

**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 (" <u>AGS</u> ")	Number of Teriyaki Shops at or above AGS	Percentage of Teriyaki Shops at or above AGS	Median Gross Sales (" <u>MGS</u> ")	Number of Teriyaki Shops at or above MGS	Percentage of Teriyaki Shops at or above MGS

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								
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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
2024 vs 2023	98	3%		2024 Stacked SSS			
2023 vs 2022	83	2%		2024 vs 2022	2 Years	74	5%
2022 vs 2021	73	5%		2024 vs 2021	3 Years	58	10%
2021 vs 2020	52	23%		2024 vs 2020	4 Years	42	36%
2020 vs 2019	35	7%		2024 vs 2019	5 Years	30	42%
2019 vs 2018	28	4%		2024 vs 2018	6 Years	23	43%
				2024 vs 2017	7 Years	17	51%
				2023 Stacked SSS			
			2023 vs 2021	2 Years	67	8%	
			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			\$1,498,636	104%		
Total Sales Discounts			-\$51,109	-4%		
Total Net Revenue	\$1,935,588	100%	\$1,447,527	100%	\$1,647,026	100%
Total Cost of Goods Sold	\$652,784	34%	\$388,223	27%	\$587,084	36%
Total Payroll & Labor Expenses	\$412,767	21%	\$398,085	28%	\$355,048	22%
Total Occupancy Expenses	\$101,288	5%	\$79,888	6%	\$54,000	3%
Total Other Operating Expenses	\$444,234	23%	\$421,415	29%	\$434,400	26%
Total Expenses	\$1,611,072	83%	\$1,287,611	89%	\$1,430,532	87%
EBITDA	\$324,515	17%	\$159,916	11%	\$216,494	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%		
Total Sales Discounts	-\$45,557	-3%	-\$51,573	-3%		
Total Net Revenue	\$1,481,464	100%	\$1,671,782	100%	\$1,743,668	100%
Total Cost of Goods Sold	\$446,788	30%	\$392,893	24%	\$496,343	28%
Total Payroll & Labor Expenses	\$404,422	27%	\$363,388	22%	\$496,432	28%
Total Occupancy Expenses	\$51,192	3%	\$116,169	7%	\$91,480	5%
Total Other Operating Expenses	\$382,025	26%	\$674,065	40%	\$410,577	24%
Total Expenses	\$1,284,427	87%	\$1,546,514	93%	\$1,494,833	86%
EBITDA	\$197,038	13%	\$125,268	7%	\$248,835	14%

  

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

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop M 8+ Years	
Dollars	% of Rev
\$1,650,573	104%
-\$64,851	-4%
\$1,585,723	100%
\$445,373	28%
\$502,971	32%
\$112,790	7%
\$389,028	25%
\$1,450,162	91%
\$135,561	9%

Shop N 8+ Years	
Dollars	% of Rev
\$802,327	104%
-\$29,250	-4%
\$773,078	100%
\$241,344	31%
\$167,232	22%
\$70,380	9%
\$134,848	17%
\$613,804	79%
\$159,274	21%

Shop O 8+ Years	
Dollars	% of Rev
\$1,567,461	100%
\$458,233	29%
\$472,865	30%
\$80,230	5%
\$361,366	23%
\$1,372,694	88%
\$194,767	12%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop P Between 6 & 8	
Dollars	% of Rev
\$1,123,170	102%
-\$17,177	-2%
\$1,105,993	100%
\$289,118	26%
\$331,788	30%
\$77,208	7%
\$247,677	22%
\$945,791	86%
\$160,202	14%

Shop Q Between 6 & 8	
Dollars	% of Rev
\$1,394,664	103%
-\$35,058	-3%
\$1,359,606	100%
\$397,695	29%
\$325,681	24%
\$76,261	6%
\$373,655	27%
\$1,173,292	86%
\$186,314	14%

Shop R Between 6 & 8	
Dollars	% of Rev
\$975,297	100%
\$290,912	30%
\$244,219	25%
\$41,105	4%
\$278,968	29%
\$855,204	88%
\$120,093	12%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop S Between 6 & 8	
Dollars	% of Rev
\$996,800	103%
-\$28,243	-3%
\$968,557	100%
\$295,086	30%
\$254,374	26%
\$60,613	6%
\$261,534	27%
\$871,607	90%
\$96,950	10%

Shop T Between 6 & 8	
Dollars	% of Rev
\$1,428,999	103%
-\$43,159	-3%
\$1,385,840	100%
\$388,881	28%
\$378,850	27%
\$74,568	5%
\$407,229	29%
\$1,249,528	90%
\$136,312	10%

Shop U Between 6 & 8	
Dollars	% of Rev
\$1,466,585	102%
-\$23,982	-2%
\$1,442,604	100%
\$471,572	33%
\$425,165	29%
\$159,246	11%
\$269,663	19%
\$1,325,646	92%
\$116,958	8%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop V Between 6 & 8	
Dollars	% of Rev
\$1,569,628	102%
-\$37,654	-2%
\$1,531,975	100%
\$459,863	30%
\$438,160	29%
\$34,527	2%
\$431,033	28%
\$1,363,582	89%
\$168,393	11%

Shop W Between 6 & 8	
Dollars	% of Rev
\$871,968	100%
\$286,283	33%
\$223,820	26%
\$61,474	7%
\$199,969	23%
\$771,547	88%
\$100,421	12%

Shop X Between 6 & 8	
Dollars	% of Rev
\$1,056,258	103%
-\$26,800	-3%
\$1,029,458	100%
\$298,472	29%
\$361,472	35%
\$91,645	9%
\$204,940	20%
\$956,530	93%
\$72,928	7%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop Y <i>Between 6 &amp; 8</i>	
Dollars	% of Rev
\$1,305,077	105%
-\$60,002	-5%
\$1,245,075	100%
\$360,001	29%
\$449,453	36%
\$162,656	13%
\$269,379	22%
\$1,241,489	100%
\$3,586	0%

Shop Z <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$1,122,966	100%
\$323,237	29%
\$302,124	27%
\$98,500	9%
\$193,685	17%
\$917,546	82%
\$205,420	18%

Shop AA <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$740,095	100%
\$239,659	32%
\$247,356	33%
\$56,579	8%
\$123,907	17%
\$667,501	90%
\$72,594	10%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AB <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$1,458,735	103%
-\$42,413	-3%
\$1,416,322	100%
\$388,314	27%
\$406,074	29%
\$69,444	5%
\$373,380	26%
\$1,237,213	87%
\$179,110	13%

Shop AC <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$836,176	100%
\$239,485	29%
\$245,167	29%
\$90,867	11%
\$220,741	26%
\$796,260	95%
\$39,916	5%

Shop AD <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$758,049	105%
-\$38,338	-5%
\$719,711	100%
\$246,312	34%
\$273,332	38%
\$40,048	6%
\$187,945	26%
\$747,637	104%
-\$27,925	-4%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AE <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$931,251	102%
-\$13,926	-2%
\$917,325	100%
\$280,397	31%
\$287,591	31%
\$98,259	11%
\$303,691	33%
\$969,938	106%
-\$52,613	-6%

Shop AF <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$1,014,704	103%
-\$24,875	-3%
\$989,828	100%
\$285,406	29%
\$299,530	30%
\$59,512	6%
\$317,654	32%
\$962,102	97%
\$27,726	3%

Shop AG <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$1,109,741	103%
-\$30,382	-3%
\$1,079,360	100%
\$326,511	30%
\$337,244	31%
\$125,325	12%
\$334,606	31%
\$1,123,686	104%
-\$44,326	-4%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AH <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$773,016	100%
\$220,784	29%
\$218,293	28%
\$96,043	12%
\$173,771	22%
\$708,891	92%
\$64,125	8%

Shop AI <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$1,440,665	103%
-\$46,625	-3%
\$1,394,040	100%
\$427,278	31%
\$397,983	29%
\$56,281	4%
\$271,014	19%
\$1,152,556	83%
\$241,484	17%

Shop AJ <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$1,333,630	104%
-\$52,516	-4%
\$1,281,114	100%
\$319,862	25%
\$291,561	23%
\$109,009	9%
\$375,000	29%
\$1,095,433	86%
\$185,681	14%



Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AK Between 4 & 6		
Dollars	% of Rev	
\$1,350,139	102%	
-\$32,223	-2%	
\$1,317,916	100%	
\$393,362	30%	
\$404,731	31%	
\$115,644	9%	
\$384,300	29%	
\$1,298,036	98%	
\$19,880	2%	

Shop AL Between 4 & 6		
Dollars	% of Rev	
\$1,013,753	108%	
-\$73,771	-8%	
\$939,982	100%	
\$258,573	28%	
\$305,373	32%	
\$69,892	7%	
\$251,752	27%	
\$885,590	94%	
\$54,391	6%	

Shop AM Between 4 & 6		
Dollars	% of Rev	
\$512,519	102%	
-\$7,610	-2%	
\$504,908	100%	
\$132,166	26%	
\$145,699	29%	
\$79,735	16%	
\$187,338	37%	
\$544,939	108%	
-\$40,030	-8%	

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AN Between 4 & 6		
Dollars	% of Rev	
\$1,270,402	106%	
-\$67,945	-6%	
\$1,202,457	100%	
\$349,629	29%	
\$216,134	18%	
\$58,446	5%	
\$423,777	35%	
\$1,047,986	87%	
\$154,471	13%	

Shop AO Between 4 & 6		
Dollars	% of Rev	
\$1,449,310	105%	
-\$70,463	-5%	
\$1,378,846	100%	
\$420,789	31%	
\$460,091	33%	
\$83,014	6%	
\$316,920	23%	
\$1,280,814	93%	
\$98,032	7%	

Shop AP Between 4 & 6		
Dollars	% of Rev	
\$845,406	104%	
-\$33,545	-4%	
\$811,861	100%	
\$246,092	30%	
\$210,648	26%	
\$55,585	7%	
\$233,388	29%	
\$745,712	92%	
\$66,149	8%	

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AQ Between 4 & 6		
Dollars	% of Rev	
\$536,356	100%	
\$178,619	33%	
\$116,055	22%	
\$58,154	11%	
\$148,928	28%	
\$501,756	94%	
\$34,600	6%	

Shop AR Between 4 & 6		
Dollars	% of Rev	
\$1,103,613	100%	
\$366,873	33%	
\$301,669	27%	
\$96,596	9%	
\$222,094	20%	
\$987,232	89%	
\$116,381	11%	

Shop AS Between 4 & 6		
Dollars	% of Rev	
\$1,784,348	106%	
-\$107,363	-6%	
\$1,676,985	100%	
\$449,921	27%	
\$384,468	23%	
\$118,046	7%	
\$456,083	27%	
\$1,408,517	84%	
\$268,468	16%	

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AT Between 4 & 6		
Dollars	% of Rev	
\$530,154	100%	
\$165,540	31%	
\$140,695	27%	
\$100,037	19%	
\$133,332	25%	
\$539,605	102%	
-\$9,451	-2%	

Shop AU Between 4 & 6		
Dollars	% of Rev	
\$660,103	103%	
-\$19,896	-3%	
\$640,207	100%	
\$202,354	32%	
\$242,924	38%	
\$68,445	11%	
\$192,433	30%	
\$706,156	110%	
-\$65,949	-10%	

Shop AV Between 4 & 6		
Dollars	% of Rev	
\$281,978	100%	
\$81,756	29%	
\$88,402	31%	
\$19,782	7%	
\$75,196	27%	
\$265,137	94%	
\$16,842	6%	

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AW <i>Between 4 &amp; 6</i>	
Dollars	% of Rev
\$1,863,026	103%
-\$56,097	-3%
\$1,806,929	100%
\$517,866	29%
\$417,215	23%
\$92,371	5%
\$481,915	27%
\$1,509,367	84%
\$297,562	16%

Shop AX <i>Between 2 &amp; 4</i>	
Dollars	% of Rev
\$1,051,254	103%
-\$32,552	-3%
\$1,018,702	100%
\$286,960	28%
\$269,057	26%
\$72,000	7%
\$250,911	25%
\$878,928	86%
\$139,774	14%

Shop AY <i>Between 2 &amp; 4</i>	
Dollars	% of Rev
\$873,749	103%
-\$24,869	-3%
\$848,880	100%
\$240,546	28%
\$223,766	26%
\$114,219	13%
\$254,701	30%
\$833,232	98%
\$15,648	2%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop AZ <i>Between 2 &amp; 4</i>	
Dollars	% of Rev
\$1,191,518	100%
\$390,641	33%
\$308,771	26%
\$61,469	5%
\$278,359	23%
\$1,039,240	87%
\$152,279	13%

Shop BA <i>Between 2 &amp; 4</i>	
Dollars	% of Rev
\$686,375	103%
-\$19,919	-3%
\$666,456	100%
\$192,635	29%
\$239,883	36%
\$104,331	16%
\$239,742	36%
\$776,590	117%
-\$110,134	-17%

Shop BB <i>Between 2 &amp; 4</i>	
Dollars	% of Rev
\$850,197	109%
-\$71,733	-9%
\$778,464	100%
\$282,338	36%
\$126,950	16%
\$116,207	15%
\$265,218	34%
\$790,713	102%
-\$12,250	-2%

Line Item
Total Gross Sales
Total Sales Discounts
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Total Expenses
EBITDA

Shop BC <i>Between 2 &amp; 4</i>	
Dollars	% of Rev
\$521,600	100%
\$161,950	31%
\$184,658	35%
\$3	0%
\$147,787	28%
\$494,398	95%
\$27,202	5%

Shop BD <i>Between 2 &amp; 4</i>	
Dollars	% of Rev
\$587,645	102%
-\$10,971	-2%
\$576,674	100%
\$191,179	33%
\$206,839	36%
\$51,536	9%
\$189,668	33%
\$639,221	111%
-\$62,547	-11%

Shop BE <i>Between 2 &amp; 4</i>	
Dollars	% of Rev
\$693,889	102%
-\$12,994	-2%
\$680,894	100%
\$207,610	30%
\$241,952	36%
\$61,555	9%
\$224,142	33%
\$735,258	108%
-\$54,364	-8%

Line Item
Total Gross Sales
Total Sales Discounts
Total Net Revenue
Total Cost of Goods Sold
Total Payroll & Labor Expenses
Total Occupancy Expenses
Total Other Operating Expenses
Total Expenses
EBITDA

Shop BF <i>Between 2 &amp; 4</i>	
Dollars	% of Rev
\$810,388	104%
-\$31,871	-4%
\$778,516	100%
\$239,383	31%
\$232,171	30%
\$28,715	4%
\$196,844	25%
\$697,114	90%
\$81,403	10%

Shop BG <i>Between 2 &amp; 4</i>	
Dollars	% of Rev
\$1,582,040	102%
-\$35,570	-2%
\$1,546,470	100%
\$474,069	31%
\$284,865	18%
\$76,896	5%
\$335,529	22%
\$1,171,358	76%
\$375,112	24%

Shop BH <i>Between 2 &amp; 4</i>	
Dollars	% of Rev
\$817,587	102%
-\$19,458	-2%
\$798,130	100%
\$267,122	33%
\$148,400	19%
\$122,053	15%
\$262,737	33%
\$800,312	100%
-\$2,182	0%