

Provision	Section in Area Development Agreement	Summary
s. Modification of the agreement	XVIII	No modifications except by mutual agreement of the parties. Revisions to the Area Development Agreement will not unreasonably affect your obligations, including economic requirements under the Area Development Agreement. Notwithstanding the foregoing, nothing in the Area Development Agreement or any related agreement is intended to disclaim the express representations made in the Franchise Disclosure Document, its exhibits and amendments.
t. Integration/merger clause	XVIII	Only the terms of the Area Development Agreement and other related written agreements are binding (subject to applicable state law). Any representations or promises made outside the disclosure document and the Area Development Agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	19.2	Except for certain claims, all disputes must be arbitrated in California (subject to applicable state law).
v. Choice of forum	19.2	Arbitration in California (subject to applicable state law).
w. Choice of law	XVIII	California (subject to applicable state law).

**ITEM 18
PUBLIC FIGURES**

We do not use any public figure to promote our 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.

This Item 19 presents information about historical sales data for Tous Les Jours Bakery-Cafés in 2023, 2024 and 2025. The information presented is not a forecast of future potential performance.

“A” Tables – 2023 Eligible Outlets

The “A” tables below provide “Average Sales” data for the period January 1, 2023 through December 31, 2023 from company or affiliate-owned and franchised Bakery-Cafés that operated for the entire calendar year 2023 and are a Traditional Bakery-Café (collectively, the “**2023 Eligible Outlets**”). As of January 1, 2023, there were two affiliate-owned Bakery-Cafés and 84 franchised Bakery-Cafés in total. Of those Bakery-Café, the 2023 Eligible Outlets include two affiliate-owned Bakery-Cafés and 58 franchised Bakery-Cafés. The Eligible Outlets do not include Bakery-Cafés that: (i) did not report sales in all 52 weeks of the fiscal year ended December 31, 2023, (ii) were not owned by the same owner throughout the year, or (iii) operated as a Non-Traditional Bakery-Café. The financial performance and operations of these excluded Bakery-Cafés can vary significantly from the performance and operation of the Eligible Outlets that are represented in this Item 19.

“B” Tables – 2024 Eligible Outlets

The “B” tables below provide “Average Sales” data for the period January 1, 2024 through December 31, 2024 from company or affiliate-owned and franchised Bakery-Cafés that operated for the entire calendar year 2024 and are a Traditional Bakery-Café (collectively, the “**2024 Eligible Outlets**”). As of January 1, 2024, there were two affiliate-owned Bakery-Cafés and 105 franchised Bakery-Cafés in total. Of those Bakery-Cafés, the 2024 Eligible Outlets include two affiliate-owned Bakery-Cafés and 90 franchised Bakery-Cafés. The Eligible Outlets do not include Bakery-Cafés that: (i) did not report sales in all 52 weeks of the fiscal year ended December 31, 2024, (ii) were not owned by the same owner throughout the year, or (iii) operated as a Non-Traditional Bakery-Café. The financial performance and operations of these excluded Bakery-Cafés can vary significantly from the performance and operation of the Eligible Outlets that are represented in this Item 19.

“C” Tables – 2025 Eligible Outlets

The “C” tables below provide “Average Sales” data for the period January 1, 2025 through December 31, 2025 from company or affiliate-owned and franchised Bakery-Cafés that operated for the entire calendar year 2025 and are a Traditional Bakery-Café (collectively, the “**2025 Eligible Outlets**”). As of January 1, 2025, there were three affiliate-owned Bakery-Cafés and 146 franchised Bakery-Cafés in total. Of those Bakery-Café, the 2024 Eligible Outlets include three affiliate-owned Bakery-Cafés and 124 franchised Bakery-Cafés. The Eligible Outlets do not include Bakery-Cafés that: (i) did not report sales in all 52 weeks of the fiscal year ended December 31, 2025, (ii) were not owned by the same owner throughout the year, or (iii) operated as a Non-Traditional Bakery-Café. The financial performance and operations of these excluded Bakery-Cafés can vary significantly from the performance and operation of the Eligible Outlets that are represented in this Item 19.

TABLE 1A: AVERAGE SALES FOR ELIGIBLE OUTLETS FOR JANUARY 1, 2023 THROUGH DECEMBER 31, 2023

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	2	\$3,421,516	50%	1	\$3,421,516	\$3,841,317	\$3,001,715
Franchised Outlets	58	\$1,887,649	41%	24	\$1,641,533	\$6,615,098	\$329,286
Total Outlets	60	\$1,938,778	42%	25	\$1,703,189	\$6,615,098	\$329,286

**TABLE 1B:
AVERAGE SALES FOR ELIGIBLE OUTLETS
FOR JANUARY 1, 2024 THROUGH DECEMBER 31, 2024**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	2	\$3,528,957	50%	1	\$3,528,957	\$3,551,219	\$3,506,695
Franchised Outlets	90	\$1,944,938	40%	36	\$1,727,344	\$6,565,805	\$361,295
Total Outlets	92	\$1,979,003	40%	37	\$1,795,132	\$6,565,805	\$361,295

**TABLE 1C:
AVERAGE SALES FOR ELIGIBLE OUTLETS
FOR JANUARY 1, 2025 THROUGH DECEMBER 31, 2025**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	3	\$3,337,855	67%	2	\$3,498,022	\$3,642,171	\$2,873,370
Franchised Outlets	124	\$1,984,809	42%	52	\$1,792,340	\$6,505,005	\$357,113

Total Outlets	127	\$2,016,770	42%	53	\$1,815,186	\$6,505,005	\$357,113
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**TABLE 2A:
AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN BETWEEN 13 AND 24 MONTHS
FOR JANUARY 1, 2023 THROUGH DECEMBER 31, 2023**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	-	-	-	-	-	-	-
Franchised Outlets	9	\$1,568,276	44%	4	\$1,503,281	\$3,030,408	\$468,298
Total Outlets	9	\$1,568,276	44%	4	\$1,503,281	\$3,030,408	\$468,298

**TABLE 2B:
AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN BETWEEN 13 AND 24 MONTHS
FOR JANUARY 1, 2024 THROUGH DECEMBER 31, 2024**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	-	-	-	-	-	-	-
Franchised Outlets	13	\$2,197,915	31%	4	\$1,856,472	\$5,805,943	\$750,362
Total Outlets	13	\$2,197,915	31%	4	\$1,856,472	\$5,805,943	\$750,362

**TABLE 2C:
AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN BETWEEN 13 AND 24 MONTHS
FOR JANUARY 1, 2025 THROUGH DECEMBER 31, 2025**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	-	-	-	-	-	-	-
Franchised Outlets	23	\$1,753,959	43%	10	\$1,413,684	\$4,342,906	\$852,018
Total Outlets	23	\$1,753,959	43%	10	\$1,413,684	\$4,342,906	\$852,018

**TABLE 3A:
AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN BETWEEN 25 AND 36 MONTHS
FOR JANUARY 1, 2023 THROUGH DECEMBER 31, 2023**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	1	\$3,001,715	100%	1	\$3,001,715	\$3,001,715	\$3,001,715
Franchised Outlets	5	\$1,327,963	40%	2	\$1,325,780	\$2,204,168	\$774,042
Total Outlets	6	\$1,606,922	33%	2	\$1,347,503	\$3,001,715	\$774,042

**TABLE 3B:
AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN BETWEEN 25 AND 36 MONTHS
FOR JANUARY 1, 2024 THROUGH DECEMBER 31, 2024**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	-	-	-	-	-	-	-
Franchised Outlets	7	\$1,817,011	57%	4	\$2,093,614	\$3,329,144	\$783,140

Total Outlets	7	\$1,817,011	57%	4	\$2,093,614	\$3,329,144	\$783,140
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**TABLE 3C:
AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN BETWEEN 25 AND 36 MONTHS
FOR JANUARY 1, 2025 THROUGH DECEMBER 31, 2025**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	-	-	-	-	-	-	-
Franchised Outlets	12	\$2,290,387	25%	3	\$1,904,313	\$5,695,440	\$765,027
Total Outlets	12	\$2,290,387	25%	3	\$1,904,313	\$5,695,440	\$765,027

**TABLE 4A:
AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN MORE THAN 36 MONTHS
FOR JANUARY 1, 2023 THROUGH DECEMBER 31, 2023**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	1	\$3,841,317	100%	1	\$3,841,317	\$3,841,317	\$3,841,317
Franchised Outlets	44	\$2,016,576	39%	17	\$1,781,946	\$6,615,098	\$329,286
Total Outlets	45	\$2,057,125	40%	18	\$1,823,836	\$6,615,098	\$329,286

**TABLE 4B:
AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN MORE THAN 36 MONTHS
FOR JANUARY 1, 2024 THROUGH DECEMBER 31, 2024**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	2	\$3,528,957	50%	1	\$3,528,957	\$3,551,219	\$3,506,695
Franchised Outlets	49	\$1,984,871	37%	18	\$1,727,344	\$6,565,805	\$361,295
Total Outlets	51	\$2,045,424	39%	20	\$1,795,132	\$6,565,805	\$361,295

**TABLE 4C:
AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN MORE THAN 36 MONTHS
FOR JANUARY 1, 2025 THROUGH DECEMBER 31, 2025**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	2	\$3,570,097	50%	1	\$3,570,097	\$3,642,171	\$3,498,022
Franchised Outlets	56	\$2,056,167	46%	26	\$1,798,250	\$6,505,005	\$357,113
Total Outlets	58	\$2,108,372	41%	24	\$1,879,889	\$6,505,005	\$357,113

For the purposes of the tables above, “Average Sales” originates from our POS System and includes all revenues generated by a Tous Les Jours Bakery-Café or conducted from or with respect to a Tous Les Jours Bakery-Café, whether the sales are evidenced by cash, check, credit, charge, account, barter or exchange, but does not include discounts, the sale of food or merchandise for which refunds have been made in good faith to customers, the discounted portion of employee meals, sales, meals, use or excise tax imposed by a governmental authority directly on sales and collected from customers, provided that the amount for the tax is added to the selling price or absorbed therein and is actually paid by you to a governmental authority, the sale of equipment used in the operation of the Bakery-Café, or tips.

Some Bakery-Cafés have sold the amounts shown in the tables. Your individual results may differ. There is no assurance you will sell as much.

The foregoing data related to sales only; these sales figures do not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from the sales figures to obtain your net income or profit.

We obtained these historical financial results from the information submitted by our franchisees and affiliate-owned Bakery-Cafés. We have not audited these historical financial results.

Written substantiation of the data used in preparing these sales figures may be made available to you on reasonable request.

Other than in this Item 19, 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 our management by contacting the Legal Department, Tous Les Jours International Corp., 6131 Orangethorpe Ave., Suite 501, Buena Park, CA 90620, (323) 480-9100, TLJ.legal@cj.net, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20
OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1 –
System Wide Outlet Summary
For years 2023 to 2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	84	105	+21
	2024	105	146	+41
	2025	146	184	+38
Company or Affiliate-Owned	2023	2	2	0
	2024	2	3	1
	2025	3	5	+2
Total Outlets	2023	86	107	+21
	2024	107	149	+42
	2025	149	189	+40

**Table No. 2 –
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For years 2023 to 2025**

State	Year	Number of Transfers
Colorado	2023	2