

| Provision        | Section in Franchise Agreement | Summary   |
|------------------|--------------------------------|---|
|                  |                                | of general jurisdiction that is closest to our then-current headquarters or, if appropriate, the United States District Court for the Western District of Pennsylvania (subject to applicable state law). |
| w. Choice of law | Section 19(a)                  | The Franchise Agreement is governed by the laws of Pennsylvania, without reference to this state's conflict of laws principles (subject to applicable state law).   |

## Item 18 Public Figures

We do not use any public figure to promote our franchises.

## 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 by, for example, providing information about possible performance at a particular location or under particular circumstances.

This Item 19 includes historical financial performance information from five (5) Millie's Shops operating a standard 7-day schedule— two (2) company-owned and three (3) franchisee-owned Shops; and six (6) seasonal kiosks and Shops operating a non-standard schedule – three (3) company-owned and three (3) franchisee-owned. All Shops and seasonal kiosks represented in Item 19 operate in and around the Pittsburgh metropolitan area. Two of the company-owned Millie's Shops (Shop 1 and Shop 2) are operated by our affiliates, Millie's Shadyside, LLC, and Millie's Market Square, LLC. Shop 1 and Shop 2 do not operate a mobile food truck. The franchisee-owned Shops represented (Shops 3, 4, and 5) include off-site catering and mobile truck sales.

The seasonal kiosks and Shops operating a non-standard schedule represented (Shops 6 through 11) are not open year-round or do not operate a standard 7-day schedule. The seasonal kiosks and Shops operating non-standard schedules are no longer sold as individual franchise offerings by us.

Excluded from this financial performance representation are any Millie's Shops that were not open and operating for the full calendar year of 2024. These excluded Millie's Shops that were open for a partial year include (3) franchisee-owned Millie's Shops. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

| <b>Corporate-Owned Shops Operating a Standard 7-day Schedule, 358 Days per Year</b>  |         |                     |  |
|--|---------|---------------------|--|
|  |         | CY 2024 Gross Sales |  |
|  | Shop 1  | \$495,068           |  |
|  | Shop 2  | \$593,303           |  |
|  |         |                     |  |
| <b>Franchisee-Owned Shops Operating a Standard 7-day Schedule, 358 Days per Year</b> |         |                     |  |
|  |         | CY 2024 Gross Sales |  |
|  | Shop 3  | \$513,877           |  |
|  | Shop 4  | \$518,402           |  |
|  | Shop 5  | \$624,972           |  |
|  |         |                     |  |
| <b>Company-Owned Seasonal Kiosks and Shops Operating Non-Standard Schedule</b>       |         |                     |  |
|  |         | CY 2024 Gross Sales |  |
|  | Shop 6  | \$181,629           |  |
|  |         |                     |  |
|  |         |                     |  |
|  | Shop 10 | \$320,002           |  |
|  | Shop 11 | \$83,495            |  |
|  |         |                     |  |
| <b>Franchisee-Owned Seasonal Kiosks and Shops Operating Non-Standard Schedule</b>    |         |                     |  |
|  |         | CY 2024 Gross Sales |  |
|  | Shop 7  | \$201,939           |  |
|  | Shop 8  | \$221,833           |  |
|  | Shop 9  | \$424,335           |  |

**Notes.**

1. Gross Sales. For the purposes of this Agreement, the term “Gross Sales” shall mean all revenues from sales of the Franchisee based upon all business conducted at or from the Millie’s Unit, whether such sales be evidenced by check, cash, credit, charge account, exchange, or otherwise, and shall include, but not be limited to, the amounts received from the sale of goods, wares, and merchandise, including sales of food, beverages, and tangible property of every kind and nature, promotional or otherwise, and for services performed from or at the

Shop, together with the amount of all orders taken or received at the Shop, whether such orders be filled from the Shop or elsewhere. Some outlets have sold this amount. Your individual results may differ. There is no assurance that you'll sell as much.

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

Other than the above representations, we do not make any financial performance representations. 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 Shop, 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 our management by contacting Lauren J. Townsend, Co-founder, Millie's Franchising, LLC, 235 East 7th Avenue, Homestead, Pennsylvania 15120 or 412-508-5828.

## Item 20 Outlets and Franchisee Information

**Table No. 1  
System-wide Outlet Summary  
For Years 2022-2024**

| Outlet Type        | Year | Outlets at the Start of the Year | Outlets at the End of the Year | Net Change |
|--------------------|------|----------------------------------|--------------------------------|------------|
| Franchised Outlets | 2022 | 1                                | 3                              | +2         |
|                    | 2023 | 3                                | 8                              | +5         |
|                    | 2024 | 8                                | 9                              | +1         |
| Company-Owned*     | 2022 | 7                                | 5                              | -2         |
|                    | 2023 | 5                                | 3                              | -2         |
|                    | 2024 | 3                                | 5                              | +2         |
| Total Outlets      | 2022 | 8                                | 8                              | 0          |
|                    | 2023 | 8                                | 11                             | +3         |
|                    | 2024 | 11                               | 14                             | +3         |

\* As stated in Item 1, these locations are owned by our affiliates.

**Table No. 2  
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)  
For Years 2022-2024**

| State | Year | Number of Transfers |
|-------|------|---------------------|
| TOTAL | 2022 | 0                   |
|       | 2023 | 0                   |
|       | 2024 | 0                   |