

v. Choice of forum	Section 9.8	Subject to applicable state law, litigation must be in Richardson, Texas, or the closest state or federal located to such city, except as stated in State Addenda to this disclosure document and subject to applicable state law.
w. Choice of law	Section 9.8	Subject to applicable state law, Texas law applies except as otherwise provided in the Franchise Agreement and subject to state laws in those states whose laws require exclusive application and except to the extent governed by the United States Trademark Act.

See State Law Addendum for additional, state-specific disclosures.

18. PUBLIC FIGURES

No public figures are involved in our franchise program.

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 Zhongming Gao, 412 N Bowser Rd, Richardson, TX 75081, (972) 762-1373, the Federal Trade Commission, and the appropriate state regulatory agencies.

20. OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
SYSTEMWIDE OUTLET SUMMARY
As of December 31 for Years 2021, 2022 and 2023

<u>Column 1</u> <u>Outlet Type</u>	<u>Column 2</u> <u>Year</u>	<u>Column 3</u> <u>Outlets at the</u> <u>Start of the</u> <u>Year</u>	<u>Column 4</u> <u>Outlets at the</u> <u>End of the</u> <u>Year</u>	<u>Column 5</u> <u>Net Change</u>
Franchised	2021	15	25	10
	2022	25	46	21
	2023	46	72	26
Company Owned	2021	1	0	-1
	2022	0	0	0
	2023	0	0	0
Total Outlets	2021	16	25	9
	2022	25	46	21
	2023	46	72	26

Table No. 2
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS
(other than the Franchisor)
As of December 31 for Years 2021, 2022 and 2023

<u>Column 1</u> <u>State</u>	<u>Column 2</u> <u>Year</u>	<u>Column 3</u> <u>Number of Trans-</u> <u>fers</u>
California	2021	0

<u>Column 1</u> <u>State</u>	<u>Column 2</u> <u>Year</u>	<u>Column 3</u> <u>Number of Trans-</u> <u>fers</u>
	2022	0
	2023	2
Oklahoma	2021	0
	2022	1
	2023	0
Texas	2021	0
	2022	0
	2023	1
Total	2021	0
	2022	1
	2023	3

Table No. 3
STATUS OF FRANCHISED OUTLETS
As of December 31st for Years 2021, 2023 and 2023

State	Year	Outlets at the Start of the Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations – Other Reasons	Outlets at End of the Year
California	2021	4	2	0	0	0	0	6
	2022	6	6	0	0	0	0	12
	2023	12	4	0	0	0	0	16
Georgia	2021	0	0	0	0	0	0	0
	2022	0	1	0	0	0	0	1
	2023	1	1	0	0	0	0	2
Indiana	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1
Kansas	2021	0	0	0	0	0	0	0
	2022	0	1	0	0	0	0	1
	2023	1	1	0	0	0	0	2
Louisiana	2021	0	0	0	0	0	0	0
	2022	0	1	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Michigan	2021	0	0	0	0	0	0	0
	2022	0	1	0	0	0	0	1
	2023	1	1	0	0	0	0	2
Minnesota	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Missouri	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1
Nevada	2021	2	0	0	0	0	0	2
	2022	2	0	0	0	0	0	2
	2023	2	0	0	0	0	0	2
North Carolina	2021	0	0	0	0	0	0	0
	2022	0	1	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Oklahoma	2021	0	1	0	0	0	0	1
	2022	1	2	0	0	0	0	3
	2023	3	0	0	0	0	0	3
South Carolina	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1

State	Year	Outlets at the Start of the Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations – Other Reasons	Outlets at End of the Year
Texas	2021	9	6	0	0	0	0	15
	2022	15	8	0	0	0	0	23
	2023	23	15	0	0	0	0	38
Washington	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1
Total	2021	16	9	0	0	0	0	25
	2022	25	20	0	0	0	0	46
	2023	46	26	0	0	0	0	72

Table No. 4
STATUS OF COMPANY-OWNED OUTLETS
As of December 31 for Years 2021, 2022 and 2023

<u>Col- umn 1</u> <u>State</u>	<u>Column</u> <u>2</u> <u>Year</u>	<u>Col- umn 3</u> <u>Outlets</u> <u>at the</u> <u>Start of</u> <u>the</u> <u>Year</u>	<u>Column</u> <u>4</u> <u>Outlets</u> <u>Opened</u>	<u>Column 5</u> <u>Outlets Re-</u> <u>acquired</u> <u>from Fran-</u> <u>chisees</u>	<u>Col- umn 6</u> <u>Outlets</u> <u>Closed</u>	<u>Column 7</u> <u>Outlets</u> <u>Sold to</u> <u>Fran-</u> <u>chisees</u>	<u>Col- umn 8</u> <u>Outlets</u> <u>at End</u> <u>of Year</u>
Texas	2021	0	0	0	0	0	0
	2022	0	0	0	0	0	0
	2023	0	0	0	0	0	0
Total	2021	0	0	0	0	0	0
	2022	0	0	0	0	0	0
	2023	0	0	0	0	0	0

Table No. 5
PROJECTED OPENINGS AS OF December 31, 2023 through December 31, 2024

Column 1 State	Column 2 Franchise Agree- ments Signed But Outlet Not Opened	Column 3 Projected New Franchised Outlets in the Next Fiscal Year	Column 4 Projected New Company-Owned Outlets in the Cur- rent Fiscal Year
Texas	0	0-5	0
California	0	0-3	0
Georgia	0	0-1	0
South Carolina	0	0-1	0
Colorado	0	0-1	0
North Carolina	0	0-2	0
Kansas	0	0-1	0
TOTALS	0	0-14	0

The following is a complete listing of all of our current franchisees and the addresses and telephone numbers of all of their operations as of **December 31, 2023**:

Territory	State	Name	Address	Postal Code	Phone
Newark	CA	Bill Truong	7372 Thornton Ave.	94560	(510) 896-8930

Berkeley	CA	Vinh Nguyen	2528A Durant Ave.	94704	(510) 647-8606
Burlingame	CA	Linda Lam	1199 Broadway, Ste 2	94010	(650) 781-3001
Milpitas	CA	Tung Luong	489 E Calaveras Blvd	95035	(669) 263-6350
Costa Mesa	CA	Theodore Vu	891 Baker St., Ste A18	92626	(714) 760-4836
San Diego	CA	Ngoc Le (Tiffany)	4340 Genesee Ave Ste #107	92117	(858) 737-9085
Sacramento	CA	Don Doan	1705 Iron Point Rd Suite 200	95630	(916) 538-4248
Monterrey Park	CA	Eric Chin	550 W. Garvey Ave., Unit C	91754	(626) 766-2306
San Jose	CA	Rebecca Pham	1992 Tully Rd	95122	(408) 824-5915
Garden Grove	CA	Julie Dao	12201 Brookhurst St #B	92841	(714) 591-5100
Buena Park	CA	Diana Tran	7941 Beach Blvd D	90620	(657) 255-4232
Dublin	CA	Thao Huynh	7660 Amador Valley Blvd ste F	94568	(925) 248-8865
Fullerton	CA	Nicholas Nguyen	729 N Placentia Ave	92831	(714) 646-9236
Chula Vista	CA	Ngoc Le (Tiffany)	1010 Broadway STE 5	91911	(619) 349-2283
San Jose	CA	Jaelyn	5353 Almaden Expy m26	95118	(408) 300-1256
Fountain Valley	CA	Hanh	9430 Warner Ave #J	92708	(714) 369-2586
Duluth	GA	Josh Nguyen	3675 Satellite Blvd Suite 1020	30096	(770) 837-0493
Morrow	GA	Uyen Tran	5312 Jonesboro Rd	30260	(470) 225-6247
West Lafayette	IN	Manqi Huang	100 Foundry Dr suite 14	47906	(765) 767-4820
Wichita	KS	Kevin Tuan	8007 E Kellogg Dr #18B	67207	(316) 977-9994
Wichita	KS	Kevin Tuan	2564 N Greenwich Rd Ste 300	67226	(316) 425-0009
New Orleans	LA	Jim Tran	2131 Magazine St	70130	(504) 510-2244
Lansing	MI	Tho Phan	3214 E Michigan Ave Suite E	48912	(517) 721-1031
Grand Rapids	MI	Tin Pham	6101 Kalamazoo Ave SE Unit C	49508	(616) 803-0482
Minneapolis	MN	Xinyao Liu	2929 University Ave SE Floor 1	55414	(612) 208-0782
Creve Coeur	MO	Hameedullah Mohammad	725 N New Ballas Rd	63141	(314) 942-8798
Morrisville	NC	Hannah Ninh	3037 Village Market Place	27560	(984) 333-0783

Las Vegas (1)	NV	Xiaofan Sun	5845 Spring Mountain Rd #8	89146	(702) 685-9969
Las Vegas (2)	NV	Xiaofan Sun	7445 S Durango Dr, Ste 101	89113	(702) 463-6268
Edmond	OK	Quang	900 Northwest 150th Street	73013	(405) 849-5536
Yukon	OK	Annie Lam	335 S Mustang Rd Suite H	73099	(405) 777-8844
OKC	OK	Michelle Ho	10600 S Pennsylvania Ave #6	73170	(405) 725-5033
Greenville	SC	Ashley Tran	12 N Spring St	29601	(864) 203-2263
Allen	TX	Aaron Huynh	945 W Stacy Rd Ste 150	75013	(469) 656-1883
Arlington	TX	Camtu Dang	3701 S Cooper St. #125	76015	(817) 200-6445
Austin	TX	Jonathan Tjahja	2525 W Anderson Ln #285	78757	(512) 291-6681
Fort Worth	TX	Huy Hoang	6235 Oakmont Blvd	76132	(682) 841-1188
N Fort Worth	TX	Phuc Minh Huynh	7451 N. Beach St., Ste 180	75013	(682) 703-2007
Houston	TX	Yuxin Jin	9889 Bellaire Blvd Ste C316	77036	(832) 426-4372
Sugar Land	TX	Yuxin Jin	13540 University Blvd #400	77479	(281) 207-6014
Garland	TX	Dave Nguyen	2645 Arapaho Rd Ste 125	75044	(469) 567-0244
Carrollton	TX	Vivian	2528 Old Denton Rd #150	75006	(682) 331-1955
Dallas	TX	Ryan	5225 Belt Line Road	75254	(972) 850-9082
Coppell	TX	Kay	240 North Denton Tap Road	75019	(469) 451-5015
Forney	TX	Lydia	325 Farm to Market 548	75126	(469) 602-5018
Austin	TX	Khoi	609 Clayton Ln # 110	78752	(512) 551-3386
Dallas	TX	Nam	1917 Greenville Avenue	75206	(469) 498-3711
Richardson	TX	Kenny	2701 Custer Parkway	75080	(972) 685-0202
Hurst	TX	Stephanie Li	1826 Precinct Line Rd	76054	(817) 849-2128
El Paso	TX	Khanh Vuong	7470 Cimarron Market Ave Building 8	79911	(915) 234-2714
Houston	TX	Yuxin Jin	7620 Katy Fwy Ste 310	77024	(832) 740-4098
Rowlett	TX	Vivian	3526 Lakeview Pkwy	75088	(972) 212-4295
Burleson	TX	Antony	1169 N Burleson Blvd #121	76028	(817) 883-1888

Lakeway	TX	Jonathan Tjahja	2011 Main St Suite B-300	78734	(512) 305-3205
Lewisville	TX	Christy	980 W Round Grove Rd #180	75067	(469) 464-4117
Humble	TX	Duc Phung	7036 FM 1960 Suite D	77346	(281) 913-5621
Amarillo	TX	Maivy	5611 Gem Lake Road	79106	(806) 615-2214
Houston	TX	Jack	625 W 19th St	77008	(832) 888-1863
Castle Hills	TX	Nam	8055 West Ave #100	78213	(210) 598-5986
Conroe	TX	Lijuan Qiu	449 S Loop 336 W	77304	(936) 267-2903
Prosper	TX	Trang Ho	1590 W Frontier Pkwy	75078	(469) 481-6145
Houston	TX	Carol Chen	19143 Katy Fwy Suite 400	77094	(281) 676-4208
Rockwall	TX	Levi Le	2930 Ridge Rd	75032	(469) 314-1436
Houston	TX	Jenny Lee	3210 Louisiana St #100	77006	(346) 628-7745
The Colony	TX	Dave Nguyen	4740 State Highway 121	75056	(469) 444-1243
Irving	TX	Kushal Bastakoti	2612 N Belt Line Rd	75062	(972) 600-8207
Austin	TX	Jonathan Tjahja	500 W Canyon Ridge Dr L150	78753	(512) 520-5777
Saginaw	TX	Phuc Minh Huynh	1029 N Saginaw Blvd E8	76179	(682) 224-3006
Round Rock	TX	Jonathan Tjahja	200 University Blvd Ste. 240	78665	(512) 467-4114
Terrell	TX	Sang	516 American Wy	75160	(972) 210-7261
Richmond	TX	Linh Tay	10310 W Grand Pkwy S #104	77406	(346) 696-8205
Renton	WA	Vi Dang	203 S 2nd St Suite C	98057	(425) 282-4087

The following is a list of the name, city and state, and the current telephone number or if unknown, the last known home telephone number of every franchisee who had an outlet terminated, canceled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the franchise agreement during our most recently completed fiscal year or who has not communicated with us or our affiliate within **10** weeks of the date of this Disclosure Document.

Territory	State	Name	Business Address	Postal Code	Phone
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[None]

If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

Our standard franchise agreement, all renewal and transfer agreements, and all agreements to settle disputes with franchisees, generally contain confidentiality clauses. Thus, all our franchisees have signed a confidentiality clause with us. In some instances, current and former franchisees sign provisions restricting their ability to speak openly about their experience with **FENG CHA**. You may wish to speak with current and former franchisees but be aware that not all such franchisees will be able to communicate with you.

The following is a list, to the extent known to us, of the names, addresses, telephone numbers, email addresses, and web addresses of each trademark-specific franchise organization associated with the franchise system being offered which we have created, sponsored, or endorsed: **NONE**.

The following is a list of any independent franchisee organizations that have asked to be included in this disclosure document: **NONE**.

21. FINANCIAL STATEMENTS

Audited financial statements for 2021, 2022 and 2023 are attached as Exhibit A to this Disclosure Document. Our fiscal year-end is December 31.

22. CONTRACTS

Attached are copies of the Franchise Agreement, the State Law Addendum, and all other related agreements you may have to sign when you purchase your franchise. The standard form release agreement that you will be required to sign in certain instances, such as for a transfer or renewal, is found in section 9.9 of the Franchise Agreement.