

## **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.

This Item 19 presents information about historical sales data for TLJ Outlets in 2022, 2023 and 2024. The information presented is not a forecast of future potential performance.

### **"A" Tables – 2022 Eligible Outlets**

The "A" tables below provide "Average Sales" data for the period January 1, 2022 through December 31, 2022 from company or affiliate-owned and franchised TLJ Outlets that operated for the entire calendar year 2022 and are a Traditional Outlet (collectively, the "**2022 Eligible Outlets**"). As of January 1, 2022, there were two affiliate-owned TLJ Outlets and 71 franchised TLJ Outlets in total. Of those Outlets, the 2022 Eligible Outlets include one affiliate-owned Outlet and 52 franchised Outlets. The Eligible Outlets do not include TLJ Outlets that: (i) did not report sales in all 52 weeks of the fiscal year ended December 31, 2022, (ii) were not owned by the same owner throughout the year, or (iii) operated as a Non-Traditional Outlet.

### **"B" Tables – 2023 Eligible Outlets**

The "B" tables below provide "Average Sales" data for the period January 1, 2023 through December 31, 2023 from company or affiliate-owned and franchised TLJ Outlets that operated for the entire calendar year 2023 and are a Traditional Outlet (collectively, the "**2023 Eligible Outlets**"). As of January 1, 2023, there were two affiliate-owned Outlets and 84 franchised TLJ Outlets in total. Of those Outlets, the 2023 Eligible Outlets include two affiliate-owned Outlets and 58 franchised Outlets. The Eligible Outlets do not include TLJ Outlets that: (i) did not report sales in all 52 weeks of the fiscal year ended December 31, 2023, (ii) were not owned by the same owner throughout the year, or (iii) operated as a Non-Traditional Outlet.

### **"C" Tables – 2024 Eligible Outlets**

The "C" tables below provide "Average Sales" data for the period January 1, 2024 through December 31, 2024 from company or affiliate-owned and franchised TLJ Outlets that operated for the entire

calendar year 2024 and are a Traditional Outlet (collectively, the “**2024 Eligible Outlets**”). As of January 1, 2024, there were two affiliate-owned Outlets and 105 franchised TLJ Outlets in total. Of those Outlets, the 2024 Eligible Outlets include two affiliate-owned Outlets and 90 franchised Outlets. The Eligible Outlets do not include TLJ Outlets that: (i) did not report sales in all 52 weeks of the fiscal year ended December 31, 2024, (ii) were not owned by the same owner throughout the year, or (iii) operated as a Non-Traditional Outlet.

**TABLE 1A:  
AVERAGE SALES FOR ELIGIBLE OUTLETS  
FOR JANUARY 1, 2022 THROUGH DECEMBER 31, 2022**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	2	\$2,905,658	50%	1	\$2,905,658	\$3,160,559	\$2,650,757
Franchised Outlets	52	\$1,840,052	44%	23	\$1,575,619	\$5,901,038	\$318,078
Total Outlets	54	\$1,879,519	43%	23	\$1,683,343	\$5,901,038	\$318,078

**TABLE 1B:  
AVERAGE SALES FOR ELIGIBLE OUTLETS  
FOR JANUARY 1, 2023 THROUGH DECEMBER 31, 2023**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	2	\$3,421,516	50%	1	\$3,421,516	\$3,841,317	\$3,001,715
Franchised Outlets	58	\$1,887,649	41%	24	\$1,641,533	\$6,615,098	\$329,286
Total Outlets	60	\$1,938,778	42%	25	\$1,703,189	\$6,615,098	\$329,286

**TABLE 1C:**  
**AVERAGE SALES FOR ELIGIBLE OULTETS**  
**FOR JANUARY 1, 2024 THROUGH DECEMBER 31, 2024**

SUBSET	TOTAL NO. OF OULTETS	AVERAGE SALES	PERCENT AGE OF OULTETS AT OR ABOVE AVERAGE	NUMBER OF OULTETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Oultets	2	\$3,528,957	50%	1	\$3,528,957	\$3,551,219	\$3,506,695
Franchised Oultets	90	\$1,944,938	40%	36	\$1,727,344	\$6,565,805	\$361,295
Total Oultets	92	\$1,979,003	40%	37	\$1,795,132	\$6,565,805	\$361,295

**TABLE 2A:**  
**AVERAGE SALES FOR ELIGIBLE OULTETS OPEN BETWEEN 13 AND 24 MONTHS**  
**FOR JANUARY 1, 2022 THROUGH DECEMBER 31, 2022**

SUBSET	TOTAL NO. OF OULTETS	AVERAGE SALES	PERCENT AGE OF OULTETS AT OR ABOVE AVERAGE	NUMBER OF OULTETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Oultets	1	\$2,650,757	100%	1	\$2,650,757	\$2,650,757	\$2,650,757
Franchised Oultets	5	\$1,528,878	60%	3	\$1,544,043	\$2,177,636	\$653,645
Total Oultets	6	\$1,715,858	50%	3	\$1,675,331	\$2,650,757	\$653,645

**TABLE 2B:**  
**AVERAGE SALES FOR ELIGIBLE OULTETS OPEN BETWEEN 13 AND 24 MONTHS**  
**FOR JANUARY 1, 2023 THROUGH DECEMBER 31, 2023**

SUBSET	TOTAL NO. OF OULTETS	AVERAGE SALES	PERCENT AGE OF OULTETS AT OR ABOVE AVERAGE	NUMBER OF OULTETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
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Company Owned Outlets	-	-	-	-	-	-	-
Franchised Outlets	9	\$1,568,276	44%	4	\$1,503,281	\$3,030,408	\$468,298
Total Outlets	9	\$1,568,276	44%	4	\$1,503,281	\$3,030,408	\$468,298

**TABLE 2C:**  
**AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN BETWEEN 13 AND 24 MONTHS**  
**FOR JANUARY 1, 2024 THROUGH DECEMBER 31, 2024**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	-	-	-	-	-	-	-
Franchised Outlets	13	\$2,197,915	31%	4	\$1,856,472	\$5,805,943	\$750,362
Total Outlets	13	\$2,197,915	31%	4	\$1,856,472	\$5,805,943	\$750,362

**TABLE 3A:**  
**AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN BETWEEN 25 AND 36 MONTHS**  
**FOR JANUARY 1, 2022 THROUGH DECEMBER 31, 2022**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	-	-	-	-	-	-	-
Franchised Outlets	8	\$1,499,417	38%	3	\$1,350,510	\$2,711,132	\$737,517
Total Outlets	8	\$1,499,417	38%	3	\$1,350,510	\$2,711,132	\$737,517

**TABLE 3B:**  
**AVERAGE SALES FOR ELIGIBLE OULTETS OPEN BETWEEN 25 AND 36 MONTHS**  
**FOR JANUARY 1, 2023 THROUGH DECEMBER 31, 2023**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	1	\$3,001,715	100%	1	\$3,001,715	\$3,001,715	\$3,001,715
Franchised Outlets	5	\$1,327,963	40%	2	\$1,325,780	\$2,204,168	\$774,042
Total Outlets	6	\$1,606,922	33%	2	\$1,347,503	\$3,001,715	\$774,042

**TABLE 3C:**  
**AVERAGE SALES FOR ELIGIBLE OULTETS OPEN BETWEEN 25 AND 36 MONTHS**  
**FOR JANUARY 1, 2024 THROUGH DECEMBER 31, 2024**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	-	-	-	-	-	-	-
Franchised Outlets	7	\$1,817,011	57%	4	\$2,093,614	\$3,329,144	\$783,140
Total Outlets	7	\$1,817,011	57%	4	\$2,093,614	\$3,329,144	\$783,140

**TABLE 4A:**  
**AVERAGE SALES FOR ELIGIBLE OULTETS OPEN MORE THAN 36 MONTHS**  
**FOR JANUARY 1, 2022 THROUGH DECEMBER 31, 2022**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST

Company Owned Outlets	1	\$3,160,559	100%	1	\$3,160,559	\$3,160,559	\$3,160,559
Franchised Outlets	39	\$1,949,820	41%	16	\$1,759,491	\$5,901,038	\$318,078
Total Outlets	40	\$1,980,089	40%	16	\$1,803,430	\$5,901,038	\$318,078

**TABLE 4B:  
AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN MORE THAN 36 MONTHS  
FOR JANUARY 1, 2023 THROUGH DECEMBER 31, 2023**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	1	\$3,841,317	100%	1	\$3,841,317	\$3,841,317	\$3,841,317
Franchised Outlets	44	\$2,016,576	39%	17	\$1,781,946	\$6,615,098	\$329,286
Total Outlets	45	\$2,057,125	40%	18	\$1,823,836	\$6,615,098	\$329,286

**TABLE 4C:  
AVERAGE SALES FOR ELIGIBLE OUTLETS OPEN MORE THAN 36 MONTHS  
FOR JANUARY 1, 2024 THROUGH DECEMBER 31, 2024**

SUBSET	TOTAL NO. OF OUTLETS	AVERAGE SALES	PERCENT AGE OF OUTLETS AT OR ABOVE AVERAGE	NUMBER OF OUTLETS AT OR ABOVE AVERAGE	MEDIAN	HIGHEST	LOWEST
Company Owned Outlets	2	\$3,528,957	50%	1	\$3,528,957	\$3,551,219	\$3,506,695
Franchised Outlets	49	\$1,984,871	37%	18	\$1,727,344	\$6,565,805	\$361,295
Total Outlets	51	\$2,045,424	39%	20	\$1,795,132	\$6,565,805	\$361,295

For the purposes of the tables above, “Average Sales” originates from our POS System and includes all revenues generated by a TLJ Outlet or conducted from or with respect to a TLJ Outlet, whether the sales are evidenced by cash, check, credit, charge, account, barter or exchange, but does not include discounts, the sale of food or merchandise for which refunds have been made in good faith to customers, the discounted portion of employee meals, sales, meals, use or excise tax imposed by a governmental authority directly on sales and collected from customers, provided that the amount for the tax is added to the selling price or absorbed therein and is actually paid by you to a governmental authority, the sale of equipment used in the operation of the Outlet, or tips.

**Some Outlets have sold the amounts shown in the tables. Your individual results may differ. There is no assurance you will sell as much.**

The foregoing data related to sales only; these sales figures do not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from the sales figures to obtain your net income or profit.

We obtained these historical financial results from the information submitted by our franchisees and affiliate-owned Outlets. We have not audited or independently verified these financial information nor have we asked questions of the submitting franchisees to determine whether they are in fact accurate and complete, although we have no information or other reason to believe that they are unreliable. No certified public accountant has audited these figures or expressed his or her opinion concerning their content or form.

Characteristics of the included franchised outlets may differ substantially from your Franchised Outlet depending on your previous business and management experience, competition in your area, length of time that the included restaurants have operated compared to your Franchised Outlet, and the services or goods sold at your Franchised Outlet compared to the included Outlets. The sales, profits and earnings of an individual franchisee may vary greatly depending on these and a wide variety of other factors, including the location of the Franchised Outlet, population and demographics in your market area, economic and market conditions, labor, and product costs, etc.

Written substantiation of the data used in preparing these sales figures may be made available to you on reasonable request.

We recommend that you make your own independent investigation to determine whether or not the franchise may be profitable and consult with an attorney and other advisors prior to executing the Franchise Agreement.

Other than in this Item 19, 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 our management by contacting the Legal Department, Tous Les Jours International Corp., 6832 E. Slauon Ave., Commerce, CA 90040, (323) 480-9100, TLJ.legal@cj.net, 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 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>
<b>Franchised</b>	<b>2022</b>	<b>71</b>	<b>84</b>	<b>+13</b>
	<b>2023</b>	<b>84</b>	<b>105</b>	<b>+21</b>
	<b>2024</b>	<b>105</b>	<b>146</b>	<b>+41</b>
<b>Company or Affiliate-Owned</b>	<b>2022</b>	<b>2</b>	<b>2</b>	<b>0</b>
	<b>2023</b>	<b>2</b>	<b>2</b>	<b>0</b>
	<b>2024</b>	<b>2</b>	<b>3</b>	<b>+1</b>
<b>Total Outlets</b>	<b>2021</b>	<b>73</b>	<b>86</b>	<b>+13</b>
	<b>2023</b>	<b>86</b>	<b>107</b>	<b>+21</b>
	<b>2024</b>	<b>107</b>	<b>149</b>	<b>+42</b>

**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>
<b>California</b>	<b>2022</b>	<b>1</b>
	<b>2023</b>	<b>0</b>
	<b>2024</b>	<b>0</b>
<b>Colorado</b>	<b>2022</b>	<b>0</b>
	<b>2023</b>	<b>2</b>
	<b>2024</b>	<b>1</b>
<b>Texas</b>	<b>2022</b>	<b>0</b>
	<b>2023</b>	<b>0</b>
	<b>2024</b>	<b>1</b>
<b>Total</b>	<b>2022</b>	<b>1</b>
	<b>2023</b>	<b>2</b>
	<b>2024</b>	<b>2</b>