

	<b>Provision</b>	<b>Section in franchise or other agreement</b>	<b>Summary</b>
u.	Dispute resolution by arbitration or mediation	Article XII of Franchise Agreement	We and you must mediate, and then arbitrate, all disputes within 10 miles of where we have our principal business address at the time the demand is filed (it currently is in Beverly Hills, California), subject to state law.
v.	Choice of forum	Paragraph 12.04 of Franchise Agreement and Paragraph 10 of Confidentiality and Non-Disclosure Agreement	Subject to mediation and arbitration requirements, litigation generally must be where we have our principal business address at the time the action is commenced (it currently is in Beverly Hills, California), subject to state law.
w.	Choice of law	Paragraph 15.01 of Franchise Agreement; Paragraph 10 of Confidentiality and Non-Disclosure Agreement; and Paragraph 11 of Conditional Assignment of Digital Assets	Delaware law applies (subject to state law).

## **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 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.

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 us by contacting Billy Rose at 331 Foothill Road, Suite 100, Beverly Hills, California, 90210 and (424) 230-3702, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20

### OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1**

#### **Systemwide Outlet Summary For Years 2022 to 2024**

<b>Column 1</b>	<b>Column 2</b>	<b>Column 3</b>	<b>Column 4</b>	<b>Column 5</b>
<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at Start of the Year</b>	<b>Outlets at End of the Year</b>	<b>Net Change</b>
Franchised	2022	11	21	+10
	2023	21	40	+19
	2024	40	54	+14
Company-Owned	2022	28*	31*	+3
	2023	31*	36*	+5
	2024	36*	37*	+1
Total Outlets	2022	39*	52*	+13
	2023	52*	76*	+24
	2024	76*	91*	+15

\*Includes one or more short-term new development offices.

**Table No. 2**

#### **Transfers of Outlets from Franchisees to New Owners (other than the Franchisor) For Years 2022 to 2024**

<b>Column 1</b>	<b>Column 2</b>	<b>Column 3</b>
<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
All States	2022	0
	2023	0
	2024	0
Total	2022	0
	2023	0
	2024	0