

Provision	Article in Franchise Agreement	Summary
w. Choice of law	Article 19.1	Louisiana law applies (Subject to state law).

ITEM 18

PUBLIC FIGURES

We do not use any public figures to promote the Pinot’s Palette 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 any reasonable basis for the information and, if the information is included in the disclosure document. Financial information that differs from that included in Item 19 may only be given 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.

The financial performance representations included in this Item 19 contain historical gross sales information of Franchised Businesses (“franchised outlets”) operating in the United States and Canada. The gross sales information is based on gross sales reported by franchisees for our last fiscal year ending December 31, 2024.

As of December 31, 2024, we had 70 franchised outlets in the United States and Canada.

Table 1 includes Gross Sales (defined below) for 65 franchised outlets that were open for at least 24 full months as of December 31, 2024. Table 2 includes Gross Sales for 49 franchised outlets that were open for at least 24 full months as of December 31, 2024, and sell alcohol. The Gross Sales of 5 franchised outlets were excluded from the Gross Sales information in Tables 1 and 2. Of these 5 excluded outlets, the Gross Sales of 1 outlet was excluded because the outlet was not open in 2023, and the Gross Sales of 4 outlets were excluded because the outlets were not open for 12 full months in 2024. In addition, the Gross Sales of 16 franchised outlets have been excluded from Table 2 because the outlets did not sell alcohol as of December 31, 2024. The information presented in Tables 1 and 2 is based on sales information reported to us by our franchisees through the point-of-sale system (“POS”) and has not been audited by us.

“Gross Sales” for purposes of the financial performance representations included in this Item 19, means the total revenue derived from the sale of products and services.

Table 1
Gross Sales for the Year 2024 of Franchised Outlets Open for at Least 24 Months

Rankings	Top 25%	Top 50%	Top 75%	All Studios
Highest Gross Sales	\$1,320,213.00	\$1,320,213.00	\$1,320,213.00	\$1,320,213.00
Lowest Gross Sales	\$575,643.25	\$384,518.57	\$263,145.90	\$108,941.39
Average Gross Sales	\$772,070.74	\$614,509.79	\$517,323.67	\$435,665.99
Median Gross Sales	\$702,767.09	\$351,386.04	\$461,117.00	\$379,708.32
# Exceeding Average	5	10	19	25
% Exceeding Average	31.25%	31.25%	39.58%	38.46%
# of Outlets	16	32	48	65
Average Months Outlets Open	102	110	109	108

Table 2
Gross Sales for the Year 2024 of Franchised Outlets Opened for at Least 24 Months with
Alcohol Sales

Rankings	Top 25%	Top 50%	Top 75%	All Studios
Highest Gross Sales	\$1,320,213.00	\$1,320,213.00	\$1,320,213.00	\$1,320,213.00
Lowest Gross Sales	\$607,123.08	\$457,486.00	\$314,100.50	\$123,702.65
Average Gross Sales	\$832,743.96	\$682,635.07	\$580,020.87	\$487,724.46
Median Gross Sales	\$731,125.21	\$605,415.07	\$534,735.10	\$431,826.13
# Exceeding Average	4	8	15	21
% Exceeding Average	33.33%	33.33%	41.67%	42.86%
# of Outlets	12	24	36	49
Average Months Outlets Open	101	108	108	105

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

Written substantiation for the financial performance representations will be made available to you on reasonable request.

Other than the preceding financial performance representations, we do not make any financial performance representations. 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 Todd Owen, CEO, at 1852 N. Causeway Blvd., Mandeville, Louisiana 70471 or by telephone at (985) 626-3292, 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 (1)

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	84	74	-10
	2023	74	69	-5
	2024	69	67	-2
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	84	74	-10
	2023	74	69	-5
	2024	69	67	-2

Table No. 2
Transfers of Outlets from Franchisees to New Owners (Other Than Franchisor)
For years 2022 to 2024 (1)

State	Year	Number of Transfers
ALABAMA	2022	1
	2023	0
	2024	0
ARIZONA	2022	0
	2023	0
	2024	1
CALIFORNIA	2022	0
	2023	0
	2024	1
KENTUCKY	2022	0
	2023	1
	2024	0
NEVADA	2022	0
	2023	0
	2024	2
NEW JERSEY	2022	0
	2023	0
	2024	2
TENNESSEE	2022	1
	2023	0
	2024	1