

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 only be given 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 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. In making its assumptions for future financial performance, the Franchisor considered such significant factors as all the expenses set forth in Items 5, 6, and 7. 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 Donald Marks, CEO at 1018 Harding Street, Suite 101, Lafayette, Louisiana 70503 and (337) 233-6211, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table 1
Systemwide Outlet Summary
For Years 2021/2022/2023

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	2021	442	433	-9
	2022	433	409	-24
	2023	409	397	-12
Company-Owned	2021	7	7	0
	2021	7	7	0
	2023	7	7	0
Total Outlets	2021	449	440	-9
	2022	440	416	-24
	2023	416	404	-12