated for a portion of the 2024 Measurement Period as a Company Restaurant, and was sold to a licensee in April 2024.

#### Company Restaurants (12 Total)

The chart below provides, for the 12 Company Restaurants, the average Gross Sales for the 2024 Measurement Period.

<b>Average</b>	\$1,813,180
<b>Number/Percentage That Met or Exceeded the Average</b>	4 / 33%
<b>Median</b>	\$1,578,416
<b>Range</b>	\$921,309 to \$3,422,312

#### Licensee and Company Restaurants (33 Total)

The chart below provides, for 33 Licensee and Company Restaurants, the average Gross Sales for the 2024 Measurement Period.

<b>Average</b>	\$1,696,888
<b>Number/Percentage That Met or Exceeded the Average</b>	14 / 42%
<b>Median</b>	\$1,617,050
<b>Range</b>	\$439,666 to \$3,422,312

**Some Restaurants have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.**

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, we do 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 outlet, however, we may provide you with the actual records of that outlet. 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 our Chief Financial Officer, Mohammad Nasir Mashriqi, at [naz@nazshalal.com](mailto:naz@nazshalal.com) (phone: (516) 615-2504, the Federal Trade Commission, and the appropriate state regulatory agencies.

**Item 20.**  
**OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 1**  
**SYSTEMWIDE OUTLET SUMMARY**  
**FOR YEARS 2022 TO 2024**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised <sup>1</sup>	2022	1	9	+8
	2023	9	20	+11
	2024	20	30	+10
Company-Owned <sup>2</sup>	2022	5	14	+9
	2023	14	15	+1
	2024	15	13	-2
<b>Total</b>	<b>2022</b>	<b>6</b>	<b>23</b>	<b>+17</b>
	<b>2023</b>	<b>23</b>	<b>35</b>	<b>+12</b>
	<b>2024</b>	<b>35</b>	<b>43</b>	<b>+8</b>

1. These outlets operate under a license agreement with our affiliate.
2. These outlets are owned wholly or in-part by our affiliates.
3. The numbers in tables 1 to 4 of Item 20 are for the fiscal years that ended as of December 31, 2022, 2023, and 2024.