

Category	Section	Summary
		provisions that may affect your legal rights, including a waiver of jury trial, waiver of punitive or exemplary damages, and limitations on when claims may be raised. See Sections 14.6 and 14.7. We recommend that you carefully review all of these provisions, and the entire contract, with a lawyer.
w. Choice of law	14.2	Unless contrary to applicable state law, the Development Agreement shall be interpreted and construed under Texas law (without regard to Texas choice of law rules), except that any State law regarding the offer and sale of franchises, franchise relationships, and/or business opportunities will not apply unless the applicable jurisdictional requirements are met.

## **ITEM 18**

### **PUBLIC FIGURES**

We currently do not use any public figure to promote the sale of 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 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 performance at a particular location or under particular circumstances.

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 Dan Fuller at 3000 Olympus Boulevard, Dallas, Texas 75019 or 972-980-9917, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**

**Systemwide Outlet Summary  
For years 2023 to 2025<sup>(1)</sup>**

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2023	101	101	0
	2024	101	97	-4
	2025	97	99	+2
Company- Owned	2023	1131	1130	-1
	2024	1130	1117	-13
	2025	1117	1109	-8
Total Outlets	2023	1232	1230	-2
	2024	1230	1214	-16
	2025	1214	1208	-6

Note 1: All numbers are as of our fiscal year ends. Our fiscal year ends for 2023, 2024 and 2025 are as follows respectively, June 28, and June 26, June 25.

Note 2: Reflects 3 franchised restaurants reacquired by Franchisor.

Note 3: Reflects 116 franchised restaurants reacquired by Franchisor.

Note 4: Reflects 68 franchised restaurants reacquired by Franchisor.

Note 5: As of the end of our 2025 fiscal year, there were 23 Chili's® Special Venues in the following states: Arkansas – 1, Florida– 7, Illinois – 4, Kentucky – 1, Louisiana – 1, Michigan – 1, Minnesota – 1, North Carolina – 0, New Jersey– 1, Nevada– 2, Ohio – 1, Oklahoma – 1, Tennessee – 1, Texas– 2, Wisconsin - 1.