

Category	Section in Development Agreement	Summary
p. Death or disability of Developer	Article 9.5	If you are a natural person, on death or permanent disability, the transferee or beneficiary must be approved by us.
q. Non-competition covenants during the term of the franchise	Article 8.1	Same as described above regarding the Franchise Agreement.
r. Non-competition covenants after the franchise is terminated or expires ⁽⁴⁾	Article 8.2	Same as described above regarding the Franchise Agreement.
s. Modification of the Agreement ⁽⁵⁾	Articles 17.4	Development Agreement may not be modified unless mutually agreed to in writing, except we may reduce scope of covenants.
t. Integration/merger clause ⁽⁶⁾	Article 17.4	Only the terms of the Development Agreement and other related written agreements are binding (subject to applicable state law). We do not disclaim or require you to waive reliance on representations made in this Disclosure Document. No other representations or promises will be binding.
u. Dispute resolution by arbitration or mediation	Not applicable	Not applicable
v. Choice of forum ⁽⁷⁾	Article 15.1	Same as described above regarding the Franchise Agreement.
w. Choice of law ⁽⁸⁾	Article 17.5	Same as described above regarding the Franchise Agreement.

Notes:

- (1) A provision of the Franchise Agreement or Development Agreement which terminates the franchise upon bankruptcy of the franchise may not be enforceable under Title 11 United States Code Section 101.
- (2)–(8) See attached State Specific Addenda to Franchise and Development Agreements.

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.

Except as described below, 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 our legal department, 44 Industrial Way, Norwood, Massachusetts 02062, telephone (617) 323-9200, the Federal Trade Commission, and the appropriate state regulatory agencies.

**Analysis of Average Sales and Expenses (Unaudited)
For Parent-Operated Full-Service Uno Restaurants
And Average Sales for Franchised Full-Service Uno Restaurants**

Basis and Assumptions

The sales information which follows was aggregated from parent- and affiliate-owned and franchised Full Service Uno Restaurants open for the entire fiscal year ended October 1, 2024. Parent-owned Uno Restaurants are operated by subsidiaries of our parent company Topco (see Item 1). The expense information which follows was aggregated only from parent-owned Full Service Uno Restaurants, since expense data is not available for franchised Full Service Uno Restaurants.

The parent-owned Full Service Uno Restaurants included in this analysis are mature Restaurants that have continuously been in operation for many years. The Illinois Restaurants have been open for over 80 years. They are located in the following states:

Number of Parent-Owned Full Service Uno Restaurants

Florida	3
Illinois.....	2
Total:.....	5

Statement of Average Sales for all 5 Full-Service <u>Parent-Owned</u> Uno Restaurants Open for the Entire 52 Week Period ended October 1, 2024		
1) Average Annual Sales Volume:	\$2,945,139	
Median Annual Sales Volume:	\$3,002,636	
Highest Annual Sales Volume:	\$3,855,535	
Lowest Annual Sales Volume:	\$2,182,769	
2) Number of Parent-Owned Uno Restaurants over and under the average	Over \$2,945,139	Under \$2,945,139
3) /Percentage of Parent-Owned Uno Restaurants over and under the average	3 / 60%	2 / 40%

Statement of Average Sales for all 16 Full-Service Affiliate-Owned Uno Restaurants Open for the Entire 52 Week Period ended October 1, 2024

1)	Average Annual Sales Volume:	\$1,918,102	
	Median Annual Sales Volume:	\$1,921,747	
	Highest Annual Sales Volume:	\$2,400,112	
	Lowest Annual Sales Volume:	\$1,466,432	
2)	Number of Affiliate-Owned Uno Restaurants over and under the average	Over \$1,918,102	Under \$1,918,102
3)	/Percentage of Affiliate-Owned Uno Restaurants over and under the average	7 / 44%	9 / 56%

Statement of Average Sales for all 29 Full-Service Domestic Franchised Uno Restaurants Open for the Entire 52 Week Period ended October 1, 2024⁽¹⁾

1)	Average Annual Sales Volume:	\$2,287,198	
	Median Annual Sales Volume:	\$2,080,525	
	Highest Annual Sales Volume:	\$4,658,747	
	Lowest Annual Sales Volume:	\$1,256,872	
2)	Number of Domestic Franchised Uno Restaurants over and under the average	Over \$2,287,198	Under \$2,287,198
3)	/Percentage of Domestic Franchised Uno Restaurants over and under the average	10 / 34%	19 / 66% Below

⁽¹⁾ See Item 20 for the states in which Franchised Uno Restaurants operated during our 2024 fiscal year.

The table above contains a comparison of certain financial information received from our franchisees along with the average financial results of our affiliate-owned Full Service Uno Restaurants. The numbers and percentages indicated in the table above relate to the 16 affiliate-owned Full Service Uno Restaurants and 29 domestic franchised Full Service Uno Restaurants open during all of fiscal year 2024 (October 4, 2023 to October 1, 2024). While we suggest that our franchisees utilize a uniform accounting system in reporting, which is consistent with generally accepted accounting principles, it should be expressly noted that we cannot attest to (i) the accuracy of the information received from our franchisees, or (ii) whether such information was actually prepared in accordance with generally accepted accounting principles.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Statement of Average Sales and Expenses of Parent-Owned Full Service Uno Restaurants

The following table sets forth the average sales and expenses (unaudited) for our 5 parent-owned Full Service Uno Restaurants for the 52 week period ending October 1, 2024. The reported average annual net sales was \$2,945,139. This analysis was constructed using the arithmetic mean (average) annual sales and expenses of all 5 parent-owned Full Service Uno Restaurants that were open and operated during the entire fiscal year period. However, certain charges which you will be required to pay to us under the Franchise Agreement (see Items 5 and 6) and other differences in the expenses of a franchised Full Service Uno Restaurant are not included in the table. Our