

promote the sale of our franchises. As such, each of the Wahlbergs receive an indirect financial benefit from fees paid by franchisees to us. None of the Wahlbergs have made any direct investment in us.

## 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 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 Randy Sharpe, our President and Chief Executive Officer, at 10785 W. Twain Avenue, Suite 201, Las Vegas, NV 89135, (781) 749-4972, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20

### OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1**  
**Systemwide Outlet Summary**  
**Fiscal Years 2022 to 2024 <sup>(1)</sup>**

Outlet Type	Year	Outlets at Start of Year	Outlets at End of Year	Net change
Franchised	2022	74	92	+18
	2023	92	106	+14
	2024 <sup>(2)</sup>	106	21	-85
Company-Owned	2022	5	5	+0
	2023	5	4	-1
	2024	4	4	0
Total Outlets	2022	79	97	+18
	2023	97	110	+13
	2024	110	25	-85

### NOTES

- (1)** The numbers for 2022-2024 are as of our fiscal year end (respectively, January 1, 2023, December 31, 2023, and December 29, 2024). Our fiscal year ends on the Sunday closest