

<b>Provision</b>	<b>Sections In Promissory Note</b>	<b>Summary</b>
m. Conditions for AFC's approval of transfer	Sec. 13	You may not transfer or assign your obligations under the Note.
n. AFC's right of first refusal to buy your business	Not Applicable	Not Applicable
o. AFC's option to buy your business	Not Applicable	Not Applicable
p. Your death or disability	Not Applicable	Not Applicable
q. Non-competition covenants during term of franchise	Not Applicable	Not Applicable (subject to state law)
r. Non-competition covenants after franchise is terminated or expires	Not Applicable	Not Applicable (subject to state law)
s. Modification of the Note	Sec. 14	The Note cannot be modified or amended unless both parties agree in writing.
t. Integration/merger clause	Sec. 15	Only the terms of the Note are binding (subject to state law). Other promises and representations are not enforceable. Nothing in the Note is intended to disclaim our representations made in the franchise disclosure document.
u. Dispute resolution by arbitration or mediation	Not Applicable	Not Applicable (subject to state law).
v. Choice of forum	Sec. 12	Litigation may be brought in Los Angeles, California (subject to state law). We are not precluded from bringing an action in another court.
w. Choice of law	Sec. 9	California law applies (subject to state law).
x. Acceleration	Sec. 4	If you fail to pay any installment within 10 days after its due date, or if you are in default under any of your other agreements or addendums with us, we can accelerate the Note and require you to pay entire unpaid balance and interest.

## **ITEM 18 PUBLIC FIGURES**

We do not use any public figure to promote the 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: (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.

We do not make any 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 your future income, you should report it to the franchisor's

management by contacting Vincenzo Calcagni, 19700 Mariner Avenue, Torrance, California 90503, Telephone: (310) 604-3200, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1**  
**Systemwide Outlet Summary**  
**Zenshi Counters**  
**for the years ended March 31 2023, 2024, and 2025<sup>1</sup>**

Outlet Type	Year	Outlets at the Start of the Year	Outlets and the End of the Year	Net Change
<b>Franchised</b>	2023	0	0	0
	2024	0	2,217	+2,217
	2025	2,217	3,572	+1,355
<b>Company Owned</b>	2023	0	0	0
	2024	0	57	+57
	2025	57	190	+133
<b>Total Outlets</b>	<b>2023</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>2024</b>	<b>0</b>	<b>2,274</b>	<b>+2,274</b>
	<b>2025</b>	<b>2,274</b>	<b>3,762</b>	<b>+1,488</b>

1. We rebranded many of our AFC Counters to “Zenshi” in fiscal year ending March 31, 2024. As a result, the number of outlets listed as open as of March 31, 2024 was abnormally high.

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the franchisor)**  
**Zenshi Counters**  
**For the years ended March 31 2023, 2024, and 2025**

State	Year	Number of Transfers
<b>Alaska</b>	2023	0
	2024	0
	2025	3
<b>Alabama</b>	2023	0
	2024	1
	2025	3
<b>California</b>	2023	0
	2024	1
	2025	47
<b>Colorado</b>	2023	0
	2024	1
	2025	10
<b>Connecticut</b>	2023	0
	2024	0
	2025	3
<b>Florida</b>	2023	0
	2024	3
	2025	48