

## **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.

As of December 31, 2024, there were a total of 73 Shah's Halal-branded Restaurants operating in the U.S. Of the 73 Shah's Halal-branded Restaurants operating as of December 31, 2024, 4 of those restaurants did not provide full and complete sales data through the POS system or otherwise. In addition, a total of 19 did not operate for the full year (i.e., from January 1, 2024 to December 31, 2024) or did not provide full and complete sales data through the POS system or otherwise. Thus, we have excluded those 23 Shah's Halal Restaurants from the financial performance representations. Also, of the 73 Shah's Halal-branded Restaurants operating as of December 31, 2024, a total of 15 restaurants were owned, in full or in part, or managed by Shah's Halal or its affiliates. Of those, 3 did not operate for the full year (i.e., from January 1, 2024 to December 31, 2024) and/or did not provide full and complete sales data through the POS system or otherwise.

Table Nos. 1- 4 set forth certain limited financial performance representations that are actual, historical results of the Shah's Halal-branded Restaurants that were open for business to the public for the full period January 1 to December 31, 2024 and provided to us gross sales information via the restaurants' POS system. Gross sales is the total revenue derived from the sale of goods and products in the restaurants, plus via on-line platforms such as Uber Eats, DoorDash, and Grubhub, less applicable sales taxes, discounts or allowances.

Table No. 1 sets forth the average gross sales for the 50 Shah's Halal-branded restaurants that were open from January 1, 2024 through December 31, 2024 and provided to us gross sales information via the restaurants' POS system which were not owned, in whole or in part, or managed by Shah's Halal or an affiliate in the U.S. Table No. 2 sets forth the average gross sales for the top 10 Shah's Halal-branded restaurants operating for the entire year 2024 and provided gross sales information. Table No. 3 sets forth the average gross sales for bottom 10 Shah's Halal-branded restaurants operating in 2024. Finally, Table No. 4 sets forth the average gross sales for the 12 Shah's Halal-branded restaurants that are owned, in whole or in part, or managed by Shah's Halal or an affiliate in the U.S.

**Some Shah's Halal-branded Restaurants have earned this amount of gross sales. Your individual results may differ. There is no assurance that you'll earn as much.**

We do not have reportable information on costs of goods sold, labor costs, and other costs and thus do not make any representation as to that financial performance.

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| <p style="text-align: center;"><b>Table 1</b><br/><b>Shah's Halal Branded Restaurants</b><br/><b>Reported Gross Sales</b><br/><b>For the Period January 1, 2024 to December 31, 2024</b><br/><b>Annual Average</b></p> |
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| Total Number of Restaurants | Average Sales (Median Sales)       | Highest and Lowest Sales       | Number (%) of Restaurants that Met or Exceeded Average |
|-----------------------------|------------------------------------|--------------------------------|--|
| 50                          | \$1,454,284.85<br>(\$1,206,026.89) | \$4,463,126.68<br>\$372,070.86 | 33.33 %  |

| <b>Table 2</b><br><b>Reported Gross Sales</b><br><b>Top 10 Shah's Halal Branded Restaurants</b><br><b>Operating for the Period January 1, 2024 to December 31, 2024</b> |  |
|---|--|
| <b>Average Sales (Median Sales)</b>   |  |
| \$2,814,678.73 (\$2,657,013.45)   |  |

| <b>Table 3</b><br><b>Reported Gross Sales</b><br><b>Bottom 10 Shah's Halal Branded Restaurants</b><br><b>Operating for the Period January 1, 2024 to December 31, 2024</b> |  |
|--|--|
| <b>Average Sales (Median Sales)</b>  |  |
| \$635,140.70 (\$665,726.71)  |  |

**Table 4**  
**Company owned or managed Shah's Halal Branded Restaurants**  
**Reported Gross Sales**  
**Operating for the Period January 1, 2024 to December 31, 2024**  
**Annual Average**

| <b>Total Number of Restaurants</b> | <b>Average Sales (Median Sales)</b> | <b>Highest and Lowest Sales</b> | <b>Number (%) of Restaurants that Met or Exceeded Average</b> |
|------------------------------------|-------------------------------------|---------------------------------|---|
| 12                                 | \$1,680,869.90<br>(\$1,288,122.65)  | \$2,980,920.24<br>\$880,310.34  | 41.67%  |

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## **ITEM 20: OUTLETS AND FRANCHISEE INFORMATION**

In addition to franchisees, there are licensees operating a Shah's Halal branded restaurant under a form of license agreement. The following information identifies both the Outlets operating pursuant to a franchise agreement and under a form of a license agreement. We do not have any franchises who have had a franchise agreement terminated, cancelled, or not renewed or who have otherwise voluntarily or involuntarily ceased to do business under a franchise agreement with us or who have not communicated with us within 10 weeks of the date of this disclosure document.

**TABLE NO. 1**  
**Systemwide Outlet Summary**  
**For years 2021 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         | 2021        | 0                                       | 0                                     | 0                 |
|                    | 2022        | 0                                       | 0                                     | 0                 |
|                    | 2023        | 0                                       | 0                                     | 0                 |
|                    | 2024        | 0                                       | 13                                    | +13               |
| Licensed           | 2021        | 8                                       | 17                                    | +9                |
|                    | 2022        | 17                                      | 28                                    | +11               |
|                    | 2023        | 28                                      | 44                                    | +16               |
|                    | 2024        | 44                                      | 49                                    | +5                |
| Company- Owned     | 2021        | 9                                       | 9                                     | 0                 |
|                    | 2022        | 9                                       | 13                                    | +4                |
|                    | 2023        | 13                                      | 14                                    | +1                |
|                    | 2024        | 14                                      | 16                                    | +2                |
| Total Outlets      | 2021        | 17                                      | 26                                    | +9                |
|                    | 2022        | 26                                      | 41                                    | +15               |
|                    | 2023        | 41                                      | 58                                    | +17               |
|                    | 2024        | 58                                      | 77                                    | +19               |

**TABLE NO. 2**  
**Transfers of Outlets from Licensees to New Owners (other than the Franchisor)**  
**For years 2021 to 2024**

| <b>State</b> | <b>Year</b> | <b>Number of Transfers</b> |
|--------------|-------------|----------------------------|
| All States   | 2021        | 0                          |
|              | 2022        | 0                          |
|              | 2023        | 2                          |
|              | 2024        | 2                          |
| Totals       | 2021        | 0                          |
|              | 2022        | 0                          |
|              | 2023        | 2                          |
|              | 2024        | 2                          |