

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 six franchisees operating in a total of seven Territories (each, a “Franchised Location”) and 1 affiliate-owned location (the “Affiliate-Owned Location”). This Financial Performance Representation excludes data in connection with the 3 Franchised Locations that opened during the 2023 calendar year and were not otherwise open for an entire year.

The Financial Performance Representation in this Item 19 details the historical number of meals packed by the Affiliate-Owned Location during the 2016, 2017, 2018, 2019, 2020, 2021, 2022, and 2023 calendar years (collectively, the “Measurement Period”). The Affiliate-Owned Location is located in Naples, Florida and packs meals in Tampa/South Florida as well as the United States as a whole.

Part I of this Item sets forth the number of meals the Affiliate-Owned Location packed during the 2016, 2017, 2018, 2019, 2020, 2021, 2022, and 2023 calendar years throughout the United States.

Part II of this Item sets forth the number of meals the Affiliate-Owned Location packed during the 2016, 2017, 2018, 2019, 2020, 2021, 2022, and 2023 calendar years in Tampa/South Florida, which is representative of the size of a Territory that you will receive under our current form of Franchise Agreement.

Part III of this Item sets forth the number of meals the three Franchised Locations operating in a total of four Territories packed during the 2023 calendar year.

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PART I: TOTAL MEALS PACKED BY THE AFFILIATE-OWNED LOCATION DURING THE MEASUREMENT PERIOD THROUGHOUT THE UNITED STATES

Calendar Year	2016	2017	2018	2019	2020	2021	2022	2023
Meals Packed	6,441,856	8,261,863	8,514,175	10,206,587	3,195,429	6,678,653	9,357,000	10,651,361

PART II: TOTAL MEALS PACKED BY THE AFFILIATE-OWNED LOCATION DURING THE MEASUREMENT PERIOD IN TAMPA/SOUTHWEST FLORIDA

Calendar Year	2016	2017	2018	2019	2020	2021	2022	2023
Meals Packed*	3,222,880	3,512,568	3,429,323	3,324,746	652,888	1,023,864	2,298,961	1,889,882

*We provide the number of meals packed in the Tampa/South Florida area, which is representative of the size of a Territory that you will receive under our current form of Franchise Agreement

PART III: TOTAL MEALS PACKED BY THE FRANCHISED LOCATIONS DURING THE 2023 CALENDAR YEAR

Franchised Location	Meals Packed	Number of Territories
Franchised Location 1*	775,278	2
Franchised Location 2	583,738	1
Franchised Location 3	195,510	1

*This location is operated by Jack Day, our VP of Operations who has signed a Franchise Agreement with us

NOTES

1. “Meals Packed” means the number of meals that a sponsor purchased to be packed during a packing event.
2. The number of meals set forth in Part I also includes the total meals packed in Tampa/South Florida set forth in Part II. The number of meals set forth in Part II (Tampa/South Florida) represents the number of meals that the Affiliate-Owned Location packed within a territory that is substantially similar in size to the Territory you will receive under our current form of Franchise Agreement. Other than the size of the territory, the Affiliate-Owned Location does not have operational characteristics that differ materially from future operational franchised outlets.
3. The Affiliate-Owned Location does not have a signed franchise agreement with us and is not obligated to pay any type of Program Sales or other ongoing fee(s) to us. The Affiliate-Owned Location has been operational for several years and does not incur start-up costs that you are likely to incur in establishing your Franchised Business.

4. Packing events were significantly affected in 2020 and 2021 due to COVID-19.
5. This information was reported to us by our Affiliate-Owned Location. We have not independently audited this information. The Affiliate-Owned Location has been operating since 2007 and is located in Tampa/South Florida. The Affiliate-Owned Location (i) sells the same goods/services that you will be required to sell under your Franchise Agreement, and (ii) is substantially similar to the Franchised Business you will operate under the Franchise Agreement.
6. Written substantiation for this Financial Performance Representation will be made available to you upon reasonable request.
7. **Our Affiliate packed these amounts. Your individual results may differ. There is no assurance that you will pack as much.**

Other than the Financial Performance Representation contained in this Item, 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 our management by contacting Stephen Popper at our corporate offices at 2221 Corporation Blvd., Naples, FL 34109 and (239) 596-8990 or (239) 537-7775, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1:
System-wide Outlet Summary
For years 2021 to 2023

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	0	0	0
	2022	0	4	+4
	2023	4	7	+3
Company-Owned	2021	1	1	0
	2022	1	1	0
	2023	1	1	0
Total Outlets	2021	1	1	0
	2022	1	5	+4
	2023	5	8	+3

Table No. 2:
Transfers of Outlets from Franchisees to New Owners
(Other than the Franchisor)
For years 2021 to 2023

State	Year	Number of Transfers
Wyoming	2021	0
	2022	0
	2023	1
Total	2022	0
	2022	0
	2023	1

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