

For additional disclosures required by certain states, refer to Exhibit I - State Addenda to Disclosure Document

## **Item 18 PUBLIC FIGURES**

We do not use any public figure to promote our franchise.

## **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.

### **1/01/2023 – 12/31/2023 Financial Results**

The following chart contains selected financial performance information for six DaaBIN businesses owned by our affiliates and franchisees that were open for this entire time period.

Notes	Store	Open Date	2022 Sales	2023 Sales	Address
Company Owned	CR	02.12.22	\$1,279,671.96	\$1,339,174.70	1370 Twixt Town Rd., Marion, IA 52302
Royalty Fees			\$63,983.60	\$66,958.74	
Brand Fund Fees			\$12,796.72	\$13,391.75	
Company Owned	RM	02.28.22	\$1,006,622.00	\$712,243.52	130 S Fairview Rd., Rocky Mount, NC 27801
Royalty Fees			\$50,331.10	\$35,612.18	
Brand Fund Fees			\$10,066.22	\$7,122.44	
Company Owned	DBQ	03.26.22	\$568,341.22	\$702,315.38	4482 Dodge St., Dubuque, IA 52003 / 4470 Dodge St., Dubuque, IA 52003
Royalty Fees			\$28,417.06	\$35,115.77	

Brand Fund Fees			\$5,683.41	\$7,023.15	
<b>Franchise</b>	<b>RL</b>	<b>06.16.22</b>	<b>\$581,892.63</b>	<b>\$1,165,794.01</b>	<b>1820 S Main St., Rice Lake, WI 54868</b>
Royalty Fees			\$29,094.63	\$58,289.70	
Brand Fund Fees			\$5,818.93	\$11,657.94	
<b>Franchise</b>	<b>MC</b>	<b>09.08.22</b>	<b>\$322,683.49</b>	<b>\$644,402.76</b>	<b>1740 S Federal Ave., Mason City, IA 50401</b>
Royalty Fees			\$16,134.17	\$32,220.14	
Brand Fund Fees			\$3,226.83	\$6,444.03	
<b>Company Owned</b>	<b>WS</b>	<b>10.22.22</b>	<b>\$247,568.89</b>	<b>\$811,133.72</b>	<b>4353 Raleigh Rd., Pkwy W, Wilson, NC 27896</b>
Royalty Fees			\$12,378.44	\$40,556.69	
Brand Fund Fees			\$2,475.69	\$8,111.34	

Notes:

1. The foregoing data are historic financial performance representations. They are not projections of future performance. At the time of this Disclosure Document, there were 4 operating Affiliate owned businesses and 2 Franchise Owned businesses opened during open for this time period. The Company Owned Outlets or Franchise Owned Outlets do not differ in any way materially from Future Franchise owned Outlets.
2. There are no operating expenses included in this Item 19 which you would need to account for in order to understand Net Income.
3. Our Affiliates do pay royalties and marketing fees to us, we have shown the expenditures (5% Royalty, 1% Brand Fund) for each Affiliate related to those expenses.
4. **Some outlets have sold and earned this amount. Your individual results may differ. There is no assurance that you'll sell or earn as much.**
5. Written substantiation of the information contained in this Item 19 will be made available to prospective franchisees upon reasonable request.

Except for what is included in this Item 19, 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, Andrew Weichers, 4426 Butterfield Road, Cedar Falls, IA 50613, and 319-215-2825, the Federal Trade Commission, and the appropriate state regulatory agencies.

**Item 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table 1**  
**Systemwide Outlet Summary**  
**For Years 2021 to 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	0	0	0
	2022	0	6	+6
	2023	6	3	-3
Company-Owned	2021	0	1	+1
	2022	1	7	+6
	2023	7	8	+1
Total Outlets	2021	0	1	+1
	2022	1	13	+12
	2023	13	11	-2

**Table 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For Years 2021 to 2023**

Column 1 State	Column 2 Year	Column 3 Number of Transfers
N/A	2021	0
	2022	0
	2023	0
Total	2021	0