

Provision	Section in Franchise Agreement	Section in Area Development Agreement	Summary
w. Choice of law	Paragraph 19.5	Paragraph 13.5	Delaware law applies (subject to State Law, see Exhibit, "P").

See Exhibit P for state specific and other Addenda and Riders.

The provisions of the Franchise Agreement that provide for termination upon your bankruptcy may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101, et seq.).

**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 any franchisor-owned restaurants, if there is a reasonable basis for the information, and if the information is included in this 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 restaurant 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.

During the calendar year 2023, our affiliates APÓLA 1 Inc. and APÓLA 2 Inc. each operated a restaurant open 1 year or longer located in California similar to the franchised restaurant offered in this disclosure document. Our affiliate APÓLA 3 Inc. was open for part of 2023 and operated as a "Ghost" kitchen, closing before the end of 2023. We had one franchised restaurant opened for at least 1 year. Gross Sales for the franchised restaurant is listed in a separate chart. The unaudited annual Gross Revenue for the two similar affiliate locations is noted below. The median Gross Revenue of the two affiliate locations was \$1,268,518.

Affiliate	Location	2023
APÓLA 1 Inc.	Irvine, CA	\$1,804,790
APÓLA 2 Inc.	Yorba, CA	\$1,268,518

Franchise	Location	2023
You Guz! LLC	Riverside, CA*	\$521,790.62

\* Operated in a Food Court.

The earnings claim figures do not reflect cost of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you incur in operating your franchise business. Franchisees or former franchisees, listed in the offering circular (Exhibit "B" and Exhibit "C") may be one source of this information.

**Some outlets have earned this amount. Your individual results may differ. There is no assurance you will earn as much.**

Many factors, including location, management capabilities, local market conditions and other factors, are unique to each restaurant and may significantly impact the financial performance of your franchised business.

Historical costs do not necessarily correspond to future costs because of factors such as pandemics, inflation, changes in minimum wage laws, location, financing, construction costs, lease-related costs such as rent, CAM charges, taxes, interest, insurance and utilities vary from franchised business to franchised business. All information should be evaluated in light of current market conditions including such cost and price information as may then be available.

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

Other than the preceding financial performance representation, we do not make 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 the Franchise Administration Department at 18427 Yorba Linda Blvd., Yorba Linda, California 92886, (833) 328-4976, the Federal Trade Commission, and the appropriate state regulatory agencies.

## **ITEM 20**

### **OUTLETS AND FRANCHISEE INFORMATION**

**Table 1**  
Systemwide Outlet Summary  
For 2021, 2022 and 2023

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of Year</b>	<b>Outlets at the End of Year</b>	<b>Net Change</b>
Franchised	2021	0	0	0
	2022	0	1	+1
	2023	1	1	0