

Development Agreement		
Provision	Section in Development Agreement	Summary
v. Choice of forum	11	Any action that you bring must be brought in the courts having jurisdiction over Dallas County, Texas. Any action that we bring may be brought in the state or judicial district where we maintain our principal place of business (currently, Dallas, Texas). (The law of your state may also impact this provision.)
w. Choice of law	11	Texas law applies to the Development Agreement. (The law of your state may also impact this provision.)

ITEM 18:**PUBLIC FIGURES**

We do not currently 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 particular location or under particular circumstances.

We provide information in two tables, below. Please review these tables with the notes that follow in this Item 19.

**Table 1:
Historical Annual Gross Sales Of Franchised Units
Not Located In A Hotel**

The following is a statement of the annual gross sales reached by franchised units that are not located inside a hotel premises for the calendar years, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, and 2023. This is a historic representation about these franchised outlets. The franchised outlets included in each year were those open for the full calendar year and were not located within the premises of a hotel. For 2015, four franchised units that did not open until after January 1, 2015 are not included. For 2016, one franchised unit that did not open until after January 1, 2016 are not included. For 2017, five franchised units that did not open until after January 1, 2017 are not included. For 2018, one franchised unit was excluded that was not open for the full year. For 2019, five franchised units were excluded that were not open for the full year. For 2020, one franchised unit was excluded that was not open for the full year. For 2021, one franchised unit was excluded that was not open for the full year. For 2022, one franchised unit was excluded that was not open for the full year. For 2023, two franchised units were excluded that were not open

a full year. If there is no dollar amount entered in a row for a particular restaurant, the restaurant was not in operation for a full 12 months during that year.

This information was compiled from sales information taken from the point of sale systems in the franchised units through our system-wide data management platform. This information has not been audited and we have not taken any steps to independently verify the accuracy of the information.

As of December 31, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, and 2023 there were a total of 20, 24, 25, 22, 20, 24, 21, 21, 20, and 17 franchised units in operation (both outside and within a hotel), respectively. The annual gross sales of franchised units in the table below reflects the experience of 15 specific franchised units in 2015, 19 specific franchised units in 2016, 12 specific franchised units in 2017, 14 specific franchised units in 2018, 12 specific franchised units in 2019, 13 specific franchised units in 2020, 14 specific franchised units in 2021, 12 specific franchised units in 2022, and 11 specific franchised units in 2023, all of which are not located in a hotel, and should not be considered as the actual or probable annual gross sales that will be realized by any given franchisee.

Table 1:
Historical Annual Gross Sales of Franchised Units
Not Located in a Hotel

	Annual Gross Sales (2015)	Annual Gross Sales (2016)	Annual Gross Sales (2017)	Annual Gross Sales (2018)	Annual Gross Sales (2019)	Annual Gross Sales (2020)	Annual Gross Sales (2021)	Annual Gross Sales (2022)	Annual Gross Sales (2023)
Rest. #1	\$3,511,883	\$2,953,462	\$2,426,376	\$1,941,195	Note 1				
Rest. #2	\$4,189,892	\$4,041,851	Note 1						
Rest. #3	\$2,529,217	\$2,457,995	\$2,667,918	\$2,616,221	\$2,487,222	\$1,440,476	\$2,260,458	\$2,374,485	\$2,633,518
Rest. #4	\$3,177,717	\$3,282,823	\$3,238,005	\$3,259,627	\$3,048,368	Closed			
Rest. #5	\$4,706,700	\$4,675,563	Note 1						
Rest. #6	\$1,780,251	\$1,604,439	\$1,696,876	\$1,723,513	\$1,723,716	\$1,234,602	\$1,991,579	\$1,542,205	\$1,490,862
Rest. #7	\$3,443,363	\$3,283,440	Note 1						
Rest. #8	\$4,946,453	\$4,713,542	Note 1						
Rest. #9	\$2,908,992	\$2,800,561	Note 1						
Rest. #10	\$1,571,991	\$1,756,221	\$1,881,388	\$1,761,616	Closed				
Rest. #11	\$4,392,380	\$3,436,951	\$2,865,777	Closed					
Rest. #12	\$1,569,090	\$1,749,231	\$1,674,628	\$1,356,811	\$1,256,156	\$724,362	\$1,143,381	Closed	
Rest. #13	\$1,842,455	\$2,144,632	\$1,894,362	Closed					
Rest. #14	\$3,342,371	\$3,068,715	Note 1						
Rest. #15	\$2,473,471	\$2,162,875	\$1,773,128	Closed					
Rest. #16		\$1,341,664	\$1,280,644	\$1,283,303	\$1,451,298	\$1,182,672	\$1,696,543	\$1,468,806	\$1,437,751
Rest. #17		\$4,134,906	Note 1						
Rest. #18		\$2,222,079	\$2,284,477	\$2,245,723	\$2,656,579	\$1,815,248	\$3,421,019	\$3,204,373	\$3,784,817
Rest. #19		\$2,457,116	\$2,369,243	\$2,477,481	\$2,242,758	\$1,514,504	\$2,766,520	\$2,666,800	\$2,110,506
Rest. #20				\$3,555,852	\$3,519,889	\$1,278,247	\$4,089,266	\$4,017,525	\$3,465,428
Rest. #21				\$2,975,449	\$2,842,662	\$1,901,521	\$3,113,984	\$3,397,670	\$3,646,440
Rest. #22				\$1,766,023	\$1,760,261	\$825,125	\$1,175,506	Closed	Closed
Rest. #23				\$2,292,462	\$1,667,856	Closed			

	Annual Gross Sales (2015)	Annual Gross Sales (2016)	Annual Gross Sales (2017)	Annual Gross Sales (2018)	Annual Gross Sales (2019)	Annual Gross Sales (2020)	Annual Gross Sales (2021)	Annual Gross Sales (2022)	Annual Gross Sales (2023)
Rest. #24				\$2,188,541	\$2,027,244	Closed			
Rest. #25						\$2,469,889	\$3,745,167	\$3,528,576	\$2,988,028
Rest. #26						\$1,845,043	\$3,173,584	\$3,349,913	\$3,074,802
Rest. #27						\$1,312,339	\$2,731,674	\$2,974,851	\$2,938,504
Rest. #28						\$1,190,343	\$3,019,404	\$2,552,224	Assigned
Rest. #29							\$6,727,768	\$6,945,111	\$6,429,609
Average (Mean)	\$3,092,415	\$2,857,267	\$2,171,069	\$2,245,987	\$2,223,667	\$1,441,105	\$2,932,561	\$3,168,545	\$3,090,933
Number of Restaurants at or above avg	8	9	6	6	6	5	7	6	4
Pctg of Restaurants at or above avg	53%	47%	50%	43%	50%	38%	50%	50%	36%
Number of Restaurants below avg	7	10	6	8	6	8	7	6	7
Median	\$3,177,717	\$2,800,561	\$2,089,420	\$2,217,132	\$2,135,001	\$1,312,339	\$2,892,962	\$3,089,612	\$2,988,028

Table 2:
Historical Annual Gross Sales of Franchised Units
Located in a Hotel

The following is a statement of the annual gross sales reached by a subset of franchised units for the calendar years 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022 and 2023. This is a historic representation about our franchised outlets located inside of a hotel premises. The franchised outlets included in each year were those opened by January 1 of that calendar year and that remained in operation as of December 31 of that year. For 2015, 2016, 2017, and 2018 all franchised units located in a hotel were included. For 2019, one franchised unit was excluded that was not open for the full year. For 2020, 2021, 2022, and 2023 all franchise units located in a hotel were included.

If there is no dollar amount entered in a row for a particular restaurant, the restaurant was not in operation for a full 12 months during that year.

This information was compiled from sales information taken from the point of sale systems in the franchised units through our system-wide data management platform. This information has not been audited and we have not taken any steps to independently verify the accuracy of the information.

As of December 31, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, and 2023 there were a total of 20, 24, 25, 22, 20, 24, 21, 21, 20, and 17 franchised units in operation (both outside and within a hotel), respectively. The annual gross sales of franchised units in the table below reflects the experience of 5 specific franchised units in 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, and 6 specified franchised units in 2023 all of which were located in hotels, and should not be considered as the actual or probable annual gross sales that will be realized by any given franchisee.

Table 2:
Historical Annual Gross Sales of Franchised Units
Located in a Hotel

	Annual Gross Sales (2015)	Annual Gross Sales (2016)	Annual Gross Sales (2017)	Annual Gross Sales (2018)	Annual Gross Sales (2019)	Annual Gross Sales (2020)	Annual Gross Sales (2021)	Annual Gross Sales (2022)	Annual Gross Sales (2023)
Restaurant A	\$1,470,865	\$1,345,153	\$1,231,072	\$1,293,762	\$1,066,582	\$455,646	\$650,329	Restaurant A	\$1,470,865
Restaurant B	\$1,942,958	\$1,773,414	\$1,584,506	\$1,398,784	\$1,046,989	Closed		Restaurant B	\$1,942,958
Restaurant C	\$2,419,184	\$2,441,019	\$2,574,989	\$2,748,810	\$2,773,660	\$857,810	\$1,247,770	Restaurant C	\$2,419,184
Restaurant D	\$1,725,737	\$1,764,662	\$1,872,994	\$1,786,465	\$1,749,844	\$965,604	\$1,592,001	Restaurant D	\$1,725,737
Restaurant E	\$2,435,353	\$2,303,068	\$2,146,653	\$2,400,209	\$2,016,885	\$583,535	\$1,226,757	Restaurant E	\$2,435,353
Restaurant F						\$2,908,927	\$4,587,540	Restaurant F	
Restaurant G								Restaurant G	
Average (Mean)	\$1,998,819	\$1,925,463	\$1,882,043	\$1,925,606	\$1,730,792	\$1,154,304	\$1,860,879	Average (Mean)	\$1,998,819
Number of Restaurants at or above average	2	2	2	2	3	1	1	Number of Restaurants at or above average	2
Pctg of Restaurants at or above average	40%	40%	40%	40%	60%	20%	20%	Pctg of Restaurants at or above average	40%
Number of Restaurants below avg	3	3	3	3	2	4	4	Number of Restaurants below avg	3
Median	\$1,942,958	\$1,773,414	\$1,872,994	\$1,786,465	\$1,749,844	\$857,810	\$1,247,770	Median	\$1,942,958

Notes to Tables 1 and 2:

- 1) We acquired these restaurants, so they did not operate as a franchised restaurant for the full 12 months of the year indicated. In 2023 a franchisee assigned their assets to BLH Acquisition Co., LLC.
- 2) This financial performance representation does not include information concerning profits that may be realized in the operation of a Bar Louie restaurant.
- 3) The term “Annual Gross Sales” as used in the Tables 1 and 2 above mean the total gross sales derived from the operation of the Bar Louie Restaurant in the calendar year shown from all sales of products and services made in, upon, or from the unit, whether for cash, check, credit, or otherwise, less sales tax collected from customers and paid to the applicable tax authorities, any refunds to customers, and sales of gift cards not yet redeemed.
- 4) This financial performance representation does not include any information on expenses or costs that you are likely to incur in operating a Bar Louie. In connection with the operation of Bar Louie restaurant, you will incur food and beverage costs, labor costs, occupancy costs (such as rent or mortgage payments), utilities, royalty and advertising payments to us, advertising and promotional expenses, office and administrative expenses, legal and accounting expenses, insurance expenses, equipment and premises maintenance expenses, taxes, various other general and miscellaneous expenses, debt service and owner’s draw. This is not an all-inclusive list of expenses.
- 5) The franchised units included in the above statement above have offered substantially the same products and services that will be offered by new franchise units. The characteristics of the franchised units included in the above statement do not differ materially from those of an outlet of a new franchise if the outlet were to be established within a hotel.
- 6) Factors that may cause material differences in the annual gross sales of franchise units include the following:
 - Management, business, and marketing experience of the franchise owner and the amount of time the franchise owner spends working in the business
 - Personality and attitude of the franchise owner and the employees in dealing with customers
 - Quality of customer service
 - Quality of products prepared by unit
 - Prices charged to customers
 - Traffic count
 - Location, visibility and accessibility of the unit
 - Square footage of the restaurant premises
 - Demographic factors, including population density
 - Local competition
 - Economic conditions
 - Food trends
 - Local weather
 - Outdoor signage
 - Marketing and promotional efforts

- Culture relating to alcohol usage in the surrounding area
- 7) Factors that may cause material differences in the annual gross sales of franchise units located within a hotel include the following:
- Outside signage
 - Parking
 - Accessibility of restaurant
 - Hotel brand
 - Lobby effect
 - What the typical customer is for the specific hotel
- 8) Please carefully consider the above Explanatory Notes below and other factors in evaluating this information and in making any decision to purchase a franchise. These notes are only meant to provide context, and none of the Explanatory Notes in this Item 19 are meant to disclaim any of the information that we provide above.
- 9) You should make your own independent investigation on the possible sales, costs and profit potential of the franchise business. You should seek the advice of appropriate financial, business and legal advisors in connection with the use of the information contained in this financial performance representation and in estimating potential sales from a Bar Louie franchise restaurant.

Some Restaurants have achieved these sales and cost figures. Your individual results may differ. There is no assurance that you'll reach the same results.

Written substantiation of the data used in preparing this statement will be made available to prospective franchisees upon written request.

Other than the preceding financial performance representations, we do 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 our management by contacting our CEO, Brian K. Wright, at The Colonnade, 15305 Dallas Parkway – 12th Floor, Addison, Texas 75001 (214.845.4800), the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary for 2021 through 2023 (Note 1)

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	21	21	0
	2022	21	20	-1
	2023	20	18	-2
Affiliate-Owned	2021	50	49	-1
	2022	49	47	-2
	2023	47	48	+1
Total Outlets	2021	71	70	-1
	2022	70	67	-3
	2023	67	66	-1

Notes to All Item 20 Tables:

1. The data in these tables is as of the end of our fiscal years in 2021 (December 26, 2021), 2022 (December 25, 2022), and 2023 (December 31, 2023). Our fiscal year ends on the last Sunday of December each year.
2. States that are not listed in these tables did not have activity during the relevant period.

Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
for 2021 through 2023 (Notes 1 and 2)

State	Year	Number of Transfers
All States	2021	0
	2022	0
	2023	0
Totals	2021	0
	2022	0
	2023	0