

## 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: (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.

### UNAUDITED HISTORIC NET SALES FOR FIVE (5) COMPANY OWNED AND EIGHTEEN (18) FRANCHISEE OWNED ANGRY CRAB SHACKS FOR 2023, 2024, AND 2025

Location	Franchise or Company owned	2023 Net Sales <sup>(1)</sup>	2024 Net Sales <sup>(1)</sup>	2025 Net Sales <sup>(1)</sup>
Mesa	Company	\$5,039,542	\$5,235,718	\$5,656,784
Phoenix	Company	\$3,768,983	\$4,037,302	\$4,330,367
Peoria	Company	\$3,950,859	\$4,247,494	\$4,596,382
Goodyear	Company	\$3,950,859	\$4,406,894	\$4,809,879
East Mesa	Company	\$3,691,216	\$4,012,070	\$4,613,355
Atlantic Station (Atlanta)	Franchise	*	*	\$1,151,972
North Tucson	Franchise	\$2,464,496	\$2,652,146	\$2,644,019
Norterra	Franchise	\$3,692,342	\$3,921,238	\$4,112,030
East Bell	Franchise	\$1,761,542	\$1,767,541	\$1,641,813
Yuma	Franchise	\$2,171,349	\$2,452,100	\$2,815,041
Surprise	Franchise	\$2,502,224	\$2,368,504	\$2,335,850
San Tan	Franchise	\$2,231,557	\$2,317,455	\$2,587,721
Henderson	Franchise	\$2,388,225	\$1,730,846	\$1,418,737
Scottsdale	Franchise	\$2,048,291	\$2,180,771	\$2,282,543
Orange Beach	Franchise	\$2,373,097	\$2,768,829	\$2,982,715
Laveen	Franchise	\$1,655,736	\$2,144,389	\$2,591,766
Casa Grande	Franchise	\$1,894,608	\$2,101,562	\$2,333,162
Atascocita	Franchise	\$1,257,126	\$1,292,434	\$1,346,214
East Tucson	Franchise	\$2,995,541	\$3,040,677	\$2,959,820
Tempe	Franchise	\$2,775,813	\$3,001,823	\$3,029,994
Everett	Franchise	*	\$2,105,925	\$2,375,438
Acworth	Franchise	*	*	\$965,259
Prescott	Franchise	*	*	\$1,766,785
<b>Average Net Sales</b>		\$2,771,404	\$2,889,286	\$2,841,202
<b>Median Net Sales</b>		\$2,264,496	\$2,552,123	\$2,591,766

<b>Number of Units that Exceeded Average Net Sales in 2025</b>	9/23 (39%)
<b>Number of Units that Exceeded Median Net Sales in 2025</b>	11/23 (48%)
<b>Number of Units that Exceeded Average Net Sales in 2024</b>	8/20 (40%)
<b>Number of Units that Exceeded Median Net Sales in 2024</b>	10/20 (50%)
<b>Number of Units that Exceeded Average Net Sales in 2023</b>	8/19 (42%)
<b>Number of Units that Exceeded Median Net Sales in 2023</b>	9/19 (47%)

- (1) “Net Sales” as used in this representation shall mean all sales, money or things of value, received or receivable less applicable sales taxes and any documented refunds, promotional discounts, credits, and allowances.
- (2) This financial performance representation does not include (i) sales data for 2023 for two (2) Angry Crab Shacks that were not open for the entirety of 2023; (ii) sales data for 2023 for two (2) locations that were not open at all in 2023; (iii) sales data for 2024 for two (2) locations that were not open for the entirety of 2024; and (iv) sales data for one (1) Angry Crab Shack that transferred in 2024, was closed for part of 2024, and which Franchisor does not believe that it has a reasonable basis to include in this financial performance representation; and (v) sales data for 2025 for one (1) location that opened in 2025.
- (3) The Net Sales data included in this financial performance representation reflects actual historic Net Sales and is not a projection of future Net Sales.
- (4) **Some outlets have sold these amounts. Your individual results may differ. There is no assurance that you’ll sell as much.**

**UNAUDITED HISTORIC INITIAL INVESTMENT AND NET SALES  
FOR TWELVE (12) FRANCHISE OWNED ANGRY CRAB SHACKS  
FOR CALENDAR YEARS 2023, 2024 AND 2025**

The table below represents the initial investment to open and Net Sales at twelve (12) franchise owned Angry Crab Shacks that operated for at least one (1) calendar year as of December 31, 2025.

<b>Location</b>	<b>Opening Date <sup>(1)</sup></b>	<b>Initial Investment to Open <sup>(2)</sup></b>	<b>2023 Net Sales<sup>(3)</sup></b>	<b>2024 Net Sales<sup>(3)</sup></b>	<b>2025 Net Sales<sup>(3)</sup></b>
<b>San Tan</b>	20-Aug	\$515,200	\$2,231,557	\$2,317,455	\$2,587,721
<b>Laveen</b>	20-Dec	\$938,500	\$1,655,736	\$2,144,389	\$2,591,766
<b>Henderson</b>	21-Jan	\$513,100	\$2,388,225	\$1,730,845	\$1,418,737
<b>Scottsdale</b>	21-Oct	\$434,350	\$2,048,291	\$2,180,771	\$2,282,543
<b>Casa Grande</b>	22-Feb	\$551,500	\$1,894,608	\$2,220,413	\$2,333,162
<b>Atascocita</b>	22-Apr	*	\$1,257,126	\$1,292,434	\$1,346,214
<b>East Tucson</b>	22-May	\$669,650	\$2,995,541	\$3,040,677	\$2,959,820
<b>Tempe</b>	22-Nov	\$908,700	\$2,775,813	\$3,001,823	\$3,029,994
<b>Everett</b>	23-Nov	*	*	\$2,105,925	\$2,375,438
<b>Acworth</b>	24-Feb	*	*	*	\$965,259

Location	Opening Date <sup>(1)</sup>	Initial Investment to Open <sup>(2)</sup>	2023 Net Sales <sup>(3)</sup>	2024 Net Sales <sup>(3)</sup>	2025 Net Sales <sup>(3)</sup>
Prescott	24-Jul	\$539,630	*	*	\$1,766,785
West El Paso	25-Jul	\$598,172	*	*	*

<b>Average Initial Investment</b>	1 <sup>st</sup> Generation Sites- \$988,500
<b>Median Initial Investment</b>	1 <sup>st</sup> Generation Sites- \$988,500
<b>Average Initial Investment</b>	2 <sup>nd</sup> Generation Sites- \$591,288
<b>Median Initial Investment</b>	2 <sup>nd</sup> Generation Sites- \$595,565

- (1) Opening Date means the month and year that the Angry Crab Shack opened for business.
- (2) "Initial Investment to Open" as used in this representation means the actual security deposits, leasehold improvements to building, permits & licenses, construction costs, POS and back office computer, audio/visual expenses, fixtures, equipment, opening inventory (food, liquor, restaurant supplies), signage, miscellaneous opening expenses, grand opening expenses, professional fees, uniforms, training payroll, and 3 months additional funds (\$75,000) incurred in opening that restaurant at the time it was opened. It does not include an Initial Franchise Fee. Franchisees are obligated to pay an Initial Franchise Fee, so it has been included in the Average Initial Investment and Median Initial Investment amounts. "Net Sales" as used in this representation shall mean all sales, money or things of value, received or receivable less applicable sales taxes and any documented refunds, promotional discounts, credits, and allowances.
- (3) Twelve (12) Company and Franchised locations that opened prior to August of 2020 have been excluded from this financial performance representation as the actual initial investment of these older restaurants is not a reasonable reflection of the estimated initial investment of a new Angry Crab Shack in 2026.
- (4) "Net Sales" as used in this representation shall mean all sales, money or things of value, received or receivable less applicable sales taxes and any documented refunds, promotional discounts, credits, and allowances.
- (5) This financial performance representation does not include (i) sales data for 2023 for one (1) Angry Crab Shack that was not open for the entirety of 2023; (ii) sales data for 2023 for three (3) Angry Crab Shacks that were not open at all in 2023; (iii) sales data for 2024 for two (2) Angry Crab Shacks that opened in 2024 and were not open for the entirety of 2024; (iv) sales data for 2024 for one (1) Angry Crab Shack that was not open at all in 2024; (v) sales data for 2025 for one (1) Angry Crab Shack that was not open for the entirety of 2025 (such years are identified with an \*), and (vi) sales data for one (1) Angry Crab Shack that was transferred in 2024, was closed for part of 2024, and which Franchisor does not believe that it has a reasonable basis to include in this financial performance representation, is not included at all in this financial performance representation.
- (6) This financial performance representation does not include "Initial Investment to Open" data for three (3) Angry Crab Shacks which we do not believe we have a reasonable basis to include in this financial performance representation.
- (7) The Net Sales data included in this financial performance representation reflects actual historic Net Sales and is not a projection of future Net Sales.

- (8) Second Generation Sites are restaurant locations where the operator utilized a premises that was previously operated as a restaurant and therefore require less initial investment to open and operate. Most Angry Crab Shacks are opened in second generation locations.
- (9) First Generation Sites are restaurant locations where the operator opened the Angry Crab Shack in a new, undeveloped, vanilla shell location.
- (10) **Some outlets have sold these amounts. Your individual results may differ. There is no assurance that you'll sell as much.**

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**UNAUDITED AVERAGE HISTORICAL NET SALES, EXPENSES, EBITDA, AND EBITDA PERCENTAGE FOR 22 ANGRY CRAB SHACK RESTAURANTS  
CATEGORIZED INTO FIRST, SECOND, THIRD, FOURTH QUARTILES, AND ALL RESTAURANTS FOR CALENDAR YEAR 2025**

	<b>AVERAGE NET SALES, EXPENSES, AND EBITDA FOR 1<sup>ST</sup> QUARTILE OF REPORTING ANGRY CRAB SHACK RESTAURANTS</b>	<b>AVERAGE NET SALES, EXPENSES, AND EBITDA FOR 2<sup>ND</sup> QUARTILE OF REPORTING ANGRY CRAB SHACK RESTAURANTS</b>	<b>AVERAGE NET SALES, EXPENSES, AND EBITDA FOR THE 3<sup>RD</sup> QUARTILE OF REPORTING ANGRY CRAB SHACK RESTAURANTS</b>	<b>AVERAGE NET SALES, EXPENSES, AND EBITDA FOR THE 4<sup>TH</sup> QUARTILE OF REPORTING ANGRY CRAB SHACK RESTAURANTS</b>	<b>AVERAGE NET SALES, EXPENSES, AND EBITDA FOR ALL REPORTING ANGRY CRAB SHACK RESTAURANTS</b>
<b>Number of Included Restaurants</b>	<b>6</b>	<b>5</b>	<b>6</b>	<b>5</b>	<b>22</b>
<b>NET SALES <sup>(1)</sup></b>					
<b>Food Sales</b>	\$4,515,506	\$2,752,178	\$2,319,856	\$1,347,540	\$2,795,944
<b>Alcohol Sales</b>	\$315,904	\$194,757	\$166,385	\$98,522	\$198,188
<b>Sales Returns and Discounts</b>	(\$144,945)	(\$60,617)	(\$68,495)	(\$57,149)	(\$84,976)
<b>TOTAL AVERAGE NET SALES</b>	\$4,686,465	\$2,886,318	\$2,417,746	\$1,388,913	\$2,909,156
<b>COST OF GOODS SOLD <sup>(2)</sup></b>					
<b>Food Purchases</b>	\$1,715,162	\$1,087,410	\$932,756	\$562,906	\$1,097,231
<b>Alcohol Purchases</b>	\$72,987	\$47,574	\$46,145	\$28,674	\$49,819
<b>TOTAL COST OF GOODS SOLD</b>	\$1,788,149	\$1,134,984	\$978,901	\$591,580	\$1,147,050
<b>GROSS PROFIT <sup>(3)</sup></b>	\$2,898,317	\$1,751,334	\$1,438,846	\$797,334	\$1,762,106
<b>Payroll and Related Expenses <sup>(4)</sup></b>	\$1,167,190	\$724,382	\$727,367	\$501,380	\$795,280
<b>Occupancy Costs <sup>(5)</sup></b>	\$301,036	\$262,995	\$262,993	\$267,137	\$274,310
<b>General Administrative, Marketing and Professional Services</b>	\$81,300	\$50,550	\$32,938	\$31,688	\$49,846
<b>Credit Card and Bank Service Charges</b>	\$120,056	\$67,866	\$59,347	\$34,532	\$72,201
<b>Restaurant and Cleaning Supplies</b>	\$219,265	\$131,940	\$127,624	\$100,585	\$147,453
<b>Insurance</b>	\$22,563	\$25,085	\$14,258	\$20,780	\$20,466
<b>TOTAL OPERATING EXPENSES <sup>(6)</sup></b>	\$1,911,410	\$1,262,818	\$1,224,527	\$956,102	\$1,359,556
<b>ROYALTIES (Imputed or Actual) <sup>(7)</sup></b>	\$234,323	\$144,316	\$120,887	\$69,446	\$145,458
<b>Advertising Fund Fees (Imputed or Actual) <sup>(8)</sup></b>	\$46,865	\$28,863	\$24,177	\$13,889	\$29,092
<b>EBITDA <sup>(9)</sup></b>	\$705,719	\$315,337	\$69,255	(\$242,103)	\$228,000
<b>EBITDA % <sup>(10)</sup></b>	<b>15.1%</b>	<b>10.9%</b>	<b>2.9%</b>	<b>(17.4%)</b>	<b>7.8%</b>
<b>Number and Percentage of Restaurants by Category that Exceeded Average EBITDA</b>	<b>3/6 (50%)</b>	<b>1/5 (20%)</b>	<b>2/6 (33%)</b>	<b>2/5 (40%)</b>	<b>11/22 (50%)</b>
<b>Number and Percentage of Restaurants by Category that Was Below Average EBITDA</b>	<b>3/6 (50%)</b>	<b>4/5 (80%)</b>	<b>4/6 (67%)</b>	<b>3/5 (60%)</b>	<b>11/22 (50%)</b>

## Notes

- (1) Net Sales includes all sales, money or things of value, received or receivable, directly or indirectly, from operation of the included Angry Crab Shack restaurants, less applicable sales taxes and any documented refunds, promotional discounts, credits, and allowances given to customers. The First Quartile includes six (6) Angry Crab Shack restaurants, the Second Quartile includes five (5) Angry Crab Shack restaurants, the Third Quartile includes six (6) Angry Crab Shack restaurants, and the Fourth Quartile includes five (5) Angry Crab Shack restaurants.
- (2) COGS includes food purchases, liquor purchases, beer purchases, and wine purchases.
- (3) Gross Profit is calculated by subtracting COGS from Net Sales.
- (4) The federal minimum wage in 2025 was \$7.25 per hour for non-tipped employees and \$2.13 for tipped employees. Minimum wage in Arizona in 2025 was \$14.70 for non-tipped employees and \$11.70 for tipped employees. Minimum wage laws in your state may be different. You should check with your local attorney regarding the hourly wages you will be required to pay your tipped and non-tipped employees.
- (5) Occupancy Costs include rent, commercial rent tax (where applicable) common area maintenance ("CAM") expenses, repairs and maintenance, and utility expenses. Utility expenses include cable television, electric, gas, grease trap, internet, telephone, trash/recycling, water, and security system expenses.
- (6) Total Operating Expenses includes general and administrative expenses, professional services, marketing and advertising expenses, payroll, and related expenses (including salary, wages, overtime, bonuses, and payroll taxes), occupancy costs (including rent, repair and maintenance, and utilities), bank and credit card processing expenses, restaurant and cleaning supplies, and insurance.
- (7) "EBITDA" is earnings before interest, taxes, depreciation, and amortization and is calculated by subtracting COGS, Operating Expenses, Royalties and Advertising Fund Fees from Net Sales on a consolidated basis for each quartile of restaurants.
- (8) EBITDA percentage reflects the average percentage of Net Sales for each company owned and franchise owned restaurant that was recognized as profit for the relevant time period.
- (9) The data included in this financial performance representation reflects historic Net Sales and expenses and is not a forecast of future Net Sales or Expenses.
- (10) This financial performance representation does not include data from two (2) Angry Crab Shack franchised restaurants: (i) one Angry Crab Shack restaurant where we believe that we do not have a reasonable basis to include such restaurant's reported expenses; and (ii) one (1) Angry Crab Shack franchised restaurant that opened in 2025.
- (11) **Some outlets have earned these amounts. Your individual results may differ. There is no assurance that you'll sell as much.**

**EXPENSES AND EBITDA AS AN AVERAGE PERCENTAGE OF NET SALES AT 22 ANGRY CRAB SHACK RESTAURANTS  
CATEGORIZED INTO FIRST, SECOND, THIRD, FOURTH QUARTILES, AND ALL RESTAURANTS FOR CALEDAR YEAR 2025**

<b>Expense Category</b>	<b>Expenses as an Average Percentage of Net Sales for the 1<sup>st</sup> Quartile of Angry Crab Shack Restaurants</b>	<b>Expenses as an Average Percentage of Net Sales for the 2<sup>nd</sup> Quartile of Angry Crab Shack Restaurants</b>	<b>Expenses as an Average Percentage of Net Sales for the 3<sup>rd</sup> Quartile of Angry Crab Shack Restaurants</b>	<b>Expenses as an Average Percentage of Net Sales for the 4<sup>th</sup> Quartile of Angry Crab Shack Restaurants</b>	<b>Expenses as an Average Percentage of Net Sales for 22 Angry Crab Shack Restaurants</b>	<b>Notes</b>
<b>Cost of Goods Sold</b>	<b>38.2%</b>	<b>39.3%</b>	<b>40.4%</b>	<b>42.6%</b>	<b>39.4%</b>	Includes all food and beverage product purchases.
<b>Payroll and Related Expenses</b>	<b>24.9%</b>	<b>25.1%</b>	<b>30.1%</b>	<b>36.1%</b>	<b>27.3%</b>	Includes manager salaries, hourly wages, employment taxes, and fees paid.
<b>Occupancy Costs</b>	<b>6.4%</b>	<b>9.1%</b>	<b>10.9%</b>	<b>19.2%</b>	<b>9.4%</b>	Includes rent, applicable common area maintenance fees (CAMs), utilities, and lease or property taxes payable.
<b>Additional Operating Expenses</b>	<b>4.7%</b>	<b>4.6%</b>	<b>5.3%</b>	<b>7.2%</b>	<b>5.1%</b>	Includes all paper goods purchases, and equipment maintenance.
<b>Marketing, Advertising, General and Administrative Expenses</b>	<b>4.8%</b>	<b>5.0%</b>	<b>4.4%</b>	<b>6.3%</b>	<b>5.0%</b>	Includes all local and market level marketing, licenses, bank fees, permits, insurance, and professional fees.
<b>Royalties and Advertising Fund Fees (Imputed or Actual)</b>	<b>6.0%</b>	<b>6.0%</b>	<b>6.0%</b>	<b>6.0%</b>	<b>6.0%</b>	Company owned locations did not pay Royalty and Advertising Fees to us in 2025. We included the Royalty and Advertising Fees that these Angry Crab Shacks would pay if they were franchise owned in compiling this information.
<b>EBITDA</b>	<b>15.0%</b>	<b>10.9%</b>	<b>2.9%</b>	<b>(17.4%)</b>	<b>7.8%</b>	Earnings before interest, taxes, depreciation, and amortization.

(1) The Expenses as a Percentage of Net Sales above are based upon total Net Sales at 22 Angry Crab Shacks during 2025.

(2) The First Quartile includes six (6) Angry Crab Shack restaurants, the Second Quartile includes five (5) Angry Crab Shack restaurants, the Third Quartile includes six (6) Angry Crab Shack restaurants, and the Fourth Quartile includes five (5) Angry Crab Shack restaurants.

(3) “Net Sales” as used in this representation shall mean all sales, money or things of value, received or receivable less applicable sales taxes and any documented refunds, promotional discounts, credits, and allowances.

(4) This representation includes expenses at franchise and company owned restaurants. We included Royalty and Advertising Fund Fees paid from franchised Angry Crab Shack restaurants. Company owned locations did not pay Royalty and Advertising Fees to us in 2025, but we added the amounts that these Angry Crab Shacks would pay if they were franchise owned.

(5) This financial performance representation does not include data from one (1) Angry Crab Shack franchised restaurant where we believe that we do not have a reasonable basis to include such restaurant's reported expenses and one (1) Angry Crab Shack franchised restaurant open for only a portion of 2025.

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**UNAUDITED DISTRIBUTION OF NET SALES ON A PERCENTAGE BASIS BY SERVICE  
CATEGORY FOR FIVE (5) COMPANY OWNED AND SEVENTEEN (17) FRANCHISE  
OWNED ANGRY CRAB SHACK RESTAURANTS FOR CALENDAR YEAR 2025**

This representation reflects the percentage of Net Sales by category for all of calendar year 2025 at five (5) company owned and seventeen (17) franchise owned Angry Crab Shack restaurants.

Service Category	Percentage of Net Sales
<b>Food</b>	<b>93.4%</b>
<b>Liquor</b>	<b>3.5%</b>
<b>Beer</b>	<b>2.9%</b>
<b>Wine</b>	<b>.2%</b>
<b>TOTAL</b>	<b>100.0%</b>

(1) The Distribution of Net Sales on a Percentage Basis are based upon total Net Sales of \$54,387,355 at five (5) company owned and seventeen (17) franchise owned Angry Crab Shacks during calendar year 2025.

(2) “Net Sales” as used in this representation shall mean all sales, money or things of value, received or receivable less applicable sales taxes and any documented refunds, promotional discounts, credits, and allowances.

(3) This financial performance representation does not include data from one (1) Angry Crab Shack franchised restaurants where we believe that we do not have a reasonable basis to include such restaurant’s reported expenses and one (1) Angry Crab Shack franchised restaurant that opened in 2025.

(4) We have not audited the financial information in compiling this information.

The financial data included in the financial performance representations above were generated from sales reports provided by company owned and franchisee owned Angry Crab Shack restaurants. 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 **Andrew Diamond, President** at **2345 South Alma School Road Suite 106, Mesa, Arizona 85210 (480) 398-7099**, 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 to 2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	14	16	+2
	2024	16	18	+2
	2025	18	19	+1
Company-Owned	2023	5	5	0
	2024	5	5	0
	2025	5	5	0
Total Outlets	2023	19	21	+2
	2024	21	23	+2
	2025	23	24	+1

**TABLE NO. 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For years 2023 to 2025**

State	Year	Number of Transfers
Georgia	2023	0
	2024	0
	2025	1
Total	2023	0
	2024	0
	2025	1

**TABLE NO. 3**  
**Status of Franchised Outlets**  
**For years 2023 to 2025**

Column 1 State	Column 2 Year	Column 3 Outlets at Start of Year	Column 4 Outlets Opened	Column 5 Terminations	Column 6 Non- renewals	Column 7 Reacquired by Franchisor	Column 8 Ceased Operations- Other Reasons	Column 9 Outlets at End of the Year
Alabama	2023	1	0	0	0	0	0	1
	2024	1	0	0	0	0	0	1
	2025	1	0	0	0	0	0	1
Arizona	2023	11	0	0	0	0	0	11
	2024	11	1	0	0	0	0	12
	2025	12	0	0	0	0	0	12
Georgia	2023	0	1	0	0	0	0	1
	2024	1	1	0	0	0	0	2
	2025	2	0	0	0	0	0	2
Nevada	2023	1	0	0	0	0	0	1