

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 the information is included in the disclosure document. Financial performance information that differs from that included in this Item 19 may only 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.

Written substantiation for the following financial performance representations will be provided to you upon reasonable written request.

The following information reflects certain financial performance for Franchisor Restaurants and Franchised Restaurants in the United States (together “**EPL Restaurants**”) that were operating during the entire 2025 fiscal year (which started on December 26, 2024 and ended on December 31, 2025) excluding EPL Restaurants that were temporarily closed for seven or more days and that opened during 2025.

	Transferred from Franchisee to Franchisor	Temporarily Closed for 7 or More Days in 2025	Permanently Closed	Opened During 2025	Reporting Group
Franchised Restaurants	(1)	1	0	8	319
Franchisor Restaurants	1	1	0	1	172
EPL Restaurants (Total)	0	2	0	9	491

The reporting group of EPL Restaurants includes Franchised Restaurants that were transferred during our 2025 fiscal year in a Franchisee-to-Franchisee transfer but excludes EPL Restaurants that initially opened or closed permanently during our 2025 fiscal year. The reporting group also excludes EPL Restaurants that were the subject of a transfer between us and a Franchisee during our 2025 fiscal year.

The financial performance information presented consists of average net sales for all EPL Restaurants in the reporting group. We compiled the data for Franchisor Restaurants from our financial statements prepared internally by EPL’s management. Our results have not been compiled, reviewed or audited by EPL’s auditors. We compiled the data for Franchised Restaurants in the reporting group from the sales reports submitted to us by Franchisees, who prepared their reports internally. We have not independently audited or verified the information provided by Franchisees and do not know if all reporting Franchisees have prepared their sales reports on a basis consistent with generally accepted accounting principles.

We have used our discretion in deciding if an EPL Restaurant closure during our 2025 fiscal year was temporary or permanent. Temporary closures of the EPL Restaurant were due to fire, remodel or seasonal campus locations. To be counted as a temporary closure, the EPL Restaurant must have been closed to the public for more than 7 days.

Net Sales of EPL Restaurants for Fiscal Year 2025

The net sales of EPL Restaurants in the reporting group is presented below for the following building categories:

- a) EPL Restaurants with Drive-Thru (“**DT**”)
- b) EPL Restaurants without Drive-Thru (“**Others**”)
- c) All EPL Restaurants

		(A)¹		
		<u>EPL Restaurants with Drive-Thru</u>		
		Franchised Restaurants	Franchisor Restaurants	Total EPL Restaurants
Tier 1 Top 25%	Average Net Sales Per EPL Restaurant	3,347,634	3,195,197	3,299,694
	Median Net Sales Per EPL Restaurant	3,182,772	3,119,462	3,182,772
	Total # of EPL Restaurants	72	41	112
	No. of EPL Restaurants Over Average	28	18	42
Tier 2 Mid-high 51% - 75%	Average Net Sales Per EPL Restaurant	2,387,927	2,544,150	2,451,729
	Median Net Sales Per EPL Restaurant	2,396,654	2,556,829	2,440,245
	Total # of EPL Restaurants	71	40	112
	No. of EPL Restaurants Over Average	37	22	55
Tier 3 Mid-low 26%-50%	Average Net Sales Per EPL Restaurant	1,878,181	2,039,636	1,943,528
	Median Net Sales Per EPL Restaurant	1,901,999	2,027,709	1,947,808
	Total # of EPL Restaurants	71	40	111
	No. of EPL Restaurants Over Average	36	19	58
Tier 4 Lowest 25%	Average Net Sales Per EPL Restaurant	1,284,394	1,603,052	1,386,643
	Median Net Sales Per EPL Restaurant	1,296,631	1,654,448	1,430,180
	Total # of EPL Restaurants	71	41	112
	No. of EPL Restaurants Over Average	38	23	63
Total All Restaurants	Average Net Sales Per EPL Restaurant	2,228,475	2,346,171	2,271,130
	Median Net Sales Per EPL Restaurant	2,087,969	2,283,681	2,150,525
	Total # of EPL Restaurants	285	162	447
	No. of EPL Restaurants Over Average	127	74	208
	Maximum Sales	5,042,463	4,478,370	5,042,463
	Minimum Sales	727,366	925,291	727,366

¹ Calculation Methodology:

- 285 Franchise Restaurants with a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- 162 Franchisor Restaurants with a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- 447 Restaurants with a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- Franchised Restaurants, Franchisor Restaurants, and Total EPL Restaurants in the with drive-thru category are calculated independently of each other. Therefore, the Total EPL Restaurants may not total the Franchised Restaurants, Franchisor Restaurants in this category.

		(B)²		
		<u>EPL Restaurants without Drive-Thru</u>		
		Franchised Restaurants	Franchisor Restaurants	Total EPL Restaurants
Tier 1 Top 25%	Average Net Sales Per EPL Restaurant	2,442,186	2,220,531	2,408,301
	Median Net Sales Per EPL Restaurant	2,363,840	2,177,486	2,363,783
	Total # of EPL Restaurants	9	3	11
	No. of EPL Restaurants Over Average	4	1	4
Tier 2 Mid-high 51% - 75%	Average Net Sales Per EPL Restaurant	2,046,910	2,005,052	2,048,668
	Median Net Sales Per EPL Restaurant	2,041,251	2,005,052	2,049,497
	Total # of EPL Restaurants	8	2	11
	No. of EPL Restaurants Over Average	4	1	6
Tier 3 Mid-low 26%-50%	Average Net Sales Per EPL Restaurant	1,739,389	1,832,657	1,749,079
	Median Net Sales Per EPL Restaurant	1,709,464	1,832,657	1,716,586
	Total # of EPL Restaurants	8	2	11
	No. of EPL Restaurants Over Average	3	1	4
Tier 4 Lowest 25%	Average Net Sales Per EPL Restaurant	1,319,842	1,440,492	1,321,874
	Median Net Sales Per EPL Restaurant	1,407,090	1,453,636	1,407,090
	Total # of EPL Restaurants	9	3	11
	No. of EPL Restaurants Over Average	5	2	6
Total All Restaurants	Average Net Sales Per EPL Restaurant	1,886,725	1,865,849	1,881,980
	Median Net Sales Per EPL Restaurant	1,943,981	1,917,728	1,918,287
	Total # of EPL Restaurants	34	10	44
	No. of EPL Restaurants Over Average	18	6	24
	Maximum Sales	2,955,085	2,334,149	2,955,085
	Minimum Sales	758,975	1,249,913	758,975

² Calculation Methodology:

- 34 Franchise Restaurants without a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- 10 Franchisor Restaurants without a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- 44 Restaurants without a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- Franchised Restaurants, Franchisor Restaurants, and Total EPL Restaurants in the without drive-thru category are calculated independently of each other. Therefore, the Total EPL Restaurants may not total the Franchised Restaurants, Franchisor Restaurants in this category.

		(C) ³		
		<u>All EPL Restaurants</u>		
		Franchised Restaurants	Franchisor Restaurants	Total EPL Restaurants
Tier 1 Top 25%	Average Net Sales Per EPL Restaurant	3,281,593	3,176,539	3,250,326
	Median Net Sales Per EPL Restaurant	3,098,142	3,086,076	3,087,908
	Total # of EPL Restaurants	80	43	123
	No. of EPL Restaurants Over Average	31	20	47
Tier 2 Mid-high 51% - 75%	Average Net Sales Per EPL Restaurant	2,333,560	2,501,142	2,392,646
	Median Net Sales Per EPL Restaurant	2,367,798	2,484,322	2,387,680
	Total # of EPL Restaurants	80	43	123
	No. of EPL Restaurants Over Average	43	21	60
Tier 3 Mid-low 26%-50%	Average Net Sales Per EPL Restaurant	1,860,801	2,011,057	1,919,530
	Median Net Sales Per EPL Restaurant	1,871,869	1,993,737	1,934,067
	Total # of EPL Restaurants	79	43	122
	No. of EPL Restaurants Over Average	42	21	67
Tier 4 Lowest 25%	Average Net Sales Per EPL Restaurant	1,288,106	1,584,242	1,379,951
	Median Net Sales Per EPL Restaurant	1,304,634	1,642,154	1,430,059
	Total # of EPL Restaurants	80	43	123
	No. of EPL Restaurants Over Average	43	24	71
Total All Restaurants	Average Net Sales Per EPL Restaurant	2,192,050	2,318,245	2,236,257
	Median Net Sales Per EPL Restaurant	2,063,270	2,212,548	2,099,233
	Total # of EPL Restaurants	319	172	491
	No. of EPL Restaurants Over Average	136	79	218
	Maximum Sales	5,042,463	4,478,370	5,042,463
	Minimum Sales	727,366	925,291	727,366

General Notes and Assumptions Relating to this Item 19

³ Calculation Methodology:

- 319 Franchise Restaurants were assigned to the appropriate tier by Net Sales ranking.
- 172 Franchisor Restaurants were assigned to the appropriate tier by Net Sales ranking.
- 491 Restaurants were assigned to the appropriate tier by Net Sales ranking.
- Franchised Restaurants, Franchisor Restaurants, and Total EPL are calculated independently of each other. Therefore, the Total EPL Restaurants may not total the Franchised Restaurants, Franchisor Restaurants in this category.

Note 1: You should evaluate the information provided in this **Item 19** in relation to the size of the EPL Restaurant that you will establish. Costs may vary significantly depending on size.

Note 2: We compiled the figures contained in this **Item 19** from our financial statements and from actual 53-week fiscal year and actual calendar year sales reports submitted to us by our franchisees.

Note 3: When evaluating the information provided in this **Item 19**, you should consider that the sales information provided by our franchisees and used by us in determining the numerical values provided has not been audited and has not necessarily been prepared on a basis consistent with generally accepted accounting principles.

Note 4: Sales information presented here is of actual historic results of specific EPL Restaurants located in the following states: Arizona, California, Colorado, Louisiana, Nevada, Texas and Utah as detailed below. You should evaluate the information presented in relation to the geographic area in which you will establish an EPL Restaurant. Item 20 below contains the number of EPL Restaurants in each state. EPL Restaurants generally have a stronger brand presence in those geographic areas in which there are more Restaurants and in which Restaurants have been open for a longer period of time. These Restaurants are comprised of various building sizes and building types however the typical size of an in-line EPL Restaurant without a drive-thru is approximately 1,800 to 2,000 square feet and the typical size of an EPL Restaurant with a drive-thru is approximately 1,900 to 2,800 square feet. Your results may vary depending on the size of your restaurant and its premises.

Restaurants in Operation by State

Groups	AZ	CA	CO	LA	NV	TX	UT	Total
Reporting Group - Franchisor Restaurants	0	144	0	0	28	0	0	172
Reporting Group - Franchisee Restaurants	27	242	2	2	5	31	10	319
Reporting Group - EPL Restaurants (Total)	27	386	2	2	33	31	10	491

We do not authorize our employees or representatives to make any financial performance representations either orally or in writing, other than the information described in this item or for information which supplements these tables with respect to performance at particular locations or under particular circumstances. If you are purchasing an existing Restaurant, we may provide you with the actual records of that Restaurant. If you receive any other financial performance information or projections of your future sales, profits, earnings, or income, you should report such communications to our management by contacting our Chief Legal Officer, Jason Weintraub, 575 Anton Blvd., Suite 1100, Costa Mesa, CA 92626, the Federal Trade Commission and the appropriate state regulatory agencies.

Some Restaurants have sold and earned as much as reflected in this Item 19. Your individual results may differ. There is no assurance that you'll sell or earn as much.