

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 Vice President of Franchise and Retail Operations, Stephen Lenzovich, Two Jericho Plaza, Suite 200, Jericho, New York 11753 and (516) 237-6000, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary
Fiscal Years 2022 to 2024

| Outlet Type | Fiscal Year | Outlets at the Start of the Fiscal Year | Outlets at the End of the Fiscal Year | Net Change |
|-----------------|-------------|---|---------------------------------------|------------|
| Franchised* | | | | |
| | 2022 | 36 | 35 | -1 |
| | 2023 | 35 | 36 | +1 |
| | 2024 | 36 | 32 | -4 |
| Company-Owned** | | | | |
| | 2022 | 8 | 8 | 0 |
| | 2023 | 8 | 8 | 0 |
| | 2024 | 8 | 8 | 0 |
| Total Outlets | | | | |
| | 2022 | 44 | 43 | -1 |
| | 2023 | 43 | 44 | +1 |
| | 2024 | 44 | 40 | -4 |

* As of June 30, 2024, there was 1 Co-Brand Flowerama Center; as of July 2, 2023, there was 1 Co-Brand Flowerama Center; as of July 3, 2022, there was 1 Co-Brand Flowerama Center.