

## 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 Stores, 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 maybe given only if: (1) a franchisor provides the actual records of an existing Store 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.

There were a total of 145 NÉKTØR JUICE BAR® Stores owned and operated by franchisees as of January 1, 2023. Of these 145, 121 franchise locations have been open and operating for at least one full calendar year without any transfers of controlling interest and are a typical NÉKTØR JUICE BAR® franchised location. Those 121 franchise locations are the ones included in the averages in the chart below. Also, the 28 Stores that opened for business in 2023 and the 11 Stores that closed in 2023 are not included in the chart below as they were not in operation for the full 2023 calendar year.

#### **FRANCHISED STORE GROSS SALE<sup>1</sup> AVERAGES AND MEDIAN PER QUARTILE (2023)**

	Average Gross Sales <sup>1</sup>	Median Gross Sales <sup>1</sup>	Total Stores in Quartile <sup>3</sup>	Number and Percent that Met or Exceeded Average	Lowest/Highest in Quartile
Quartile 1	\$866,865	\$792,470	30	10 / 33%	\$688,345 / \$1,800,319
Quartile 2	\$617,370	\$619,525	30	17 / 57%	\$572,474 / \$685,630
Quartile 3	\$514,693	\$517,165	30	16 / 53%	\$453,150 / \$569,910
Quartile 4	\$375,974	\$386,880	31	19 / 61%	\$178,112 / \$444,903

**Some stores have sold this amount. Your Individual results may differ. There is no assurance that you will sell as much.**

**Notes:**

1. **Gross Sales.** Gross Sales for franchised Stores are those calculated in accordance with the definition included in each respective franchisee's disclosure document and franchise agreement, which are the same or similar to the definition in this disclosure document. The Gross Sales amounts needed for the above calculations were derived from our point-of-sale system and online sales orders.

The financial information is taken from unaudited financial information provided to us by our franchisees and online ordering service providers. It has not been independently audited. The notes that follow the chart are an integral part of the information presented in this item, and provide information to help you better understand the financial information.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

You should conduct an independent investigation of the costs and expenses you will incur in operating your Store. Franchisees or former franchisees listed in this disclosure document may be one source of this information.

Other than the preceding financial performance representation, 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 Store, however, we may provide

you with the actual records of that Store. 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 Steve Schulze at 2488 Newport Boulevard, Suite A, Costa Mesa, California 92627, the Federal Trade Commission, and the appropriate state regulatory agencies.

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

**Table 1**  
**Systemwide Outlet Summary**  
**For Years 2021 to 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	114	127	+13
	2022	127	145	+18
	2023	145	162	+17
Company-Owned	2021	33	31	-2
	2022	31	31	0
	2023	31	31	0
Total Outlets	2021	147	158	+11
	2022	158	176	+18
	2023	176	193	+17

**Table 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For Years 2021 to 2023**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Arizona	2021	0
	2022	0
	2023	1
California	2021	1
	2022	3
	2023	6