

## **ITEM 18**

### **PUBLIC FIGURES**

There are no public figures involved with us or this 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 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 BCS Makery, however, we may provide you with the actual records of that BCS Makery. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting Enrique Ramirez at 1-844-283-2489, the Federal Trade Commission and the appropriate state regulatory agencies.

**[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]**

## **ITEM 20**

### **OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**

#### **Systemwide Outlet Summary for 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	59	169	+110
	2022	169	252	+83
	2023	252	262	+10
Company-Owned <sup>1</sup>	2021	8	6	-2
	2022	6	8	+2
	2023	8	9	+1
<b>Total Outlets</b>	<b>2021</b>	<b>67</b>	<b>175</b>	<b>+108</b>
	<b>2022</b>	<b>175</b>	<b>260</b>	<b>+85</b>
	<b>2023</b>	<b>260</b>	<b>271</b>	<b>+11</b>

**Table No. 2**

#### **Transfers of Outlets from Franchisees to New Owners (other than The Franchisor) For Years 2021-2023**

<b>Column 1 State</b>	<b>Column 2 Year</b>	<b>Column 3 Number of Transfers</b>
Alabama	2021	0
	2022	0
	2023	0
Florida	2021	2
	2022	1
	2023	0
Michigan	2021	0
	2022	0
	2023	2
Missouri	2021	2
	2022	2
	2023	0
Ohio	2021	4
	2022	0
	2023	0
Texas	2021	0
	2022	1
	2023	0
<b>TOTAL</b>	2021	8
	2022	4
	2023	2

<sup>1</sup> Please note that company-owned outlets are operated by our affiliate, Buff City Soap LLC, a Delaware limited liability company.