

**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.

The following information is provided for the purpose of helping you evaluate the potential earnings capability of a BurgerFi Restaurant unit franchise. Please carefully read all information in this Item 19, including the notes following the table, which explain the information and the limitations on the information contained in this Item 19.

**Table A: Annual Gross Sales Franchise Information 2024**

As of December 31, 2024, there were 66 BurgerFi Restaurant unit franchises in operation, all of which were franchised outlets. The Gross Sales information in Table A below is based on Gross Sales for the calendar year 2024 for only the 55 of the 66 franchised outlets that were open and had been operating for a full calendar year at the end of 2024.

| <b>Description</b>  | <b>2024 Average Annual Gross Sales</b> | <b>2024 Median Annual Gross Sales</b> |
|---|--|---------------------------------------|
| All 55 Restaurants<br><i>27 of the 55 (49%) met or exceeded the average</i> | \$1,258,412.18                         | \$1,241,070.54                        |
| Top 25%<br><i>3 of 14 (21%) met or exceeded the average</i>                 | \$1,859,598.62                         | \$ 1,795,680.99                       |
| Top 50%<br><i>4 of 8 (50%) met or exceeded the average</i>                  | \$1,641,091.09                         | \$1,586,350.69                        |
| Bottom 25%<br><i>7 of 14 (50%) met or exceeded the average</i>              | \$648,494.11                           | \$647,310.28                          |
| Bottom 50%<br><i>13 of 28 (46%) met or exceeded the average</i>             | \$889,400.38                           | \$907,464.97                          |

Of the 55 Restaurants represented in Table A above, the highest annual gross sales Restaurant for 2024 was \$1,859,598.62 and the lowest annual gross sales Restaurant for 2024 was \$648,494.11.

**Table B: Annual Gross Sales Corporate Information 2024**

As of December 31, 2024, there were 16 BurgerFi Restaurant corporate locations in operation. The Gross Sales information in Table B below is based on Gross Sales for the calendar year 2024 for these locations that were open and had been operating for a full calendar year at the end of 2024.

| <b>Description</b>   | <b>2024 Average Annual Gross Sales</b> | <b>2024 Median Annual Gross Sales</b> |
|--|--|---------------------------------------|
| All 16 Restaurants<br><i>4 of the 16 (25%) met or exceeded the average</i> | \$1,388,845.05                         | \$1,279,589.54                        |
| Top 25%<br><i>1 of 4 (25%) met or exceeded the average</i>                 | \$1,869,566.25                         | \$1,705,985.31                        |
| Top 50%<br><i>4 of 8 (50%) met or exceeded the average</i>                 | \$1,597,151.56                         | \$1,482,288.30                        |
| Bottom 25%<br><i>2 of 4 (50%) met or exceeded the average</i>              | \$1,137,592.21                         | \$1,145,152.94                        |
| Bottom 50%<br><i>5 of 8 (62%) met or exceeded the average</i>              | \$889,400.38                           | \$907,464.97                          |

Of the 16 Restaurants represented in Table B above, the highest annual gross sales Restaurant for 2024 was \$1,869,566.25 and the lowest annual gross sales Restaurant for 2024 was \$889,400.38.

**Notes to Tables:**

1. "Gross Sales," as used in the tables, means all revenues from the Restaurant, excepting only sales taxes collected and paid to the taxing authority, cash refunded and credit given to customers.
2. The figures in Table A reflect, in part, information reported to us by independent owners of BurgerFi Restaurants. We do not know if the figures reported to us were audited or whether they were prepared in accordance with generally accepted accounting principles (GAAP). We have not independently audited the figures. The tables do not include data relating to licensed units that operate in airports, movie theaters, ghost kitchens, and other non-traditional units, which are differently sized and whose results differ from those of a standard format "BurgerFi" restaurant
3. The Gross Sales data in the tables are a compilation of information from existing Restaurants and should not be considered as the actual results that will be realized by you. Gross Sales do not reflect the actual potential net income of a BurgerFi Restaurant and should not be relied on in calculating profitability. There are a number of fixed and variable costs associated with the development and operation of a BurgerFi Restaurant that are not reflected above and that vary among individual BurgerFi Restaurant franchises. These expenses, which are likely to be significant, include, but are not limited to, the following: costs described in Items 6 and 7 of this Franchise Disclosure Document; rent and other occupancy costs; food and supplies; labor and other employee costs; utilities; taxes; insurance; repairs and maintenance; credit card and bank fees; royalty and

advertising payments; interest or finance charges if you finance some or all of the cost of the franchise; depreciation on property and equipment; accounting and legal fees and general administrative expenses; any pre-opening or amortization of organization costs; costs associated with regulatory compliance; and management costs. We strongly encourage you to consult with your financial advisors in reviewing the information in this Item 19, in particular, in estimating the categories and amount of expenses you will incur in establishing and operating a BurgerFi Restaurant franchise.

4. You should be aware that the financial performance of any particular BurgerFi Restaurant franchise might be affected by a number of factors that may vary due to the individual characteristics of the BurgerFi Restaurant franchise. These factors include, but are not limited to: competition from other franchises; appreciation and acceptance of the products and services offered by your franchise in the community in which your franchise is located; your experience; the quality and effectiveness of your managerial skills; and your decisions with respect to location, additional advertising programs, personnel and cost controls; geographic and socioeconomic conditions in your locality; business cycles; and the performance of the local, national and world economy.
5. Written substantiation for the financial performance representation will be made available to the prospective franchisee on reasonable request.
6. **Some Restaurants have earned these amounts. Your individual results may differ. There is no assurance you will earn as much.**

Other than the preceding financial performance representation, we do not make any financial performance representations. 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 Legal Department in writing, at BurgerFi Franchise LLC, 30955 Northwestern Hwy., Suite 300, Farmington Hills, Michigan 48334, the Federal Trade Commission, and the appropriate state regulatory agencies.

**Table No. 1**  
**Systemwide Outlet Summary**  
**For 2022 to 2024 (Note 2)**

| Outlet Type               | Year | Outlets at the Start of the Year | Outlets at the End of the Year | Net Change |
|---------------------------|------|----------------------------------|--------------------------------|------------|
| Franchised                | 2022 | 94                               | 88                             | -6         |
|                           | 2023 | 88                               | 78                             | -10        |
|                           | 2024 | 78                               | 66                             | -12        |
| Company-Owned<br>(note 3) | 2022 | 24                               | 25                             | +1         |
|                           | 2023 | 25                               | 28                             | +3         |
|                           | 2024 | 28                               | 16                             | -12        |
| Total Outlets             | 2022 | 118                              | 113                            | -5         |
|                           | 2023 | 113                              | 106                            | -7         |
|                           | 2024 | 106                              | 82                             | -24        |

Notes to Item 20 tables:

1. All of the data that we disclose in this Item 20 is unaudited.
2. This reflects data as of our fiscal year end (which falls on December 31<sup>st</sup> each year).
3. States that are not listed had no activity during the relevant years.

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

| State   | Year | Number of Transfers |
|---------|------|---------------------|
| Florida | 2022 | 0                   |
|         | 2023 | 6                   |
|         | 2024 | 0                   |
| Georgia | 2022 | 0                   |
|         | 2023 | 0                   |
|         | 2024 | 2                   |
| Total   | 2022 | 0                   |
|         | 2023 | 6                   |
|         | 2024 | 2                   |