

## 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.

The following tables present unaudited historical information about the revenues and certain expenses of certain traditional Cupbop operations for the calendar year 2025. The numbers below do not include any of the non-traditional locations (company-owned or franchised) that operate on seasonal, limited hours or other non-traditional bases that are offered under a separate franchise disclosure document.

**TABLE 1  
Company-Owned Restaurants**

The numbers in Table 1 represent data for calendar year 2025 for all 25 traditional company-owned Restaurants and in the United States that have been operating for at least one full calendar year as of December 31, 2025. It does not include one company-owned Restaurant that closed before December 31, 2025.

Ten of 25 (or 40.0%) Restaurants represented in the table below actually attained or surpassed the average gross revenue of the table and 12 of 25 (or 48.0%) Restaurants represented in the table below actually attained or surpassed the median gross revenue.

Table 1

Gross Revenue	Avg Gross Rev	Median Gross Rev	High Gross Revenue	Low Gross Revenue	# of Stores
Greater than \$910K	\$1,090,120	\$1,004,084	\$1,539,084	\$910,436	7
\$730K-\$910K	\$817,905	\$806,099	\$905,203	\$729,828	6
\$565K-730K	\$658,517	\$685,337	\$721,889	\$569,287	6
Less than \$565K	\$511,611	\$529,649	\$539,233	\$415,919	6
	<b>\$782,361</b>	<b>\$729,828</b>	<b>\$1,539,084</b>	<b>\$415,919</b>	<b>25</b>

**TABLE 2  
Franchise Restaurants**

The numbers in Table 2 represents data for calendar year 2025 of all 28 of the traditional franchise Restaurants in the United States that have been operating for at least one full calendar year as of December 31, 2025 and that were in operation as of December 31, 2025. The three franchised locations operating for less than one full calendar year and the two franchised locations that closed before December 31, 2025 are not included.

Ten of 28 (or 35.7%) Restaurants represented in the table below actually attained or surpassed the average gross revenue and 14 of 28 (or 50.0%) Restaurants represented in the table below actually attained or surpassed the median gross revenue.

Table 2

<b>Gross Revenue</b>	<b>Avg Gross Rev</b>	<b>Median Gross Rev</b>	<b>High Gross Revenue</b>	<b>Low Gross Revenue</b>	<b># of Stores</b>
Greater than \$760K	\$860,062	\$844,876	\$1,084,337	\$763,138	7
\$580K-\$760K	\$639,950	\$612,227	\$742,689	\$579,789	7
\$500K-\$580K	\$542,096	\$532,725	\$575,522	\$505,796	7
Less than \$500K	\$423,732	\$424,201	\$494,677	\$360,466	7
	<b>\$616,460</b>	<b>\$577,656</b>	<b>\$1,084,337</b>	<b>\$360,466</b>	<b>28</b>

**TABLE 3**  
**All Cubop Restaurants**

The numbers in Table 3 represents data for calendar year 2025 of all of the traditional company-owned Restaurants and franchise Restaurants in the United States as reported above. The three franchise locations operating for less than one full calendar year and the two franchised locations and one company-owned location that closed before December 31, 2025 are not included.

Twenty-four of 53 (or 45.3%) Restaurants represented in the table below actually attained or surpassed the average gross revenue and 26 of 53 (or 49.1%) Restaurants represented in the table below actually attained or surpassed the median gross revenue.

Table 3

<b>Gross Revenue</b>	<b>Avg Gross Rev</b>	<b>Median Gross Rev</b>	<b>High Gross Revenue</b>	<b>Low Gross Revenue</b>	<b># of Stores</b>
Greater than \$840K	\$1,007,172	\$914,974	\$1,539,084	\$844,876	13
\$670K-\$840K	\$748,223	\$742,689	\$844,011	\$669,643	13
\$533K-670K	\$576,022	\$575,522	\$624,513	\$532,830	13
Less than \$533K	\$465,108	\$479,636	\$532,725	\$360,466	14
	<b>\$701,143</b>	<b>\$647,078</b>	<b>\$1,539,084</b>	<b>\$360,466</b>	<b>53</b>

## Item 19 Notes

- (1) **Gross Revenues.** As used in Item 19, “**Gross Revenues**” means that aggregate amount of all sales of Cupbop services and products made and rendered in connection with the operation of a Cupbop Restaurant, excluding all federal, state, or municipal sales or use taxes collected from customers and paid to the appropriate taxing authority.

**Some outlets have sold or earned this amount. Your individual results may differ. There is no assurance that you’ll sell or earn as much.**

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

Other than the preceding financial performance representation, we do not make any financial performance representations. We do not make any financial performance representations about a franchisee’s future financial performance or the past financial performance of company-owned or franchised outlets. 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 future income, you should report it to Franchisor’s management by contacting Dok Kwon, 12184 South Business Park Drive, Suite C, Draper, Utah 84020, (801) 916-8968, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

**TABLE 1**

SYSTEM-WIDE RESTAURANT SUMMARY FOR (FISCAL) YEARS 2023 TO 2025

<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	2023	19	27	+8
	2024	27	30	+3
	2025	30	31	+1
Company Owned (Notes 1 & 2)	2023	25	26	+1
	2024	26	26	0
	2025	26	25	-1
<b>Total Outlets</b>	2023	44	53	+9
	2024	53	56	+3
	2025	56	56	0