

**ITEM 18**  
**PUBLIC FIGURES**

The Company 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 the 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 our Chief Financial Officer, Joseph A. Lynch, Franchise Concepts, Inc., 5700 Mexico Road, Suite 6, St. Peters, Missouri 63376, telephone (866) 719-8200; the Federal Trade Commission; and the appropriate state regulatory agencies.

## ITEM 20

### OUTLETS AND FRANCHISEE INFORMATION

Outlets listed in this Item include 1  
Showroom Store in Tampa, Florida

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
<b>Franchised</b>	2021	63	60	-3
	2022	60	56	-4
	2023	56	55	-1
<b>Company- Owned</b>	2021	0	0	0
	2022	0	0	0
	2023	0	0	0
<b>Total Outlets</b>	<b>2021</b>	<b>63</b>	<b>60</b>	<b>-3</b>
	<b>2022</b>	<b>60</b>	<b>56</b>	<b>-4</b>
	<b>2023</b>	<b>56</b>	<b>55</b>	<b>-1</b>

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
<b>Colorado</b>	2021	0
	2022	1
	2023	0
<b>Indiana</b>	2021	1
	2022	0
	2023	0
<b>Minnesota</b>	2021	0
	2022	0
	2023	1
<b>Missouri</b>	2021	0
	2022	1
	2023	0
<b>Total</b>	<b>2021</b>	<b>1</b>
	<b>2022</b>	<b>2</b>
	<b>2023</b>	<b>1</b>