

Provision	Section in Multi-Unit Operator Agreement	Summary
u. Dispute resolution by arbitration or mediation	19	Arbitration in Vermont, subject to applicable state and federal law
v. Choice of forum	19	Rutland County, Vermont, subject to applicable state and federal law
w. Choice of law	18	Vermont, subject to applicable state and federal law

## 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.

The following represents the historical performance achieved by the 14 company-owned cabins that were open and operating in the 2023 calendar year.

Location	#	Model	Total Gross Sales	Remark	High	Low	Average	Median
Evergreen Walk, South Windsor, CT	1	B&M	\$18,906	<i>Opened in December 2023 - Pop-up</i>	N.A.			
Holiday Valley, NY	1	Cabin	\$228,683		\$87,567	\$19,206	\$57,171	\$60,955
Killington Resort, VT	4	Cabin	\$590,910		\$63,433	\$513	\$28,139	\$25,934
Mount Snow Resort, VT	2	Cabin	\$502,146		\$117,550	\$89	\$38,627	\$19,071
Okemo Mountain, VT	2	Cabin	\$637,486		\$102,778	\$5,761	\$57,953	\$72,705
Pico Mountain, VT	1	Cabin	\$93,593	<i>Closed on Tuesdays and Wednesdays, except Holidays</i>	\$37,637	\$1,090	\$18,719	\$20,197
Sugarbush Resort, VT	1	Cabin	\$167,064		\$45,521	\$4,338	\$27,844	\$34,719

Wachusett Mountain, MA	1	Cabin	\$332,754	Night skiing available	\$120,928	\$2,223	\$55,459	\$53,459
Windham Mountain, NY	1	Cabin	\$137,424		\$48,373	\$21,397	\$34,356	\$23,256
<b>TOTAL</b>	<b>14</b>		<b>\$2,708,968</b>					

The following represents the historical performance achieved by the 33 franchisee-owned cabins that were open and operating in the 2023 calendar year. We have excluded the performance for one cabin located in X that opened and later ceased operations in 2023.

Franchisee / Location	#	Model	Total Gross Sales	Remark	High	Low	Average	Median
Blue Mountain Ski Resort / Palmerton, PA	2	Cabin	\$91,306	Only sales of waffles and cider - Only winter months	\$32,142	\$10,058	\$22,827	\$24,553
Bodhi, LLC / Snoqualmie, WA	1	B&M	\$48,691	Opened in December 2023 - Only winter months	N.A.			
Bracky, LLC / Holmdel, NJ	1	Mobile	\$22,650	Only catering services -Year round	\$4,200	\$0	\$1,888	\$2,380
Camelback Resort / Tannersville, PA	2	Cabin	\$321,229	Only sales of waffles and cider - Only winter months	\$99,637	\$249	\$32,123	\$23,946
Carinthia Cabins, LLC / Gunstock Mountain, NH	1	Cabin	\$13,878	Opened in December 2023 - Only winter months	N.A.			
Exit 32 Baking, LLC / Bretton Woods, NH	1	Cabin	\$87,381	Only winter months	\$34,386	\$1,702	\$17,476	\$18,018
Exit 32 Baking, LLC / Loon Mountain, NH	2	Cabin	\$334,417	Only winter months	\$97,010	\$2,825	\$30,402	\$22,128
Exit 32 Baking, LLC / Sunday River, ME	2	Cabin / Mobile	\$261,516	Cabin only winter months - Mobile +/- year round	\$72,655	\$469	\$17,434	\$12,150
Green Mountain Waffles / Jay Peak Resort, VT	1	Cabin	\$121,620	Only winter months	\$35,813	\$118	\$24,324	\$32,366
Harpers Waffles / Long Beach, NY	1	B&M	\$55,321	Year round	\$11,758	\$1,704	\$4,610	\$3,049
Headwall Holdings, LLC / Steamboat Resort, CO	1	B&M	\$28,092	Opened in December 2023 - Year round	N.A.			
Headwall Holdings, LLC / Winter Park Resort, CO	4	3 Cabin / 1 B&M	\$823,683	Cabins only winter months - B&M +/- year Round	\$54,991	\$173	\$28,403	\$27,668

Jersey Waffle Cabin / Milford, NJ	1	Mobile	\$35,954	<i>Only catering services - Year round</i>	\$8,353	\$632	\$3,995	\$2,987
Ledge Rock / Gore Mountain, NY	1	Cabin	\$222,769	<i>Only winter months</i>	\$78,455	\$1,769	\$31,824	\$37,230
Ledge Rock / Whiteface Mountain, NY	1	Cabin	\$143,402	<i>Only winter months</i>	\$49,757	\$2,284	\$20,486	\$25,060
Northville Waffles / Northville, MI	1	Mobile	\$131,272	<i>Only catering services - Year round</i>	\$76,893	\$0	\$10,939	\$3,874
Philly Waffle Cabin / Lansdale, PA	1	Mobile	\$202,009	<i>Only catering services - Year round</i>	\$37,741	\$5,004	\$16,834	\$13,966
Ragged Waffles, LLC / Ragged Mountain, NH	1	Cabin	\$52,337	<i>Only winter months</i>	\$19,360	\$5,320	\$13,084	\$13,828
Ragged Waffles, LLC / Mount Sunapee, NH	1	Cabin	\$149,257	<i>Only winter months</i>	\$45,581	\$2,809	\$29,155	\$37,863
Ragged Waffles, LLC / Waterville Valley, NH	1	Cabin	\$126,210	<i>Only winter months</i>	\$40,106	\$3,377	\$25,242	\$28,564
Smuggler's Notch Ski Club / Smuggler's Notch, VT	1	Cabin	\$27,278	<i>Only winter months</i>	\$9,844	\$70	\$6,819	\$3,904
State Stone, Inc / Boyne Mountain, MI	1	Cabin	\$296,918	<i>Only winter months</i>	\$97,376	\$1,033	\$29,692	\$7,062
State Stone, Inc / Crystal Mountain, MI	1	Cabin	\$174,725	<i>Only winter months</i>	\$65,609	\$1,221	\$34,945	\$28,454
State Stone, Inc / The Highlands, MI	1	Cabin	\$10,158	<i>Opened in December 2023 - Only winter months</i>	N.A.			
Tonia's Waffle Cabin / Purgatory Resort, CO	1	Cabin	\$77,656	<i>Only sales of waffles and cider - Only winter months</i>	\$22,193	\$273	\$11,094	\$14,471
Vernon Waffle Cabin / Belleayre, NY	1	Cabin	\$212,059	<i>Only winter months</i>	\$63,085	\$2,602	\$42,412	\$47,246
Vernon Waffle Cabin / Mountain Creek, NJ	2	Cabin	\$224,632	<i>Only winter months</i>	\$92,265	\$17,528	\$56,158	\$57,419
Waffle Cabin of Connecticut / Ridgefield, CT	1	Mobile	\$65,180	<i>Only catering services - Year round</i>	\$11,769	\$1,704	\$5,432	\$4,656
WCS, LLC / Snowshoe Mountain Resort, WV	2	Cabin	\$292,826	<i>1 Cabin only winter months - 1 cabin +/- year round</i>	\$49,152	\$213	\$14,641	\$3,816
TOTAL	38		\$4,654,426					

**These outlets have earned these amounts. Your individual results may differ. There is no assurance that you'll earn as much.**

**Notes:**

- The above figures are the actual results for all Franchised Businesses in the Waffle Cabin System. Restaurants are primarily located at ski resorts (open during the winter months) but

may be located at other non-traditional locations like malls or other seasonal locations like beachfront properties.

- The Gross Sales reported for Blue Mountain Ski Resort, Tonia’s Waffle Cabin, and Camelback Resort include only sales of waffles and apple cider.
- “Gross Sales” is defined as all income of any type or nature and from any source that was derived or received directly or indirectly from, through, by or on account of the operation of the franchised location, in whatever form and from whatever source, including, but not limited to, cash, services, in kind from barter and/or exchange, on credit or otherwise, as well as business interruption insurance proceeds, all without deduction for expenses, including marketing expenses and taxes. “Gross Sales” does not include sales tax that is collected from customers and actually transmitted to the appropriate taxing authorities.
- Bracky, Northville Waffles, Philly Waffle Cabin, Jersey Waffle Cabin and Waffle Cabin of Connecticut operated only catering services in 2023.

The Franchised Businesses report Gross Sales information to us based upon a uniform reporting system. Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request. The information presented above has not been audited.

Other than the preceding financial performance representation, Atomium, 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 Peter Creyf at 18 Night Pasture Lane, South Chittenden, Vermont, 05701, and (802)775-0058, the Federal Trade Commission, and the appropriate state regulatory agencies.

## **ITEM 20**

### **OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**  
**Systemwide Outlet Summary**  
**For years 2021, 2022, 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	26	28	+2
	2022	28	34	+6
	2023	34	38	+4
Company-Owned*	2021	18	17	-1
	2022	17	13	-4
	2023	13	14	+1
<b>Total Outlets</b>	<b>2021</b>	<b>44</b>	<b>45</b>	<b>+1</b>
	<b>2022</b>	<b>45</b>	<b>47</b>	<b>+2</b>
	<b>2023</b>	<b>47</b>	<b>52</b>	<b>+5</b>