

Provision		Section in Franchise Agreement (FA) or Promissory Note (PN)*	Summary
w.	Choice of law	FA: 14B PN: 8	FA: Except for claims under federal trademark law, and the parties' rights under the Federal Arbitration Act, Maryland law applies (subject to state law). PN: Maryland law

Unless otherwise noted, all section references in the above chart relate to the Franchise Agreement.

ITEM 18 PUBLIC FIGURES

We currently do not use any public figure to promote the franchise. No public figure is involved in our actual management or control.

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 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 Sabri Latrech, our Vice President, Real Estate and Franchise at 250 West Pratt Street, 17th Floor, Baltimore, Maryland 21201 and (410) 309-0200, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
System-wide Outlet Summary
For Years 2021 to 2023*

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchise- Owned	2021	230	200	-30
	2022	200	150	-50
	2023	150	102	-48
Company- Owned	2021	157	187	+30
	2022	187	270	+83
	2023	270	345	+75
Total	2021	387	387	+0
	2022	387	420	+33
	2023	420	447	+27

*As of December 31, 2021, 2022, and 2023. This Table No. 1 does not include international franchised outlets or franchised outlets located in the U.S. Territories although references to franchised outlets opened in 2023 in our audited Financial Statements (Exhibit B) include international franchised outlets and outlets located in the U.S. Territories. See Exhibit H for a listing of our franchised outlets located internationally and in the U.S. Territories.

Table No. 2
Transfers of Outlets From Franchisees to New Owners
(Other than the Franchisor or an Affiliate)
For Years 2021 to 2023*

State	Year	Number of Transfers
Florida	2021	1
	2022	0
	2023	0
Missouri	2021	0
	2022	0
	2023	0
South Carolina	2021	1
	2022	0
	2023	0