

## 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.

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 Kenn Miller, 6565 N. MacArthur Blvd. #330, Irving, Texas 75039, (267) 264-2345, the Federal Trade Commission and the appropriate state regulatory agencies.

## ITEM 20. OUTLET AND FRANCHISEE INFORMATION

**Table 1 – System-wide Outlet Summary for Years 2023/2024/2025:**

<u>Outlet Type</u>	<u>Year</u>	<u>Outlets at the Start of Year</u>	<u>Outlets at the End of Year</u>	<u>Net Change</u>
Franchised	2023	56	91	+35
	2024	91	158	+67
	2025	158	168	+10
Company Owned <sup>1</sup>	2023	230	224	-6
	2024	224	191	-33
	2025	191	194	+3
Total Outlets	2023	286	315	+29
	2024	315	349	+34
	2025	349	362	+13

<sup>1</sup>Company Owned locations are operated by Hana Group Ops, LLC, an affiliate of Franchisor.

**Table 2 – Transfers of Outlets From Franchisees to New Owners (Other than Franchisor) for Years 2023/2024/2025:**

<u>State</u>	<u>Year</u>	<u>Number of Transfers</u>
Alabama	2023	0
	2024	1
	2025	0
California	2023	0
	2024	0
	2025	0
Florida	2023	1
	2024	1