

## **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.

As of December 31, 2023, there were 14 Franchised Bars in operation. The historical financial performance information contained in this Item 19 reflects certain performance information for the 12 Franchised Bars that were open for at least one full year as of December 31, 2023 (the "Item 19 Bars"), during the period January 1, 2023, through December 31, 2023 (the "Reporting Period"). Two (2) Franchised Bars were excluded from this Item 19 financial performance representation because they were not open for the entire Reporting Period.

The table below shows the Average Gross Sales for Item 19 Bars for the Reporting Period grouped in thirds.

	<b>Count</b>	<b>Average</b>	<b>Min</b>	<b>Max</b>
Top Third	4	\$346,947	\$316,991	\$378,145
Middle Third	4	\$259,522	\$237,726	\$281,510
Bottom Third	4	\$203,103	\$148,126	\$232,763
<b>Total</b>	<b>12</b>	<b>\$269,857</b>	<b>\$148,126</b>	<b>\$378,145</b>

### **GENERAL NOTES APPLICABLE TO ALL TABLES:**

1. The Gross Sales figures represent revenue from the sale of services and the sale of retail items during the Reporting Period, as reported to us by the Item 19 Bars through the reporting system software.
2. Average means the sum of all data points in a set, divided by the number of data points in that set.
3. Gross Sales means the aggregate of all revenue from the sale of products, gift cards, barter or exchange, complimentary services and services from all sources in connection with the Franchised Business, but excluding all refunds made in good faith, any sales and equivalent taxes that Franchisees collect and pay to any governmental taxing authority, and the value of any allowance issued or granted to any of the Franchisee's customers that are credited in full or partial satisfaction of the price of any products and services offered by the Franchised Business.
4. These figures are unaudited.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

**Some stores have earned these amounts. Your individual results may vary. There is no assurance you'll earn as much.**

Other than the preceding financial performance representation, LashKind Franchise Inc. does not make any financial performance representations. 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 Corey Wilde at 1867 Yonge Street, Suite 600, Toronto, Ontario, M4S 1Y5 and (416) 630-6280, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**  
**Systemwide Outlet Summary**  
**For Fiscal Years 2021-2023**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2021	6	7	+1
	2022	7	12	+5
	2023	12	12	0
Company-Owned	2021	1	0	-1
	2022	0	0	0
	2023	0	2	+2
<b>Total Outlets</b>	2021	7	7	0
	2022	7	12	+6
	2023	12	14	+2

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For Fiscal Years 2021-2023**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
All States	2021	1
	2022	0