

**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) 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 Jennifer Giffard, LMS Franchising, LLC at 11960 Westline Industrial Drive, Suite 355, St. Louis, Missouri 63146 and (888) 567-7836, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**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	31	20	-11
	2022	20	29	+9
	2023	29	30	+1
Company Owned	2021	3	3	0
	2022	3	1	-2
	2023	1	4	+3
Total Outlets	2021	34	23	-11
	2022	23	30	+7
	2023	30	34	+4

**TABLE NO. 2**  
**TRANSFER OF OUTLETS FROM FRANCHISEES TO NEW OWNERS**  
**(OTHER THAN THE FRANCHISOR)**  
**FOR YEARS 2021 to 2023**

State	Year	Number of Transfers
Georgia	2021	0
	2022	1
	2023	0
Hawaii	2021	0
	2022	1
	2023	0
Maryland	2021	0
	2022	0
	2023	1
Pennsylvania	2021	0
	2022	0
	2023	1
Totals	2021	0
	2022	2
	2023	2

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