

| <b>Provision</b>  | <b>Section in Regional Developer Agreement</b> | <b>Summary</b>   |
|---|--|--|
| r. Non-competition covenants after the franchise is terminated or expires | 12.2   | Neither you, your principals, nor any immediate family members of you or them may perform services for or have any interest in any competitive business within the Development Area, the Development Area of any other Regional Developer, or within 25 miles of any Restaurant for 18 months. This provision is subject to applicable state law.  |
| s. Modification of the agreement  | 15.11  | No modifications unless you and we both sign; we may amend Manuals at any time.  |
| t. Integration/merger clause  | 15.11  | The Regional Developer Agreement supersedes all prior agreements, representations, and promises. However, nothing in the Regional Developer Agreement will have the effect of modifying or limiting the representations made in this Franchise Disclosure Document or any of its attachments or addenda. No claim made in any Regional Developer or Franchise Agreement is intended to disclaim the express representation made in this Franchise Disclosure Document (subject to applicable state law). |
| u. Dispute resolution by arbitration or mediation                         | 14   | Except for certain identified claims, you and we must mediate all disputes between filing a demand for arbitration. Except for certain claims, you and we must arbitrate all disputes in Maricopa County, Arizona (subject to applicable state law).   |
| v. Choice of forum  | 15.8   | Maricopa County, Arizona (subject to applicable state law).  |
| w. Choice of law  | 15.7   | Arizona law governs, except for matters regulated by the United States Trademark Act (subject to applicable state law).  |

Applicable state law might require additional disclosures or requirements related to the information contained in this Disclosure Document. These additional disclosures, if any, appear in Exhibit G of this Disclosure Document.

## **ITEM 18 PUBLIC FIGURES**

Franchisor does not use any public figure to promote its 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 or 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 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 Lyle Myers, Frankfurters Franchising LLC, 4250 N Drinkwater Blvd, Suite 165, Scottsdale, AZ 85251, lyle@frank-furters.com, (480) 550-8159 the Federal Trade Commission, and the appropriate state regulatory agencies.

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

**TABLE 1 - SYSTEM-WIDE 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> |
|--------------------|-------------|---|---------------------------------------|-------------------|
| Franchisee         | 2021        | 0                                       | 0                                     | 0                 |
|                    | 2022        | 0                                       | 0                                     | 0                 |
|                    | 2023        | 0                                       | 0                                     | 0                 |
| Company Owned      | 2021        | 0                                       | 0                                     | 0                 |
|                    | 2022        | 0                                       | 0                                     | 0                 |
|                    | 2023        | 0                                       | 0                                     | 0                 |
| Total Outlets      | 2021        | 0                                       | 0                                     | 0                 |
|                    | 2022        | 0                                       | 0                                     | 0                 |
|                    | 2023        | 0                                       | 0                                     | 0                 |

**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> |
|--------------|-------------|----------------------------|
| All States   | 2021        | 0                          |
|              | 2022        | 0                          |
|              | 2023        | 0                          |

**TABLE 3 - STATUS OF FRANCHISED OUTLETS FOR YEARS 2021 TO 2023**

| <b>State</b> | <b>Year</b> | <b>Outlets at Start of Year</b> | <b>Outlets Opened</b> | <b>Termination</b> | <b>Non-Renewals</b> | <b>Reacquired by Franchisor</b> | <b>Ceased Operations Other Reasons</b> | <b>Outlets at End of the Year</b> |
|--------------|-------------|---------------------------------|-----------------------|--------------------|---------------------|---------------------------------|--|-----------------------------------|
| All States   | 2021        | 0                               | 0                     | 0                  | 0                   | 0                               | 0                                      | 0                                 |
|              | 2022        | 0                               | 0                     | 0                  | 0                   | 0                               | 0                                      | 0                                 |
|              | 2023        | 0                               | 0                     | 0                  | 0                   | 0                               | 0                                      | 0                                 |

**TABLE 4 - STATUS OF COMPANY-OWNED OUTLETS FOR YEARS 2021 TO 2023**