

## **ITEM 18. PUBLIC FIGURES**

We do not use any public figures 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) the franchisor provides the actual records of an existing outlet you are considering buying; or (2) the 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.

### Gross Sales Table

The information in the Gross Sales Table below contains Gross Sales information obtained from Profit and Loss statements provided by our franchisees and is a historical financial performance representation for the United States franchised Teriyaki Shops that met the following criteria: (a) have been in operation for at least one year; (b) were in traditional locations; and (c) provided us complete monthly profit and losses statements (“Conditions”). We have provided the financial information for those Teriyaki Shops that met the Conditions for each calendar year (the twelve-month period commencing on January 1 and ending on December 31) from 2022 to 2024.

<b>Gross Sales<sup>(1)</sup> Table*</b>								
<b>Year</b>	<b>High Gross Sales</b>	<b>Low Gross Sales</b>	<b>Average Gross Sales (“AGS”)</b>	<b>Number of Teriyaki Shops at or above AGS</b>	<b>Percentage of Teriyaki Shops at or above AGS</b>	<b>Median Gross Sales (“MGS”)</b>	<b>Number of Teriyaki Shops at or above MGS</b>	<b>Percentage of Teriyaki Shops at or above MGS</b>
2024	\$3,095,978	\$460,731	\$1,177,195	48	46%	\$1,122,966	53	50%
2023	\$2,644,329	\$368,639	\$1,090,110	43	42%	\$1,014,900	51	50%
2022	\$2,683,444	\$434,302	\$1,042,029	31	40%	\$942,389	39	51%

\* Teriyaki Shops owned by our Predecessor's affiliate do not pay a Royalty Fee but do contribute Marketing Fund Contributions. These Teriyaki Shops are included in the 2022, 2023 and 2024 data.

### Notes to Gross Sales Table and Quartile Tables:

1. “Gross Sales” means the revenues received from the sale of food, beverages, services and other items from in-store dining, carry-out, online orders, delivery, third party voucher sales, catering, and otherwise, including the sale of food and beverages, redemption of gift cards, and merchandise and all other income and consideration of every kind and nature related to the Teriyaki Madness Business or

Teriyaki Madness Business operations (including all proceeds from any business interruption insurance) whether for cash or credit and regardless of collection in the case of credit, but does not include any sales taxes or other taxes collected from customers for, and thereafter paid directly to, the appropriate taxing authority.

2. As of December 31, 2024, we had 156 franchised Teriyaki Shops. The information in the table above is a historical financial performance representation for the 105 franchised Teriyaki Shops that met the Conditions. Fifty-one Teriyaki Shops did not meet this requirement and were not included. Thirty-five were not open for at least one year, three were in non-traditional spaces, and thirteen had incomplete Profit and Loss statements and were unable to be included.

3. As of December 31, 2023, we had 138 franchised Teriyaki Shops. The information in the table above is a historical financial performance representation for the 96 franchised Teriyaki Shops that met the Conditions. Forty-two Teriyaki Shops did not meet this requirement and were not included. Twenty-seven were not open for at least one year, four were in non-traditional spaces, and 1 shop has incomplete Profit and Loss statements and was unable to be included.

4. As of December 31, 2022, we had 121 franchised Teriyaki Shops. The information in the table above is a historical financial performance representation for the 81 franchised Teriyaki Shops that met the Conditions. Forty Teriyaki Shops did not meet this requirement and were not included. Twenty-eight were not open for at least one year, seven managed by a management company affiliated with the franchisor, three were in non-traditional spaces, and two failed to report all months.

5. The above financial performance representations figures do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the Gross Sales figures to obtain your net income or profit.

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

#### Annual Gross Sales by Quartile

The information in the Gross Sales Tables below contains Gross Sales information broken into 4 Quartiles obtained from our franchisees' point of sale systems and is a historical financial performance representation for the United States franchised Teriyaki Shops that met the following criteria: (a) have been in operation for at least one year (b) were in traditional locations; and (c) were in good standing of their Franchise Agreement ("Conditions"). We have provided financial information for those Teriyaki Shops that met the Conditions for each calendar year (the twelve-month period commencing on January 1 and ending on December 31) from 2022 to 2024.

Quartile 1: Gross Sales Table								
Year	High Gross Sales	Low Gross Sales	Average Gross Sales ("AGS")	Number of Teriyaki Shops at or above AGS	Percentage of Teriyaki Shops at or above AGS	Median Gross Sales ("MGS")	Number of Teriyaki Shops at or above MGS	Percentage of Teriyaki Shops at or above MGS
2022	\$1,000,000	\$1,000,000	\$1,000,000	81	100%	\$1,000,000	81	100%
2023	\$1,000,000	\$1,000,000	\$1,000,000	96	100%	\$1,000,000	96	100%
2024	\$1,000,000	\$1,000,000	\$1,000,000	105	100%	\$1,000,000	105	100%

2024	\$3,095,978	\$1,457,348	\$1,744,388	7	27%	\$1,627,845	13	50%
2023	\$2,644,329	\$1,372,509	\$1,687,414	9	36%	\$1,576,853	13	52%
2022	\$2,683,444	\$1,280,406	\$1,629,779	7	37%	\$1,493,945	10	53%

Quartile 2: Gross Sales Table								
Year	High Gross Sales	Low Gross Sales	Average Gross Sales ("AGS")	Number of Teriyaki Shops at or above AGS	Percentage of Teriyaki Shops at or above AGS	Median Gross Sales ("MGS")	Number of Teriyaki Shops at or above MGS	Percentage of Teriyaki Shops at or above MGS
2024	\$1,449,310	\$1,123,143	\$1,291,334	15	58%	\$1,316,562	13	50%
2023	\$1,372,509	\$1,015,903	\$1,179,172	14	54%	\$1,184,094	13	50%
2022	\$1,270,363	\$974,793	\$1,109,356	10	53%	\$1,129,199	10	53%

Quartile 3: Gross Sales Table								
Year	High Gross Sales	Low Gross Sales	Average Gross Sales ("AGS")	Number of Teriyaki Shops at or above AGS	Percentage of Teriyaki Shops at or above AGS	Median Gross Sales ("MGS")	Number of Teriyaki Shops at or above MGS	Percentage of Teriyaki Shops at or above MGS
2024	\$1,122,966	\$845,452	\$983,408	12	46%	\$975,591	13	50%
2023	\$1,013,897	\$784,587	\$881,191	12	46%	\$867,734	13	50%
2022	\$942,389	\$748,302	\$838,092	10	50%	\$840,771	10	50%

#### Quartile 4: Gross Sales Table

--

Year	High Gross Sales	Low Gross Sales	Average Gross Sales ("AGS")	Number of Teriyaki Shops at or above AGS	Percentage of Teriyaki Shops at or above AGS	Median Gross Sales ("MGS")	Number of Teriyaki Shops at or above MGS	Percentage of Teriyaki Shops at or above MGS
2024	\$845,406	\$460,731	\$714,866	16	62%	\$756,326	13	50%
2023	\$779,331	\$368,639	\$607,196	14	56%	\$617,341	13	52%
2022	\$731,499	\$434,302	\$601,623	11	58%	\$618,735	10	53%

#### Same Shop Sales Growth Table

The information in the Same Shop Sales Growth Table below contains total same shop Gross Sales growth percentage for all Franchised Teriyaki Shops that were open for the entirety of the two years compared and the total stacked same shop Gross Sale growth percentage for all Teriyaki Shops between the stated years that were open for the entirety of the multi-year period compared. The information was derived from our franchisees' point of sale systems and is a historical financial performance representation for the United States franchised Teriyaki Shops.

Same Shop Sales Growth Table								
Changes in Same Shop Sales			Changed in Stacked Same Shop Sales					
Years Compared	Number of Shops Included	Percentage Change in Same Shop Sales	Years Compared	Number of Years Stacked	Number of Shops Included	Percentage Change in Stacked Same Shop Sales		
<b>2024 Stacked SSS</b>								
2024 vs 2023	98	3%	2024 vs 2022	2 Years	74	5%		
2023 vs 2022	83	2%	2024 vs 2021	3 Years	58	10%		
2022 vs 2021	73	5%	2024 vs 2020	4 Years	42	36%		
2021 vs 2020	52	23%	2024 vs 2019	5 Years	30	42%		
2020 vs 2019	35	7%	2024 vs 2018	6 Years	23	43%		
2019 vs 2018	28	4%	2024 vs 2017	7 Years	17	51%		
<b>2023 Stacked SSS</b>								
2023 vs 2021			2023 vs 2021	2 Years	67	8%		
2023 vs 2020			2023 vs 2020	3 Years	46	34%		

2023 vs 2019	4 Years	30	41%
2023 vs 2018	5 Years	23	43%
2023 vs 2017	6 Years	17	51%
<b>2022 Stacked SSS</b>			
2022 vs 2020	2 Years	46	33%
2022 vs 2019	3 Years	30	41%
2022 vs 2018	4 Years	23	44%
2022 vs 2017	5 Years	17	41%

Notes to Same Shop Sales Growth Table:

1. “Gross Sales” is defined in Notes to Gross Sales Table, Note 1 above.

2. For the percentage change in same shop sales, the following number of Teriyaki Shops were excluded from the following year comparisons because they operated for a period of less than two years: 58 Teriyaki Shops in the 2024 vs 2023 comparison, 56 Teriyaki Shops in the 2023 vs 2022 comparison, 48 Teriyaki Shops in the 2022 vs 2021 comparison, 49 Teriyaki Shops in the 2021 vs 2020 comparison, 52 Teriyaki Shops in the 2020 vs 2019 comparison and 34 Teriyaki Shops in the 2019 vs 2018 comparison.

3. For the percentage change in stacked same shop sales, the following number of Teriyaki Shops were excluded from the following year comparisons because they operated for a period of less than indicated on the table: 82 Franchised Teriyaki Shops were excluded from the 2024 vs 2022 comparison, 98 Shops were excluded from the 2024 vs. 2021 comparison, 114 shops were excluded from the 2024 vs. 2020 comparison, 126 shops were excluded from the 2024 vs. 2019 comparison, 133 shops were excluded from the 2024 vs. 2018 comparison and 139 shops were excluded from the 2024 vs. 2017 comparison. 71 Shops were excluded from the 2023 vs. 2021 comparison, 92 shops were excluded from the 2023 vs. 2020 comparison, 108 shops were excluded from the 2023 vs. 2019 comparison, 115 shops were excluded from the 2023 vs. 2018 comparison and 121 shops were excluded from the 2023 vs. 2017 comparison. 75 Teriyaki Shops were excluded in the 2022 vs. 2020 comparison, 91 Teriyaki Shops in the 2022 vs 2019 comparison, 98 Teriyaki Shops in the 2022 vs 2018 comparison, and 104 Teriyaki Shops in the 2022 vs 2017 comparison.

4. The above financial performance representations figures do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the Gross Sales figures to obtain your net income or profit.

Profit and Loss Statements:

The profit and loss statements below are for the 2024 calendar year and are reported by Teriyaki Shop owners. The profit and loss statements below are historical presentations for the 105 franchised Teriyaki Shops that met the Conditions (“2024 Reporting Group”) and that provided profit and loss statements to us, including five Teriyaki Shops of our Predecessor’s affiliate. All Teriyaki Shops represented below have been open for a minimum of 1 year, are in traditional locations and provided us with complete Profit and Loss statements.

*(Profit and Loss Statements Begin on Next Page)*

### Profit and Loss Statements – Notes:

1. Below the heading for each Shop is the number of years the Shop was open as of the end of 2024.
2. Shop AV was transferred in October 2024; the Profit and Loss for this Shop represents Financial Statement from two different operators.
3. Shop BQ was transferred in August 2024; the Profit and Loss for this Shop represents Financial Statement from two different operators.

Line Item	Shop A 8+ Years		Shop B 8+ Years		Shop C 8+ Years	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$1,311,970	103%	\$995,107	104%	\$2,405,212	102%
Total Sales Discounts	-\$43,802	-3%	-\$41,926	-4%	-\$55,941	-2%
Total Net Revenue	\$1,268,168	100%	\$953,180	100%	\$2,349,271	100%
Total Cost of Goods Sold	\$399,865	32%	\$287,886	30%	\$723,537	31%
Total Payroll & Labor Expenses	\$429,713	34%	\$340,250	36%	\$793,713	34%
Total Occupancy Expenses	\$58,741	5%	\$109,083	11%	\$197,497	8%
Total Other Operating Expenses	\$304,097	24%	\$206,568	22%	\$473,470	20%
Total Expenses	\$1,192,417	94%	\$943,788	99%	\$2,188,216	93%
EBITDA	\$75,751	6%	\$9,393	1%	\$161,055	7%

  

Line Item	Shop D 8+ Years		Shop E 8+ Years		Shop F 8+ Years	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$1,935,588	100%	\$1,498,636	104%	\$1,647,026	100%
Total Sales Discounts	\$652,784	34%	-\$51,109	-4%	\$587,084	36%
Total Net Revenue	\$1,282,804	100%	\$1,447,527	100%	\$355,048	22%
Total Cost of Goods Sold	\$412,767	21%	\$388,223	27%	\$54,000	3%
Total Payroll & Labor Expenses	\$101,288	5%	\$398,085	28%	\$434,400	26%
Total Occupancy Expenses	\$444,234	23%	\$79,888	6%	\$1,430,532	87%
Total Other Operating Expenses	\$1,611,072	83%	\$421,415	29%	\$216,494	13%
Total Expenses	\$324,515	17%	\$1,287,611	89%		
EBITDA	\$159,916	11%	\$197,038	13%		

  

Line Item	Shop G 8+ Years		Shop H 8+ Years		Shop I 8+ Years	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$1,527,021	103%	\$1,723,356	103%	\$1,743,668	100%
Total Sales Discounts	-\$45,557	-3%	-\$51,573	-3%	\$496,343	28%
Total Net Revenue	\$1,481,464	100%	\$1,671,782	100%	\$496,432	28%
Total Cost of Goods Sold	\$446,788	30%	\$392,893	24%	\$91,480	5%
Total Payroll & Labor Expenses	\$404,422	27%	\$363,388	22%	\$410,577	24%
Total Occupancy Expenses	\$51,192	3%	\$116,169	7%	\$1,494,833	86%
Total Other Operating Expenses	\$382,025	26%	\$674,065	40%	\$248,835	14%
Total Expenses	\$1,284,427	87%	\$1,546,514	93%		
EBITDA	\$197,038	13%	\$125,268	7%		

  

Line Item	Shop J 8+ Years		Shop K 8+ Years		Shop L 8+ Years	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$1,536,815	105%	\$1,933,621	100%	\$1,055,848	103%
Total Sales Discounts	-\$69,228	-5%	\$656,293	34%	-\$31,690	-3%
Total Net Revenue	\$1,467,587	100%	\$413,668	21%	\$1,024,159	100%
Total Cost of Goods Sold	\$414,109	28%	\$135,804	7%	\$290,216	28%
Total Payroll & Labor Expenses	\$359,409	24%	\$369,037	19%	\$362,715	35%
Total Occupancy Expenses	\$98,338	7%	\$1,574,802	81%	\$74,054	7%
Total Other Operating Expenses	\$364,330	25%	\$358,820	19%	\$277,545	27%
Total Expenses	\$1,236,187	84%			\$1,004,531	98%
EBITDA	\$231,400	16%			\$19,628	2%

Line Item	Shop M 8+ Years		Shop N 8+ Years		Shop O 8+ Years	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$1,650,573	104%	\$802,327	104%	\$1,567,461	100%
Total Sales Discounts	-\$64,851	-4%	-\$29,250	-4%	\$458,233	29%
Total Net Revenue	\$1,585,723	100%	\$773,078	100%	\$472,865	30%
Total Cost of Goods Sold	\$445,373	28%	\$241,344	31%	\$80,230	5%
Total Payroll & Labor Expenses	\$502,971	32%	\$167,232	22%	\$361,366	23%
Total Occupancy Expenses	\$112,790	7%	\$70,380	9%	\$1,372,694	88%
Total Other Operating Expenses	\$389,028	25%	\$134,848	17%	\$194,767	12%
Total Expenses	\$1,450,162	91%	\$613,804	79%		
EBITDA	\$135,561	9%	\$159,274	21%		

  

Line Item	Shop P Between 6 & 8		Shop Q Between 6 & 8		Shop R Between 6 & 8	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$1,123,170	102%	\$1,394,664	103%	\$975,297	100%
Total Sales Discounts	-\$17,177	-2%	-\$35,058	-3%	\$290,912	30%
Total Net Revenue	\$1,105,993	100%	\$1,359,606	100%	\$244,219	25%
Total Cost of Goods Sold	\$289,118	26%	\$397,695	29%	\$41,105	4%
Total Payroll & Labor Expenses	\$331,788	30%	\$325,681	24%	\$278,968	29%
Total Occupancy Expenses	\$77,208	7%	\$76,261	6%	\$855,204	88%
Total Other Operating Expenses	\$247,677	22%	\$373,655	27%	\$120,093	12%
Total Expenses	\$945,791	86%	\$1,173,292	86%		
EBITDA	\$160,202	14%	\$186,314	14%		

  

Line Item	Shop S Between 6 & 8		Shop T Between 6 & 8		Shop U Between 6 & 8	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$996,800	103%	\$1,428,999	103%	\$1,466,585	102%
Total Sales Discounts	-\$28,243	-3%	-\$43,159	-3%	-\$23,982	-2%
Total Net Revenue	\$968,557	100%	\$1,385,840	100%	\$1,442,604	100%
Total Cost of Goods Sold	\$295,086	30%	\$388,881	28%	\$471,572	33%
Total Payroll & Labor Expenses	\$254,374	26%	\$378,850	27%	\$425,165	29%
Total Occupancy Expenses	\$60,613	6%	\$74,568	5%	\$159,246	11%
Total Other Operating Expenses	\$261,534	27%	\$407,229	29%	\$269,663	19%
Total Expenses	\$871,607	90%	\$1,249,528	90%	\$1,325,646	92%
EBITDA	\$96,950	10%	\$136,312	10%	\$116,958	8%

  

Line Item	Shop V Between 6 & 8		Shop W Between 6 & 8		Shop X Between 6 & 8	
	Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales	\$1,569,628	102%	\$871,968	100%	\$1,056,258	103%
Total Sales Discounts	-\$37,654	-2%	\$286,283	33%	-\$26,800	-3%
Total Net Revenue	\$1,531,975	100%	\$223,820	26%	\$1,029,458	100%
Total Cost of Goods Sold	\$459,863	30%	\$61,474	7%	\$298,472	29%
Total Payroll & Labor Expenses	\$438,160	29%	\$199,969	23%	\$361,472	35%
Total Occupancy Expenses	\$34,527	2%	\$771,547	88%	\$91,645	9%
Total Other Operating Expenses	\$431,033	28%	\$100,421	12%	\$204,940	20%
Total Expenses	\$1,363,582	89%			\$956,530	93%
EBITDA	\$168,393	11%			\$72,928	7%

Line Item		Shop Y Between 6 & 8		Shop Z Between 4 & 6		Shop AA Between 4 & 6	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales		\$1,305,077	105%				
Total Sales Discounts		-\$60,002	-5%				
Total Net Revenue		\$1,245,075	100%				
Total Cost of Goods Sold		\$360,001	29%	\$323,237	29%	\$740,095	100%
Total Payroll & Labor Expenses		\$449,453	36%	\$302,124	27%	\$239,659	32%
Total Occupancy Expenses		\$162,656	13%	\$98,500	9%	\$247,356	33%
Total Other Operating Expenses		\$269,379	22%	\$193,685	17%	\$56,579	8%
Total Expenses		\$1,241,489	100%	\$917,546	82%	\$123,907	17%
EBITDA		\$3,586	0%	\$205,420	18%	\$667,501	90%

  

Line Item		Shop AB Between 4 & 6		Shop AC Between 4 & 6		Shop AD Between 4 & 6	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales		\$1,458,735	103%			\$758,049	105%
Total Sales Discounts		-\$42,413	-3%			-\$38,338	-5%
Total Net Revenue		\$1,416,322	100%			\$719,711	100%
Total Cost of Goods Sold		\$388,314	27%	\$239,485	29%	\$246,312	34%
Total Payroll & Labor Expenses		\$406,074	29%	\$245,167	29%	\$273,332	38%
Total Occupancy Expenses		\$69,444	5%	\$90,867	11%	\$40,048	6%
Total Other Operating Expenses		\$373,380	26%	\$220,741	26%	\$187,945	26%
Total Expenses		\$1,237,213	87%	\$796,260	95%	\$747,637	104%
EBITDA		\$179,110	13%	\$39,916	5%	-\$27,925	-4%

  

Line Item		Shop AE Between 4 & 6		Shop AF Between 4 & 6		Shop AG Between 4 & 6	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales		\$931,251	102%			\$1,109,741	103%
Total Sales Discounts		-\$13,926	-2%			-\$30,382	-3%
Total Net Revenue		\$917,325	100%	\$989,828	100%	\$1,079,360	100%
Total Cost of Goods Sold		\$280,397	31%	\$285,406	29%	\$326,511	30%
Total Payroll & Labor Expenses		\$287,591	31%	\$299,530	30%	\$337,244	31%
Total Occupancy Expenses		\$98,259	11%	\$59,512	6%	\$125,325	12%
Total Other Operating Expenses		\$303,691	33%	\$317,654	32%	\$334,606	31%
Total Expenses		\$969,938	106%	\$962,102	97%	\$1,123,686	104%
EBITDA		-\$52,613	-6%	\$27,726	3%	-\$44,326	-4%

  

Line Item		Shop AH Between 4 & 6		Shop AI Between 4 & 6		Shop AJ Between 4 & 6	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales						\$1,333,630	104%
Total Sales Discounts						-\$52,516	-4%
Total Net Revenue		\$773,016	100%			\$1,281,114	100%
Total Cost of Goods Sold		\$220,784	29%	\$427,278	31%	\$319,862	25%
Total Payroll & Labor Expenses		\$218,293	28%	\$397,983	29%	\$291,561	23%
Total Occupancy Expenses		\$96,043	12%	\$56,281	4%	\$109,009	9%
Total Other Operating Expenses		\$173,771	22%	\$271,014	19%	\$375,000	29%
Total Expenses		\$708,891	92%	\$1,152,556	83%	\$1,095,433	86%
EBITDA		\$64,125	8%	\$241,484	17%	\$185,681	14%

Line Item		Shop AK Between 4 & 6		Shop AL Between 4 & 6		Shop AM Between 4 & 6	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales		\$1,350,139	102%	\$1,013,753	108%	\$512,519	102%
Total Sales Discounts		-\$32,223	-2%	-\$73,771	-8%	-\$7,610	-2%
Total Net Revenue		\$1,317,916	100%	\$939,982	100%	\$504,908	100%
Total Cost of Goods Sold		\$393,362	30%	\$258,573	28%	\$132,166	26%
Total Payroll & Labor Expenses		\$404,731	31%	\$305,373	32%	\$145,699	29%
Total Occupancy Expenses		\$115,644	9%	\$69,892	7%	\$79,735	16%
Total Other Operating Expenses		\$384,300	29%	\$251,752	27%	\$187,338	37%
Total Expenses		\$1,298,036	98%	\$885,590	94%	\$544,939	108%
EBITDA		\$19,880	2%	\$54,391	6%	-\$40,030	-8%

  

Line Item		Shop AN Between 4 & 6		Shop AO Between 4 & 6		Shop AP Between 4 & 6	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales		\$1,270,402	106%	\$1,449,310	105%	\$845,406	104%
Total Sales Discounts		-\$67,945	-6%	-\$70,463	-5%	-\$33,545	-4%
Total Net Revenue		\$1,202,457	100%	\$1,378,846	100%	\$811,861	100%
Total Cost of Goods Sold		\$349,629	29%	\$420,789	31%	\$246,092	30%
Total Payroll & Labor Expenses		\$216,134	18%	\$460,091	33%	\$210,648	26%
Total Occupancy Expenses		\$58,446	5%	\$83,014	6%	\$55,585	7%
Total Other Operating Expenses		\$423,777	35%	\$316,920	23%	\$233,388	29%
Total Expenses		\$1,047,986	87%	\$1,280,814	93%	\$745,712	92%
EBITDA		\$154,471	13%	\$98,032	7%	\$66,149	8%

  

Line Item		Shop AQ Between 4 & 6		Shop AR Between 4 & 6		Shop AS Between 4 & 6	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales		\$536,356	100%	\$1,103,613	100%	\$1,784,348	106%
Total Sales Discounts		\$178,619	33%	\$366,873	33%	-\$107,363	-6%
Total Net Revenue		\$116,055	22%	\$301,669	27%	\$1,676,985	100%
Total Cost of Goods Sold		\$58,154	11%	\$96,596	9%	\$449,921	27%
Total Payroll & Labor Expenses		\$148,928	28%	\$222,094	20%	\$384,468	23%
Total Occupancy Expenses		\$501,756	94%	\$987,232	89%	\$118,046	7%
Total Other Operating Expenses		\$34,600	6%	\$116,381	11%	\$456,083	27%
Total Expenses						\$1,408,517	84%
EBITDA						\$268,468	16%

  

Line Item		Shop AT Between 4 & 6		Shop AU Between 4 & 6		Shop AV Between 4 & 6	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales		\$530,154	100%	\$660,103	103%	\$281,978	100%
Total Sales Discounts		\$165,540	31%	-\$19,896	-3%	\$81,756	29%
Total Net Revenue		\$140,695	27%	\$640,207	100%	\$88,402	31%
Total Cost of Goods Sold		\$100,037	19%	\$202,354	32%	\$19,782	7%
Total Payroll & Labor Expenses		\$133,332	25%	\$242,924	38%	\$75,196	27%
Total Occupancy Expenses		\$539,605	102%	\$68,445	11%	\$192,433	30%
Total Other Operating Expenses		-\$9,451	-2%	\$706,156	110%	\$706,156	110%
Total Expenses				-\$65,949	-10%	-\$65,949	-10%
EBITDA							

Line Item		Shop AW Between 4 & 6		Shop AX Between 2 & 4		Shop AY Between 2 & 4	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales		\$1,863,026	103%	\$1,051,254	103%	\$873,749	103%
Total Sales Discounts		-\$56,097	-3%	-\$32,552	-3%	-\$24,869	-3%
Total Net Revenue		\$1,806,929	100%	\$1,018,702	100%	\$848,880	100%
Total Cost of Goods Sold		\$517,866	29%	\$286,960	28%	\$240,546	28%
Total Payroll & Labor Expenses		\$417,215	23%	\$269,057	26%	\$223,766	26%
Total Occupancy Expenses		\$92,371	5%	\$72,000	7%	\$114,219	13%
Total Other Operating Expenses		\$481,915	27%	\$250,911	25%	\$254,701	30%
Total Expenses		\$1,509,367	84%	\$878,928	86%	\$833,232	98%
EBITDA		\$297,562	16%	\$139,774	14%	\$15,648	2%

  

Line Item		Shop AZ Between 2 & 4		Shop BA Between 2 & 4		Shop BB Between 2 & 4	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales				\$686,375	103%	\$850,197	109%
Total Sales Discounts				-\$19,919	-3%	-\$71,733	-9%
Total Net Revenue		\$1,191,518	100%	\$666,456	100%	\$778,464	100%
Total Cost of Goods Sold		\$390,641	33%	\$192,635	29%	\$282,338	36%
Total Payroll & Labor Expenses		\$308,771	26%	\$239,883	36%	\$126,950	16%
Total Occupancy Expenses		\$61,469	5%	\$104,331	16%	\$116,207	15%
Total Other Operating Expenses		\$278,359	23%	\$239,742	36%	\$265,218	34%
Total Expenses		\$1,039,240	87%	\$776,590	117%	\$790,713	102%
EBITDA		\$152,279	13%	-\$110,134	-17%	-\$12,250	-2%

  

Line Item		Shop BC Between 2 & 4		Shop BD Between 2 & 4		Shop BE Between 2 & 4	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales				\$587,645	102%	\$693,889	102%
Total Sales Discounts				-\$10,971	-2%	-\$12,994	-2%
Total Net Revenue		\$521,600	100%	\$576,674	100%	\$680,894	100%
Total Cost of Goods Sold		\$161,950	31%	\$191,179	33%	\$207,610	30%
Total Payroll & Labor Expenses		\$184,658	35%	\$206,839	36%	\$241,952	36%
Total Occupancy Expenses		\$3	0%	\$51,536	9%	\$61,555	9%
Total Other Operating Expenses		\$147,787	28%	\$189,668	33%	\$224,142	33%
Total Expenses		\$494,398	95%	\$639,221	111%	\$735,258	108%
EBITDA		\$27,202	5%	-\$62,547	-11%	-\$54,364	-8%

  

Line Item		Shop BF Between 2 & 4		Shop BG Between 2 & 4		Shop BH Between 2 & 4	
		Dollars	% of Rev	Dollars	% of Rev	Dollars	% of Rev
Total Gross Sales		\$810,388	104%	\$1,582,040	102%	\$817,587	102%
Total Sales Discounts		-\$31,871	-4%	-\$35,570	-2%	-\$19,458	-2%
Total Net Revenue		\$778,516	100%	\$1,546,470	100%	\$798,130	100%
Total Cost of Goods Sold		\$239,383	31%	\$474,069	31%	\$267,122	33%
Total Payroll & Labor Expenses		\$232,171	30%	\$284,865	18%	\$148,400	19%
Total Occupancy Expenses		\$28,715	4%	\$76,896	5%	\$122,053	15%
Total Other Operating Expenses		\$196,844	25%	\$335,529	22%	\$262,737	33%
Total Expenses		\$697,114	90%	\$1,171,358	76%	\$800,312	100%
EBITDA		\$81,403	10%	\$375,112	24%	-\$2,182	0%