

## ITEM 18 PUBLIC FIGURES

We do not 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, and/or affiliate-owned outlets, if there is a reasonable basis for the information, and 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 financial performance 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 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 Franchise Development Department at 600 Playhouse Alley, Unit 504, Pasadena, CA 91101, (626) 628-0850; 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 2021-2023

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	1	22	+21
	2022	22	78	+56
	2023	78	146	+68
Company-Owned <sup>(1)</sup>	2021	6	14	+8
	2022	14	18	+4
	2023	18	23	+5
Total Outlets	2021	7	36	+29
	2022	36	96	+60
	2023	96	169	+73

<sup>(1)</sup> Includes eight Dave's Hot Chicken Businesses owned by our founders, one Dave's Hot Chicken Businesses owned by a partnership between our founders and corporate investors, six Dave's Hot Chicken Businesses owned by us, two Dave's Hot Chicken Businesses owned by one of our officers, two Dave's Hot Chicken Businesses jointly owned by three of our officers and a

