

- 2) In addition to the provisions noted in the chart above, the Franchise Agreement contains a number of provisions that may affect your legal rights, including a waiver of jury trial.

## **ITEM 18. PUBLIC FIGURES**

We do not currently 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.

### **Historic Gross Sales Financial Performance Representation**

This Item 19 contains historic Gross Sales information from January through December 2024 for L & L Hawaiian Barbecue restaurants in the United States that have been open for at least twelve months, were open and operating during the entire 2024 calendar year, and have provided financial information to us for the full 2024 calendar year. These restaurants are all generally similar to the restaurants offered under this Disclosure Document (the “**Item 19 Restaurants**”).

Most of the Item 19 Restaurants operate in retail shopping centers, but some of them operate in different settings, including, but not limited to, the following: a university campus, a golf course, a concession stand, an office building, and a military base. Some of the Item 19 Restaurants have atypical operating hours due to their location. (For instance, the Item 19 Restaurant that is located in an office building is not open on weekends). Two Item 19 Restaurants have a drive-thru.

The following Restaurants are excluded from this Item 19: (1) 10 Restaurants that were not open the entire calendar year; (2) three Restaurants that did not provide us with their financial statements, as required; and (3) three L & L Hawaiian Grill and L & L Mixplate Restaurants that operate under the L & L Hawaiian Barbecue System and are currently in the process of converting the signage in their restaurants to the L & L Hawaiian Barbecue trademarks. All five L & L Drive-Inn franchises are also excluded from this Item 19. Zero Restaurants closed in 2024 after having been open for less than 12 months.

The historic Gross Sales data is shown in three tables below. Table 1 below contains Gross Sales data for all 216 Item 19 Restaurants. Table 2 below contains Gross Sales data for the 216 Item 19 Restaurants that are considered to be “franchised” under applicable franchise laws, because they are owned and operated by third-party individuals or entities that are not us, our affiliates, or individuals disclosed in Item 2 of

this Disclosure Document. Table 3 below contains Gross Sales data for the 7 Item 19 Restaurants that are owned, directly or indirectly, by individuals who are disclosed in Item 2 of this Disclosure Document. We do not treat these restaurants as “company-owned,” and our relationship with these Restaurants is substantially the same as our relationship with any other franchisee. However, the two Restaurants in Honolulu are sometimes used as test locations for new menu items or other new ideas for the System, and as training locations. Regardless, applicable franchise laws require that we classify these restaurants as “company-owned” restaurants in this Disclosure Document.

**Table 1: All Item 19 Restaurants**

<b>Sales</b>	<b>No. of Stores</b>	<b>% of Stores</b>	<b>% Cumulative</b>
Over \$2,000,000	16	7%	7%
\$1,500,000 – \$2,000,000	20	9%	17%
\$1,000,000 – \$1,500,000	62	29%	45%
\$750,000 – \$1,000,000	62	29%	74%
\$500,000 – \$750,000	37	17%	91%
Less than \$500,000	19	9%	100%

**Table 2: Franchised Item 19 Restaurants**

<b>Sales</b>	<b>No. of Stores</b>	<b>% of Stores</b>	<b>% Cumulative</b>
Over \$2,000,000	13	6%	6%
\$1,500,000 – \$2,000,000	20	10%	16%
\$1,000,000 – \$1,500,000	58	28%	44%
\$750,000 – \$1,000,000	62	30%	73%
\$500,000 – \$750,000	37	18%	91%
Less than \$500,000	19	9%	100%

**Table 3: Restaurants Owned By Individuals Listed in Item 2**

<b>Sales</b>	<b>No. of Stores</b>	<b>% of Stores</b>	<b>% Cumulative</b>
Over \$2,000,000	3	43%	43%

<b>Sales</b>	<b>No. of Stores</b>	<b>% of Stores</b>	<b>% Cumulative</b>
\$1,500,000 – \$2,000,000	0	0%	43%
\$1,000,000 – \$1,500,000	4	57%	100%
\$750,000 – \$1,000,000	0	0%	100%
\$500,000 – \$750,000	0	0%	100%
Less than \$500,000	0	0%	100%

As described above, the information reflected in the tables above for the Item 19 Restaurants is based upon the reported unaudited gross sales of restaurants in the United States that have been in operation for the full calendar year ending December 31, 2024 and for which the Franchisor has received sales reports for that full calendar year. The term "Gross Sales" is as defined in Item 6.

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

The figures above do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your (franchised business). Franchisees or former franchisees, listed in the Disclosure Document, may be one source of this information

The Gross Sales representations do not reflect the costs of sales or operating expenses to obtain your Net Profit. "Net Profit" means gross profit minus all ordinary and recurring operating expenses, interest, income taxes, depreciation and amortization. This Item 19 does not include any financial performance representations pertaining to Net Profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business.

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

Other than the preceding financial performance representation and any Supplemental Information provided to you, as described above, L & L Franchise, Inc. does 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. With regard to 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 Elisia Flores, CEO of L & L Franchise, Inc., telephone number (808) 951-9888, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20: OUTLETS AND FRANCHISEE INFORMATION**

**Table 1**

<b>Systemwide Outlet Summary for years 2022 to 2024</b>				
<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>	2022	202	207	5
	2023	207	220	13
	2024	220	222	2
<b>Company Owned</b>	2022	7	7	0
	2023	7	7	0
	2024	7	7	0
<b>Total Outlets</b>	2022	209	214	5
	2023	214	227	13
	2024	227	229	2

**Table 2**

<b>Transfers of Outlets from Franchisees to New Owners (Other than the Franchisor) for years 2022 to 2024</b>		
<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
<b>CA</b>	2022	5
	2023	4
	2024	3
<b>CO</b>	2022	1
	2023	0
	2024	0
<b>HI</b>	2022	0
	2023	3
	2024	2
<b>NV</b>	2022	0
	2023	1
	2024	0
<b>TX</b>	2022	3
	2023	0
	2024	0
<b>VA</b>	2022	1