

Provision	Section in Multi-Unit Development Agreement (Exhibit B)	Summary
w. Choice of law	Section 15.1	California, subject to the exception provided in Section 15.3 of the Multi-Unit Development Agreement and applicable state law. See the State Specific Addenda ( <b>Exhibit E</b> ) attached to this Disclosure Document.

**ITEM 18  
PUBLIC FIGURES**

We do not use any public figures 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 of a particular location or under particular circumstances.

The Table below does not include costs of sales, operating expenses or other costs or expenses that must be deducted from gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Pepper Lunch Restaurant. Franchisees or former franchisees listed in this Disclosure Document may be one source of this information.

Table 1 includes 8 franchised Pepper Lunch Restaurants (6 of those Restaurants were open for the entire period and 2 of those Restaurants were not open the full period so Gross Sales are annualized). We also excluded the 2 Pepper Lunch Restaurants that closed in the first half of 2026.

TABLE 1 Historical Gross Sales at Franchise Restaurants in the Continental U.S. for the 12-Month Periods Ended December 31, 2025						
	Average Gross Sales	# of Units Above Average	% of Units Above Average	High Gross Sales	Median Gross Sales	Low Gross Sales
<b>Total</b>	\$1,697,676	3	37.5%	\$3,100,556	\$1,354,182	\$568,128

The included Pepper Lunch Restaurants are all operated in-line in strip malls. The characteristics of and material information for these Pepper Lunch Restaurants are similar to the franchises offered to prospective franchisees under this Disclosure Document.

**“Gross Sales”** means Gross Sales includes all revenue from the Pepper Lunch Restaurant operations including but not limited to payment for any services or products sold by the franchised restaurant, whether for cash or credit. Gross Sales do not include the amount of bona fide refunds paid to customers, the amount of any sales or use taxes collected and paid to any governmental authority, and the retail price of any coupons, stored value cards, gift certificates and vouchers when they are sold.

The information in Table 1 is from Gross Sales reports submitted to us. These reports are unaudited.

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

Written substantiation for the financial performance representation will be made available to you upon reasonable request. We encourage you to review this material with your attorney or accountant.

Other than the preceding financial performance representation, 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 Troy Hooper, CEO, 2625 Townsgate Road, Suite 340, Westlake Village, California 91361, Phone: (661) 261-0811; E-mail: franchise@pepperlunchrestaurants.com; the Federal Trade Commission; and the appropriate state regulatory agencies.

**ITEM 20  
OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 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>
<b>Franchised</b>	2023	6	6	0
	2024	6	5	-1
	2025	5	8	+3
<b>Company-Owned</b>	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
<b>Total Outlets</b>	2023	6	6	0
	2024	6	5	-1
	2025	5	8	+3