

	PROVISION	SECTION IN FRANCHISE OR OTHER AGREEMENT	SUMMARY
u.	Dispute resolution by arbitration or mediation	Section 17.2	Except for certain claims, for all disputes, there must be a face to face meeting, mediation and arbitration/litigation. (See state specific addenda).
v.	Choice of forum	Sections 17.2 and 19.2	All dispute resolution must be held in Salt Lake City, Utah or the county where our then-current headquarters is located.
w.	Choice of Law	Sections 19.1 and 19.5	Utah law, the Federal Arbitration Act and the United States Trademark Act apply (subject to applicable state law).

ITEM 18 PUBLIC FIGURES

We do not currently 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 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.

Company Owned Units

The below table in this table, represents an historic financial representation of our 9 company owned Rodizio Grill® units from January 1, 2018 to December 31, 2023. We only included those units that were open for a full 12 months during a given calendar year. We have also included locations owned by anyone listed in Item 2 above.

Year	Number of Units Opened for the Full Year	Gross Sales High	Gross Sales Low	Average Gross Sales	Median Gross Sales	Number of Units that attained or surpassed the average	Percentage of Units that attained or surpassed the average
2018	7	\$4,761,780	\$1,169,198	\$2,363,107	\$2,061,898	3	42.9%
2019	6	\$5,205,685	\$1,075,083	\$2,581,392	\$2,269,534	3	50.0%
2020	8	\$3,982,618	\$425,078	\$1,535,942	\$1,192,439	3	37.5%



2021	8	\$6,732,732	\$1,782,642	\$3,257,235	\$2,814,940	3	37.5%
2022	8	\$8,222,848	\$2,300,632	\$4,153,801	\$3,825,856	4	50.0%
2023	9	\$8,921,737	\$2,099,644	\$4,156,199	\$3,382,009	4	44.4%

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

Franchise Units

The below table represents an historic financial representation of our 12 franchised Rodizio Grill® units from January 1, 2018 to December 31, 2023. We only included those units that were open for a full 12 months during a given calendar year.

Year	Number of Units Opened for the Full Year	Gross Sales High	Gross Sales Low	Average Gross Sales	Median Gross Sales	Number of Units that attained or surpassed the average	Percentage of Units that attained or surpassed the average
2018	14	\$5,177,685	\$837,564	\$2,064,127	\$2,062,028	7	50.0%
2019	15	\$5,152,163	\$938,287	\$2,119,490	\$1,957,554	6	40.0%
2020	13	\$3,237,598	\$323,130	\$1,321,766	\$1,210,995	6	46.2%
2021	10	\$3,613,601	\$1,199,986	\$2,471,869	\$2,388,984	4	40.0%
2022	11	\$4,396,683	\$1,425,000	\$2,749,872	\$2,773,198	7	63.6%
2023	12	\$4,832,924	\$1,341,854	\$2,801,097	\$2,806,967	6	50.0%

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

Notes

1. Gross Sales. The term “gross sales” means includes all revenue of the applicable unit but does not include sales tax.
2. Average. The term “average” means the sum of all data points in a set, divided by the number of data points in that set.
3. Average Gross Sales. The term “average gross sales” means the sum of the gross sales of the locations listed in an applicable group divided by the number of locations in that group.



4. Median. The term “median” means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the 2 numbers in the middle, adding them together, and dividing by 2.
5. Median Gross Sales. The term “median gross sales” means the center gross sales number of all gross sales included in an applicable group.
6. Company Owned Units. These units are located in major metropolitan areas in Colorado, Florida, Utah, and Wisconsin. Our affiliate’s locations offer products and services similar to what our franchisees will offer and follow the same Rodizio Grill® system that our franchisees are required to follow.
7. Franchise Units. All franchise locations are generally located in metropolitan areas and are generally similar other than the amount of time in operation. If a franchise unit was not opened for a full year, its numbers were not included in that year. For example, our Nashville, Tennessee franchisee has been closed since the end of 2020 because its restaurant was destroyed in the 2020 Christmas Day bombing, and our franchisee in Annapolis, Maryland was closed until April 1, 2021 due to COVID-19 restrictions.
8. Gross Sales in 2020. Gross sales in 2020 were affected by government closures and economic circumstances due to COVID-19.

You are strongly urged to make an independent survey of the economic and market conditions and the price structure adopted by competing businesses in your area and the amount of revenue and expenses generated by those businesses and to consult your accountant, attorney or financial advisor. We have not audited the numbers provided in this Item 19 disclosure, and we have not undertaken to otherwise independently verify the accuracy of such information. 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, Phoenix Franchise Group, LLC does 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 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 Phoenix Franchise Group, LLC at 9829 South 1300 East, Ste 302, Sandy, Utah 84094 and 801-567-0500, the Federal Trade Commission, and the appropriate state regulatory agencies.



ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide 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	16	13	-3
	2022	13	15	+2
	2023	15	16	+1
Company Owned	2021	6	6	+0
	2022	6	6	+0
	2023	6	6	+0
Total Outlets	2021	22	19	-3
	2022	19	21	+2
	2023	21	22	+1

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
Colorado	2021	0
	2022	1
	2023	2
Total	2021	0
	2022	1
	2023	2

