

<b>Provision</b>	<b>Sections in the Franchise Agreement (“FA”) and the Multi-Unit Agreement (“MUA”)</b>	<b>Summary</b>
v. Choice of forum	FA: Section 7.12 MUA: Section 7.8	FA: Litigation must be in New York City except as otherwise noted in Exhibit G (subject to applicable state law). MUA: Same as franchise agreement.
w. Choice of law	FA: Section 7.11 MUA: Section 7.7	FA: New York law applies except as otherwise noted in Exhibit G (subject to applicable state law). MUA: Same as franchise agreement.

See the state addenda for special state disclosures. (Exhibit G.)

### **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, 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 Darren Chen or Sean Lee at KF Tea Franchising LLC, 589 8<sup>th</sup> Ave., 17<sup>th</sup> Floor, New York, NY 10018, telephone 1-855-KFT(538)-9888, the Federal Trade Commission, and the appropriate state regulatory agencies.

## Item 20

### OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1**  
**Systemwide Outlet Summary**  
**For Years 2022 to 2024**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2022	284	338	+54
	2023	338	377	+39
	2024	377	385	+8
Company-Owned	2022	2	2	0
	2023	2	2	0
	2024	0	0	0
Total Outlets	2022	286	340	+54
	2023	340	379	+39
	2024	379	387	+8

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For Years 2022 to 2024**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
CA	2022	2
	2023	0
	2024	1
FL	2022	0
	2023	1
	2024	1
GA	2022	1
	2023	0
	2024	1
IL	2022	0
	2023	0
	2024	1
LA	2022	0
	2023	1
	2024	0
MD	2022	0
	2023	1
	2024	2
MI	2022	1
	2023	0
	2024	1