

ITEM 18

PUBLIC FIGURES

Barbara Corcoran (through her entity BCH Holdings, Inc.) owns fifteen percent (15%) of us and of our affiliates, CMLF and CML. She is a business consultant, real estate investor, author, public speaker, and TV personality on ABC television's show "Shark Tank." Ms. Corcoran is an active member of us and of our Affiliates, possessing certain voting rights, but is not involved with day-to-day management. Ms. Corcoran offers experience, advice, and helps us promote the Marks. Ms. Corcoran invested \$55,000 in exchange for her equity ownership interests in us and our Affiliates.

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 this 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.

Below is a historic representation based on the past performance of existing Storefronts, specifically, the Gross Sales for the period of January 1, 2024, to December 31, 2024, of all franchised Storefronts open during 2024. These franchisees were open for all 12 months in 2024. We did not include data from our Ohio or North Carolina Storefronts as they closed in 2024 (and were not open for the entire year). We did not include data from our California Storefront because it opened in 2024. The annual gross sales information was obtained by us directly from franchisees' point of sales systems.

Fiscal Year 2024 (January 1, 2024 – December 31, 2024)

Annual Gross Sales for Cousins Maine Lobster® Storefronts owned by franchisees

Table 1: Cousins Maine Lobster® Restaurants					
Fiscal Year 2024 (January 1, 2024– December 31, 2024)					
Annual Gross Sales for Cousins Maine Lobster® Restaurants owned by franchisees that operated for a full 12 months (unless noted otherwise)					
Location #	Avg. Monthly Sales	Median Monthly Sales	Highest Monthly Sales	Lowest Monthly Sales	Total Gross Sales
1	\$118,693.94	\$73,098.89	\$ 302,120.50	\$ 18,878.55	\$1,424,327.23
2	\$51,168.86	\$48,972.73	\$ 86,239.72	\$ 43,306.76	\$614,026.33
3	\$52,996.25	\$42,215.17	\$ 170,485.68	\$ 34,060.00	\$635,955.03

Table 2: Cousins Maine Lobster® Restaurants	
U.S. Average Gross Sales	
FOR THE PERIOD January 1, 2024 – December 31, 2024.	
	Franchise Units
Number of Units	3
Average Annual Gross Sales	\$891,436.20
<i>Median</i>	<i>\$635,955.03</i>
<i>(Min – Max)</i>	<i>(\$614,026.33 - \$1,424,327.23)</i>
Number of Units at or Above Average	1
<i>(% of Units)</i>	<i>(33.33%)</i>

Table 3: Cousins Maine Lobster® Restaurants New Unit Weekly Gross Sales – Total New Units Opened in 2024 FOR THE PERIOD January 1, 2024 to December 31, 2024.	
	Franchise Units
Number of New 2024 Units	1
Average Weekly Gross Sales	\$30,748.13
Average Weeks Open	35.86

At your reasonable request, we will provide you with written substantiation for this financial performance representation. See the notes below, which are a material part of this Item.

(1) Some outlets have sold this amount. Your individual results may differ. There is no assurance that you'll sell as much.

(2) As used in this Item 19, "Gross Sales" means all revenue accrued from the sale of all products and performance of services in, at, upon, about, through or from the Storefront, whether for cash or credit and regardless of collection in the case of credit, and income of every kind and nature related to the Storefront, including insurance proceeds and/or condemnation awards for loss of sales, profits or business, as well as the full retail value of any gift certificate or coupon sold for use at the Storefront (fees retained by or paid to third party sellers of such gift certificates or coupons are not excluded from Gross Sales). Gross Sales does not include:

- (i) the amount of any tax imposed by any federal, state, municipal or other governmental authority directly on sales and collected from customers, provided that the amount of any such tax is shown separately and, in fact, paid by the franchisee to the appropriate governmental authority;
- (ii) cash refunds to customers and valid coupons given by your Storefront and used by customers, provided the full price of any product or service was first included in Gross Sales; or
- (iii) tips from customers given to employees.

(3) The revenue representations in this Item do not reflect the cost of sales, operating expenses, or other expenses that must be deducted from Gross Sales figures to obtain net income or profit. The figures above do not reflect any of the expenses necessary to operate a Cousins Maine Lobster® Storefront. Some of the outlets included in this financial performance representation are operated under older forms of franchise agreements than the one included in this Franchise Disclosure Document. Otherwise, we are not aware of any characteristics of the outlets included in this financial performance representation that may differ materially from those of a new franchisee's outlet.

Other than the representation given above, 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. Additionally, written substantiation for the financial performance representations above will be made available to you upon reasonable request. 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 Sabin Lomac at CML Storefront, LLC, 125 John Roberts Road, Unit #2, South Portland, ME 04106.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1.

Systemwide Outlet Summary for Years 2022 through 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	5	7	+2
	2023	7	5	-2
	2024	5	4	-1
Company-Owned	2022	1	0	-1
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	6	7	+1
	2023	7	5	-2
	2024	5	4	-1

TABLE NO. 2

Transfers of Outlets from Franchisees to New Owners (Other than Franchisor or an Affiliate) for Years 2022 through 2024

State	Year	Number of Transfers
Georgia	2022	0
	2023	1
	2024	0
Total	2022	0
	2023	1
	2024	0

TABLE NO. 3

Status of Franchised Outlets for Years 2022 through 2024*

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations - Other Reasons	Outlets at End of the Year
Arizona	2022	0	1	0	0	0	0	1
	2023	1	0	0	0	0	1	0
	2024	0	0	0	0	0	0	0
California	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1
Florida	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2024	1	0	0	0	0	0	1