

<b>THE FRANCHISE RELATIONSHIP</b>		
<b>PROVISION</b>	<b>SECTION IN THE AGREEMENT</b>	<b>SUMMARY</b>
		Vanderburgh County, Indiana. If the parties first submit any claims to mediation and the dispute is unable to be resolved through mediation, then either party may initiate a suit, action, or legal proceeding in Vanderburgh County, Indiana.
(v) Choice of forum	<b>Franchise Agreement:</b> Section 24  <b>MUDA:</b> Section 11	Either party may initiate a suit, action or legal proceeding; provided, however, that such suit, action, or legal proceeding shall only be brought in Vanderburgh County, Indiana.
(w) Choice of Law	<b>Franchise Agreement:</b> Section 24  <b>MUDA:</b> Section 11	Subject to state law, Indiana law applies, except that disputes over the Proprietary Marks will be governed by the United States Trademark Act of 1946 (Lanham Act, 15 U.S.C. Sec. 1051 et seq.) and disputes over copyrights will be governed by federal copyright laws of the United States.

## **ITEM 18** **PUBLIC FIGURES**

We do not presently use any public figures to promote our franchise. We reserve the right to do so in the future.

## **ITEM 19** **FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC's Amended 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 below tables provide the actual historic lowest average, average, and highest average monthly Gross Sales for the relevant time periods in the 2023 fiscal year that the locations were in operation. Corporate includes all corporate shops except the location on South Broadway in Nashville TN. It is a small, drop-site location (e.g. no fryers on site), with a limited menu, inside a hotel. It is not typical of the type of location you will operate. If the location was included, the average monthly gross sales, for 9 corporate shops, would be \$84,314. The information for freestanding locations, end cap/corners (including those in strip malls), in-line units (in strip malls), and locations with drive thrus include both corporate and franchise locations.

	Number of Shops	Lowest Average Monthly Gross Sales	Average Monthly Gross Sales	Highest Average Monthly Gross Sales
Corporate Shops	8	\$ 34,822	\$ 90,950	\$ 142,008
<b>ALL SHOPS (Corporate and Franchises)</b>				
Freestanding	8	\$ 67,541	\$ 106,492	\$ 135,288
End Cap/Corner	18	\$ 41,051	\$ 85,156	\$ 150,794
In-Line (strip mall)	11	\$ 24,859	\$ 55,124	\$ 103,963
<b>ALL SHOPS (Corporate and Franchises) with a Drive Thru</b>				
With Drive Thru	10	\$ 54,696	\$ 104,771	\$ 150,794

As a new franchise, the results achieved by these existing locations may not be typical for your franchise. There is no assurance you'll do as well. If you rely upon these figures, you must accept the risk of not doing as well.

Since we are a relatively new franchise, we are only including initial investment and sales information in the Disclosure Document at this time. We encourage any potential franchisee to work with their accountant to develop pro formas.

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

**Table No. 1**  
**System Wide Outlet Summary For 2021 – 2023**

<b>SYSTEM WIDE OUTLET SUMMARY</b>				
Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised Outlets	2021	0	2	+2
	2022	2	9	+7
	2023	9	29	+20
Company Owned Outlets	2021	4	10	+6
	2022	10	11	+1
	2023	11	9	-2
<b>Total Outlets</b>	<b>2021</b>	<b>4</b>	<b>12</b>	<b>+8</b>
	<b>2022</b>	<b>12</b>	<b>20</b>	<b>+8</b>
	<b>2023</b>	<b>20</b>	<b>38</b>	<b>+18</b>

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners for 2021 - 2023**

<b>TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS</b>		
State	Year	Number of Transfers
<b>All States – Total</b>	<b>2021</b>	<b>0</b>
	<b>2022</b>	<b>0</b>
	<b>2023</b>	<b>1</b>