

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 this Item 19 may only 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.

Written substantiation for the following financial performance representations will be provided to you upon reasonable written request.

The following information reflects certain financial performance for Franchisor Restaurants and Franchised Restaurants in the United States (together "**EPL Restaurants**") that were operating during the entire 2024 fiscal year (which started on December 28, 2023 and ended on December 25, 2024) excluding EPL Restaurants that were temporarily closed for seven or more days and that opened during 2024.

	Transferred to Franchisee from Franchisor	Temporarily Closed for 7 or More Days in 2024	Permanently Closed	Opened During 2024	Reporting Group
Franchised Restaurants	1	4	(1)	2	318
Franchisor Restaurants	(1)	0	0	2	171
EPL Restaurants (Total)	0	4	(1)	4	489

The reporting group of EPL Restaurants includes Franchised Restaurants that were transferred during our 2024 fiscal year in a Franchisee-to-Franchisee transfer but excludes EPL Restaurants that initially opened or closed permanently during our 2024 fiscal year. The reporting group also excludes EPL Restaurants that were the subject of a transfer between us and a Franchisee during our 2024 fiscal year.

The financial performance information presented consists of average net sales for all EPL Restaurants in the reporting group. We compiled the data for Franchisor Restaurants from our financial statements prepared internally by EPL's management. Our results have not been compiled, reviewed or audited by EPL's auditors. We compiled the data for Franchised Restaurants in the reporting group from the sales reports submitted to us by Franchisees, who prepared their reports internally. We have not independently audited or verified the information provided by Franchisees and do not know if all reporting Franchisees have prepared their sales reports on a basis consistent with generally accepted accounting principles.

We have used our discretion in deciding if an EPL Restaurant closure during our 2024 fiscal year was temporary or permanent. Temporary closures of the EPL Restaurant were due to fire, remodel or seasonal campus locations. To be counted as a temporary closure, the EPL Restaurant must have been closed to the public for more than 7 days.

Net Sales of EPL Restaurants for Fiscal Year 2024

The net sales of EPL Restaurants in the reporting group is presented below for the following building categories:

- a) EPL Restaurants with Drive-Thru ("**DT**")
- b) EPL Restaurants without Drive-Thru ("**Others**")
- c) All EPL Restaurants

		(A) ¹		
		<u>EPL Restaurants with Drive-Thru</u>		
		Franchised Restaurants	Franchisor Restaurants	Total EPL Restaurants
Tier 1 Top 25%	Average Net Sales Per EPL Restaurant	3,339,392	3,179,984	3,285,986
	Median Net Sales Per EPL Restaurant	3,184,508	3,089,017	3,151,078
	Total # of EPL Restaurants	70	41	110
	No. of EPL Restaurants Over Average	28	16	40
Tier 2 Mid-high 51% - 75%	Average Net Sales Per EPL Restaurant	2,394,408	2,499,571	2,440,166
	Median Net Sales Per EPL Restaurant	2,409,225	2,515,531	2,434,861
	Total # of EPL Restaurants	69	40	110
	No. of EPL Restaurants Over Average	37	22	53
Tier 3 Mid-low 26%-50%	Average Net Sales Per EPL Restaurant	1,877,883	2,051,313	1,951,129
	Median Net Sales Per EPL Restaurant	1,877,525	2,050,873	1,937,835
	Total # of EPL Restaurants	69	40	109
	No. of EPL Restaurants Over Average	34	20	53
Tier 4 Lowest 25%	Average Net Sales Per EPL Restaurant	1,305,448	1,621,748	1,406,016
	Median Net Sales Per EPL Restaurant	1,336,843	1,620,420	1,453,169
	Total # of EPL Restaurants	70	40	110
	No. of EPL Restaurants Over Average	42	20	59
Total All Restaurants	Average Net Sales Per EPL Restaurant	2,229,953	2,343,383	2,271,552
	Median Net Sales Per EPL Restaurant	2,095,175	2,216,528	2,168,985
	Total # of EPL Restaurants	278	161	439
	No. of EPL Restaurants Over Average	141	78	205
	Maximum Sales	5,576,651	4,416,827	5,576,651
	Minimum Sales	555,823	909,255	555,823

¹ Calculation Methodology:

- 278 Franchise Restaurants with a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- 161 Franchisor Restaurants with a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- 439 Restaurants with a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- Franchised Restaurants, Franchisor Restaurants, and Total EPL Restaurants in the with drive-thru category are calculated independently of each other. Therefore, the Total EPL Restaurants may not total the Franchised Restaurants, Franchisor Restaurants in this category.

		(B) ²		
		<u>EPL Restaurants without Drive-Thru</u>		
		Franchised Restaurants	Franchisor Restaurants	Total EPL Restaurants
Tier 1 Top 25%	Average Net Sales Per EPL Restaurant	2,442,511	2,224,950	2,392,304
	Median Net Sales Per EPL Restaurant	2,383,773	2,209,030	2,305,863
	Total # of EPL Restaurants	10	3	13
	No. of EPL Restaurants Over Average	5	1	5
Tier 2 Mid-high 51% - 75%	Average Net Sales Per EPL Restaurant	2,005,715	1,988,938	2,008,220
	Median Net Sales Per EPL Restaurant	1,996,574	1,988,938	1,996,574
	Total # of EPL Restaurants	10	2	12
	No. of EPL Restaurants Over Average	4	1	5
Tier 3 Mid-low 26%-50%	Average Net Sales Per EPL Restaurant	1,655,969	1,803,634	1,683,301
	Median Net Sales Per EPL Restaurant	1,677,410	1,803,634	1,703,382
	Total # of EPL Restaurants	10	2	12
	No. of EPL Restaurants Over Average	6	1	7
Tier 4 Lowest 25%	Average Net Sales Per EPL Restaurant	1,122,950	1,498,148	1,202,129
	Median Net Sales Per EPL Restaurant	1,206,672	1,495,788	1,299,465
	Total # of EPL Restaurants	10	3	13
	No. of EPL Restaurants Over Average	6	1	8
Total All Restaurants	Average Net Sales Per EPL Restaurant	1,806,786	1,875,444	1,820,518
	Median Net Sales Per EPL Restaurant	1,796,143	1,905,777	1,815,189
	Total # of EPL Restaurants	40	10	50
	No. of EPL Restaurants Over Average	21	4	25
	Maximum Sales	2,923,451	2,292,688	2,923,451
	Minimum Sales	584,338	1,372,987	584,338

² Calculation Methodology:

- 40 Franchise Restaurants without a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- 10 Franchisor Restaurants without a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- 50 Restaurants without a drive-thru were assigned to the appropriate tier by Net Sales ranking.
- Franchised Restaurants, Franchisor Restaurants, and Total EPL Restaurants in the without drive-thru category are calculated independently of each other. Therefore, the Total EPL Restaurants may not total the Franchised Restaurants, Franchisor Restaurants in this category.

		(C) ³		
		<u>All EPL Restaurants</u>		
		Franchised Restaurants	Franchisor Restaurants	Total EPL Restaurants
Tier 1 Top 25%	Average Net Sales Per EPL Restaurant	3,258,264	3,159,608	3,226,185
	Median Net Sales Per EPL Restaurant	3,134,422	3,080,573	3,089,017
	Total # of EPL Restaurants	80	44	123
	No. of EPL Restaurants Over Average	33	17	45
Tier 2 Mid-high 51% - 75%	Average Net Sales Per EPL Restaurant	2,325,085	2,456,288	2,376,694
	Median Net Sales Per EPL Restaurant	2,319,378	2,468,536	2,388,845
	Total # of EPL Restaurants	79	42	122
	No. of EPL Restaurants Over Average	41	23	58
Tier 3 Mid-low 26%-50%	Average Net Sales Per EPL Restaurant	1,842,616	2,031,595	1,915,326
	Median Net Sales Per EPL Restaurant	1,829,397	2,018,213	1,911,142
	Total # of EPL Restaurants	79	42	121
	No. of EPL Restaurants Over Average	40	21	60
Tier 4 Lowest 25%	Average Net Sales Per EPL Restaurant	1,278,610	1,609,966	1,375,329
	Median Net Sales Per EPL Restaurant	1,325,736	1,599,958	1,419,469
	Total # of EPL Restaurants	80	43	123
	No. of EPL Restaurants Over Average	48	21	67
Total All Restaurants	Average Net Sales Per EPL Restaurant	2,176,724	2,316,018	2,225,434
	Median Net Sales Per EPL Restaurant	2,062,881	2,201,365	2,130,931
	Total # of EPL Restaurants	318	171	489
	No. of EPL Restaurants Over Average	162	82	230
	Maximum Sales	5,576,651	4,416,827	5,576,651
	Minimum Sales	555,823	909,255	555,823

³ Calculation Methodology:

- 318 Franchise Restaurants were assigned to the appropriate tier by Net Sales ranking.
- 171 Franchisor Restaurants were assigned to the appropriate tier by Net Sales ranking.
- 489 Restaurants were assigned to the appropriate tier by Net Sales ranking.
- Franchised Restaurants, Franchisor Restaurants, and Total EPL Restaurants in the All EPL Restaurants category are calculated independently of each other. Therefore, the Total EPL Restaurants may not total the Franchised Restaurants, Franchisor Restaurants in this category.

General Notes and Assumptions Relating to this Item 19

Note 1: You should evaluate the information provided in this **Item 19** in relation to the size of the EPL Restaurant that you will establish. Costs may vary significantly depending on size.

Note 2: We compiled the figures contained in this **Item 19** from our financial statements and from actual 52-week fiscal year and actual calendar year sales reports submitted to us by our franchisees.

Note 3: When evaluating the information provided in this **Item 19**, you should consider that the sales information provided by our franchisees and used by us in determining the numerical values provided has not been audited and has not necessarily been prepared on a basis consistent with generally accepted accounting principles.

Note 4: Sales information presented here is of actual historic results of specific EPL Restaurants located in the following states: Arizona, California, Colorado, Louisiana, Nevada, Texas and Utah as detailed below. You should evaluate the information presented in relation to the geographic area in which you will establish an EPL Restaurant. Item 20 below contains the number of EPL Restaurants in each state. EPL Restaurants generally have a stronger brand presence in those geographic areas in which there are more Restaurants and in which Restaurants have been open for a longer period of time. These Restaurants are comprised of various building sizes and building types however the typical size of an in-line EPL Restaurant without a drive-thru is approximately 1,800 to 2,000 square feet and the typical size of an EPL Restaurant with a drive-thru is approximately 1,900 to 2,800 square feet. Your results may vary depending on the size of your restaurant and its premises.

Restaurants in Operation by State

Groups	AZ	CA	CO	LA	NV	TX	UT	Total
Reporting Group - Franchisor Restaurants	0	143	0	0	28	0	0	171
Reporting Group – Franchisee Restaurants	27	241	2	2	5	31	10	318
Reporting Group – EPL Restaurants (Total)	27	384	2	2	33	31	10	489

We do not authorize our employees or representatives to make any financial performance representations either orally or in writing, other than the information described in this item or for information which supplements these tables with respect to performance at particular locations or under particular circumstances. If you are purchasing an existing Restaurant, we may provide you with the actual records of that Restaurant. If you receive any other financial performance information or projections of your future sales, profits, earnings, or income, you should report such communications to our management by contacting our Chief Legal Officer, 3535 Harbor Blvd., Suite 100, Costa Mesa, CA 92626, the Federal Trade Commission and the appropriate state regulatory agencies.