

* California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington and Wisconsin may require franchisors to make additional disclosures related to the information contained in this Disclosure Document and to amend the franchise agreement to address inconsistencies between the franchise agreement and state law in some areas. If applicable, these additional disclosures and amendments will be furnished to you in a state specific addendum to this Disclosure Document. See Exhibit “G” to this Disclosure Document.

Item 18

PUBLIC FIGURES

Chick-fil-A does not use any public figure to promote its franchises.

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.

As of December 31, 2023, there were approximately 2,964 domestic Chick-fil-A Restaurants open and operating, including approximately 2,552 domestic company-operated and franchised Operator Chick-fil-A Restaurants and 412 domestic Chick-fil-A Licensed Units. The domestic Chick-fil-A Restaurants which are operated by Chick-fil-A and Chick-fil-A Operators, and their annual sales volumes are not the subject of these Financial Performance Representations.

As of December 31, 2023, all 412 domestic Chick-fil-A Licensed Units were being operated by independent, franchised Licensees. Approximately 384 of those 412 domestic Chick-fil-A Licensed Units being operated by Licensees had been open for at least one full calendar year as of December 31, 2023 and had been operated by Licensees during the entire year. The 384 domestic Chick-fil-A Licensed Units that had been open for at least one full calendar year as of December 31, 2023 and their annual sales volumes are the subject of these Financial Performance Representations and discussed below.

In 2023, of the 384 domestic Licensed Units open for at least one full calendar year, 300 Licensed Units are located on college or university campuses. The median annual sales volume of domestic Licensed Units located on college or university campuses that were open at least one year as of December 31, 2023 was \$1,110,784 and the average annual sales volume was \$1,327,108 with 115 of the 300 or 38% that did as well or better than \$1,327,108 in annual sales. The highest and lowest annual sales volume for these college and university Chick-fil-A Licensed Unit locations open for at least one full calendar year in 2023 was \$5,618,437 and \$220,113, respectively. Approximately 11% of these locations had annual sales volumes less than \$500,000; approximately 17% had annual sales volumes between \$500,000 and \$750,000; approximately 15% had annual sales volumes between \$750,000 and \$1,000,000; approximately 40% had annual sales volumes between \$1,000,000 and \$2,000,000; and approximately 17% had annual sales volumes in excess of \$2,000,000.

In 2023, of the 384 domestic Licensed Units open for at least one full calendar year, 84 Licensed Units are located at hospitals, businesses, industries or airports. The median annual sales volume of

domestic Licensed Units located at hospitals, businesses, industries or airports that were open at least one year as of December 31, 2023 was \$2,735,551, and the average annual sales volume was \$3,278,264 with 35 of the 84 or 42% that did as well or better than \$3,278,264 in annual sales. The highest and lowest annual sales volume for these hospital, business, industry and airport Chick-fil-A Licensed Unit locations open for at least one full calendar year in 2023 was \$10,642,104 and \$125,154, respectively. Approximately 11% of these locations had annual sales volumes less than \$1,000,000; approximately 28% had annual sales volumes between \$1,000,000 and \$2,000,000; approximately 29% had annual sales volumes between \$2,000,000 and \$4,000,000; and approximately 32% had annual sales volumes in excess of \$4,000,000.

During the calendar year ending December 31, 2023, 4 domestic Licensed Units located on college or university campuses permanently closed, of which 0 had been open for less than 12 months, and 4 domestic Licensed Units located at a hospital, business, industry or airport permanently closed, of which 0 had been open for less than 12 months.

For purposes of the financial performance representations set forth above, the term “annual sales volume” includes a Chick-fil-A Licensed Unit’s entire gross receipts (excluding only sales taxes levied upon retail sales and payable over to the appropriate governmental authority) from all sales at, from or related to the Chick-fil-A Licensed Unit during the applicable calendar year, whether for cash or on a charge, credit or time basis, including sales and services (i) where orders originate and/or are accepted at or in the Chick-fil-A Licensed Unit, or (ii) pursuant to telephone or other similar orders received or filled at or in the Chick-fil-A Licensed Unit.

The financial performance representations set forth above are based upon a total of 385 domestic Chick-fil-A Licensed Units that were open for at least one year as of December 31, 2023, of which 301 were located on college or university campuses and 84 were located at hospitals, businesses, industries or airports. Both domestic Chick-fil-A Licensed Units located on college or university campuses and domestic Chick-fil-A Licensed Units located at hospitals, businesses, industries or airports are similar with respect to their operations and receive similar services from Chick-fil-A. Because domestic Chick-fil-A Licensed Units located on college or university campuses and domestic Chick-fil-A Licensed Units located at hospitals, businesses, industries or airports achieve generally different levels of financial performance, financial performance representations have been included for each type of unit in order to provide information relevant to prospective Licensees.

Some Chick-fil-A Licensed Units have sold this amount. Your individual results may differ. There is no assurance that you’ll sell as much.

You are urged to consult with appropriate financial, business and legal advisors in connection with the information set forth in this analysis.

A new Licensee’s individual financial results may differ from the results stated in the Financial Performance Representations for the reasons stated below.

The Financial Performance Representations do not reflect the costs of sales or operating expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. The best source of cost and expense data may be from Licensees and former Licensees, some of whom may be listed in Item 20.

Individual Licensees are likely to experience annual sales volume variations. A Chick-fil-A Licensed Unit’s physical location within any particular geographic area, a Chick-fil-A Licensed Unit’s physical location among different geographic areas of the country, the operational skill and the management methods employed by a Licensee, and menu price variations may significantly affect the sales realized in any given