

## 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 Stores, 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 maybe given only if: (1) a franchisor provides the actual records of an existing Store 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.

There were a total of 162 NÉKTØR JUICE BAR® Stores owned and operated by franchisees as of January 1, 2024. Of these 162, 138 franchise locations have been open and operating for at least one full calendar year without any transfers of controlling interest and are a typical NÉKTØR JUICE BAR® franchised location. Those 138 franchise locations are the ones included in the averages in the chart below. Also, the 21 Stores that opened for business in 2024 and the 13 Stores that closed in 2024 are not included in the chart below as they were not in operation for the full 2024 calendar year.

#### **FRANCHISED STORE GROSS SALE<sup>1</sup> AVERAGES AND MEDIANS PER QUINTILE (2024)**

|                                | <b>Top 10%</b>    | <b>Top 25%</b>    | <b>Top 50%</b>    | <b>Top 75%</b>    | <b>All</b>  |
|--------------------------------|-------------------|-------------------|-------------------|-------------------|-------------|
| <b># of Units</b>              | 13                | 34                | 69                | 103               | 138         |
| <b>Avg. Gross Sales</b>        | \$997,453         | \$797,206         | \$676,253         | \$600,567         | \$529,132   |
| <b># and % met or exceeded</b> | 3 / 23%           | 11 / 32%          | 22 / 31%          | 42 / 40%          | 59 / 42%    |
| <b>Median Gross Sales</b>      | \$939,884         | \$718,570         | \$617,171         | \$552,925         | \$502,638   |
| <b>High Sales</b>              | \$1,912,274       | \$1,912,274       | \$1,912,274       | \$1,912,274       | \$1,912,274 |
| <b>Low Sales</b>               | \$764,057         | \$617,706         | \$503,449         | \$396,441         | \$107,494   |
|                                | <b>Bottom 10%</b> | <b>Bottom 25%</b> | <b>Bottom 50%</b> | <b>Bottom 75%</b> | <b>All</b>  |
| <b># of Units</b>              | 13                | 34                | 69                | 103               | 138         |
| <b>Avg. Gross Sales</b>        | \$241,661         | \$316,631         | \$382,011         | \$439,787         | \$529,132   |
| <b># and % met or exceeded</b> | 6 / 46%           | 19 / 55%          | 42 / 60%          | 50 / 48%          | 59 / 42%    |
| <b>Median Gross Sales</b>      | \$239,979         | \$329,737         | \$396,397         | \$432,369         | \$502,638   |
| <b>High Sales</b>              | \$309,802         | \$396,266         | \$501,827         | \$615,636         | \$1,912,274 |
| <b>Low Sales</b>               | \$107,494         | \$107,494         | \$107,494         | \$107,494         | \$107,494   |

**Some stores have sold this amount. Your Individual results may differ. There is no assurance that you will sell as much.**

Notes:

1. **Gross Sales.** Gross Sales for franchised Stores are those calculated in accordance with the definition included in each respective franchisee's disclosure document and franchise agreement, which are the same or similar to the definition in this disclosure document. The Gross Sales amounts needed for the above calculations were derived from our point-of-sale system and online sales orders.

The financial information is taken from unaudited financial information provided to us by our franchisees and online ordering service providers. It has not been independently audited. The notes that follow the chart are an integral part of the information presented in this item, and provide information to help you better understand the financial information.

Written substantiation for the financial performance representation will be made available to the prospective franchise upon reasonable request.

You should conduct an independent investigation of the costs and expenses you will incur in operating your Store. Franchisees or former franchisees listed in this disclosure document may be one source of this information.

Other than the preceding financial performance representation, 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 Store, however, we may provide you with the actual records of that Store. 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 Steve Schulze at 2488 Newport Boulevard, Suite A, Costa Mesa, California 92627, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

**Table 1**  
**Systemwide Outlet Summary**  
**For Years 2022 to 2024**

| Outlet Type   | Year | Outlets at the Start of the Year | Outlets at the End of the Year | Net Change |
|---------------|------|----------------------------------|--------------------------------|------------|
| Franchised    | 2022 | 127                              | 145                            | +18        |
|               | 2023 | 145                              | 162                            | +17        |
|               | 2024 | 162                              | 171                            | +9         |
| Company-Owned | 2022 | 31                               | 31                             | 0          |
|               | 2023 | 31                               | 31                             | 0          |
|               | 2024 | 31                               | 31                             | 0          |
| Total Outlets | 2022 | 158                              | 176                            | +18        |
|               | 2023 | 176                              | 193                            | +17        |
|               | 2024 | 193                              | 202                            | +9         |