

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.

The financial performance representations included in Tables 1-5 and Table 7 of this Item 19 contain historical gross revenue information of the franchise system's franchised outlets that operated and generated gross revenue records for all 12 months during 2023, 2024 and 2025. In Tables 1-5, the years 2023, 2024 and 2025 refer to our last 3 fiscal years ending September 30, 2023, 2024 and 2025. We had 97 franchised outlets in 2023, 104 franchised outlets in 2024, 109 franchised outlets in 2025 that operated and generated gross revenue records for all 12 months of the year.

The gross revenue information for 2023, 2024 and 2025 presented in Tables 1-5 excludes gross revenues reported by certain franchised outlets that were temporarily closed for relocation or remodel during 2023, 2024 or 2025 as follows: (1) gross revenue information for the year 2023 excludes the gross revenues reported by 4 franchised outlets that were temporarily closed for relocation or remodel during 2023; (2) gross revenue information for the year 2024 excludes the gross revenues reported by 1 franchised outlet that was temporarily closed for relocation during 2024; and (3) gross revenue information for the year 2025 excludes the gross revenues reported by 3 franchised outlets that were temporarily closed for relocation or remodel during 2025. None of the excluded outlets closed after being open less than 12 months.

The financial performance representations in Table 6 of this Item 19 contain historical information relating to expenses and net income of 41 franchised outlets that submitted profit and loss statements for 12 months of operations during the 2024 calendar year. The information is expressed as a percentage of the gross revenues for those outlets during the 2024 calendar year.

The financial performance representations in Table 7 of this Item 19 contain historical gross revenue information for the 2023 and 2024 calendar years of 5 franchised outlets that changed ownership in the 2023 calendar year and 4 franchised outlets that changed ownership in the 2024 calendar year. All 9 franchised outlets were open 12 months or more prior to the change in ownership and operated of all 12 months during the year in which ownership changed.

The gross revenue information in Tables 1-5 and Table 7 below is based on sales information reported to us by the franchised outlets through the point-of sale system ("POS"). The expenses and net income information in Table 6 is based on profit and loss statements

prepared by franchisees for their franchised outlets and submitted to us. We have not audited the information reported and submitted to us.

“Gross Revenue” means the total revenue derived from the sale of products or services less sales tax, discounts, allowances, and returns.

“Cost of Goods Sold” means the sum of all expenses directly related to providing a finished good to a customer including, bisqueware, paint, merchandise bags, royalties and advertising fund contributions.

“Labor” means the sum of all salary or wages paid to employees, expenses for payroll services, and payroll taxes. Tips and gratuities are not included as they are passed through to employees and not a labor expense of the business. Owner compensation is also not included as a labor expense of the business.

“Rent” means base rent and any additional fees or charges assessed by the landlord for real estate taxes, insurance, utilities, and common area maintenance.

“Miscellaneous Costs” means costs of supplies, marketing, utilities, and repairs and maintenance and any other similar costs that are not included in Costs of Goods Sold, Labor or Rent.

“Net Income” means Gross Revenue minus Cost of Goods Sold, Labor, Rent and Miscellaneous Costs.

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Table 1					
Gross Revenues of Franchised Outlets for Years 2023 - 2025					
Years & Variances (“Var”)	2023	2024	<i>Var 23-24</i>	2025	<i>Var 24-25</i>
Highest Gross Revenue	\$1,167,073	\$1,447,169	24%	\$1,493,655	3%
Lowest Gross Revenue	\$128,007	\$93,118	-27%	\$146,445	57%
Average Gross Revenue	\$443,436	\$478,776	8%	\$513,044	7%
Median Gross Revenue	\$409,398	\$438,468	7%	\$479,183	9%
Total Locations	97	104	7%	109	5%
Number of Locations > Average	39	46	18%	47	2%
Number of Locations < Average	58	58	0%	62	7%
Average # of Years Locations Open	15.61	15.63	0%	16.14	3%

Table 2					
Gross Revenues of Franchised Outlets Within Top 20% for Years 2023 - 2025					
Years & Variances (“Var”)	2023	2024	<i>Var 23-24</i>	2025	<i>Var 24-25</i>
Average Gross Revenues	\$736,901	\$805,182	9%	\$819,352	2%
Median Gross Revenues	\$652,697	\$725,650	11%	\$764,751	5%
Total Locations	19	20	5%	21	5%
Average # of Years Locations Open	16.16	17.97	11%	17.59	-2%

Table 3					
Gross Revenues of Franchised Outlets Within Mid 60% for Years 2023 - 2025					
Years & Variances ("Var")	2023	2024	<i>Var 23-24</i>	2025	<i>Var 24-25</i>
Average Gross Revenues	\$416,097	\$449,453	8%	\$487,627	8%
Median Gross Revenues	\$409,398	\$438,468	7%	\$479,183	9%
Total Locations	59	62	5%	65	5%
Average # of Years Locations Open	16.03	15.44	-4%	15.29	-1%

Table 4					
Gross Revenues of Franchised Outlets Within Bottom 20% for Years 2023 - 2025					
Years & Variances ("Var")	2023	2024	<i>Var 23-24</i>	2025	<i>Var 24-25</i>
Average Gross Revenues	\$234,863	\$238,945	2%	\$281,831	18%
Median Gross Revenues	\$239,877	\$255,898	7%	\$306,516	20%
Total Locations	19	21	11%	22	5%
Average # of Years Locations Open	13.76	15.71	14%	15.81	1%

Table 5
Percentage of Annual Revenue Per Month and Per Quarter
For Years of 2023, 2024 and 2025

Month	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
2023	6.18%	7.55%	9.06%	8.85%	8.53%	9.48%	8.48%	7.33%	9.27%	9.53%	8.86%	6.88%
2024	6.19%	8.21%	9.41%	8.64%	8.89%	9.76%	7.91%	7.60%	8.75%	9.33%	8.92%	6.35%
2025	5.76%	8.13%	8.39%	8.73%	8.97%	10.1%	7.86%	8.23%	8.85%	9.65%	9.01%	6.32%
AVG % Sales/ Mo	6.04%	7.96%	8.95%	8.74%	8.80%	9.78%	8.08%	7.72%	8.96%	9.50%	8.93%	6.52%
AVG % Sales/ Qtr	22.96%			27.32%			24.76%			24.95%		

Table 6	
Profit and Loss Statement Divisions as Percentage of Gross Revenue Of 41 Franchised Outlets for Year of 2024 (calendar year)	
Average Cost of Goods Sold	19.29%
Average Labor	30.52%
Average Rent	13.38%
Average Miscellaneous Cost	7.63%
Average Net Income	29.18%

Table 7					
Gross Revenues Before and After Transfer of Ownership of 9 Franchised Outlets Transferred to New Franchise Owner During the Years of 2023 and 2024 (calendar years)					
	Previous 12 Months	1st 12 Months of New Ownership	<i>Var</i>	2nd 12 Months of New Ownership	<i>Var</i>
Studio 1 (5/2023 Transfer)	\$367,882	\$418,977	13.89%	\$488,334	16.55%
Studio 2 (6/2023 Transfer)	\$524,537	\$666,285	27.02%	\$824,558	23.75%
Studio 3 (7/2023 Transfer)	\$561,736	\$646,904	15.16%	\$769,736	18.99%
Studio 4 (7/2023 Transfer)	\$537,606	\$620,413	15.40%	\$700,168	12.86%
Studio 5 (3/2024 Transfer)	\$449,091	\$516,582	15.03%		
Studio 6 (10/2024 Transfer)	\$185,888	\$195,507	5.17%		
Studio 7 (10/2024 Transfer)	\$557,824	\$588,438	5.49%		
Studio 8 (10/2024 Transfer)	\$744,915	\$762,742	2.39%		
Studio 9 (11/2024 Transfer)	\$235,763	\$408,274	73.17%		
Avg Increase 1st 12 Months			19.19%		
Avg Increase 2nd 12 Months					18.04%

The Average Ticket Price Per Person for 49 reporting franchised outlets during the fiscal year ending September 30, 2025, was \$43.49 per person. This figure is derived from the sales data of 49 franchised locations that operated continuously for the full twelve-month period of the 2025 fiscal year.

Some outlets have sold and earned this amount. Your individual results may differ. There is no assurance you'll sell or earn as much.

Written substantiation for the financial performance representations will be made available to you on reasonable request.

Other than the preceding financial performance representations, we do not make any financial performance representations. We do not authorize our employees or representatives to make any such representations either orally or in writing. We do not make any representations about a franchisee's future financial performance. 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 Sean Goodwin, Vice President of Operations, at 1852 N. Causeway Blvd, Mandeville, Louisiana 70471 or by telephone at (818) 291-5900, 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 (1)**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	101	105	+4
	2024	105	112	+7
	2025	112	124	+12
Company-Owned	2023	4	2	-2
	2024	2	1	-1
	2025	1	1	0
Total Outlets	2023	105	107	+2
	2024	107	113	+6
	2025	113	125	+12

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