

PROVISION	SECTION IN AGREEMENT	SUMMARY
	Development Agreement: Section 9.B	Georgia law (subject to state law).

Applicable state law might require additional disclosures related to the information contained in this Item 17. These additional disclosures, if any, appear in Exhibit E.

Item 18. **PUBLIC FIGURES**

We do not use any public figure to promote our franchises.

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.

In this Item 19, we provide the historical monthly Gross Sales for each Business included in the Data Set (defined below), beginning with the later of the month in which the Business opened for business or January 1, 2023. “Gross Sales” are calculated in the same manner you will calculate your Gross Sales under the Franchise Agreement. The Franchise Agreement defines Gross Sales as the regular advertised price of all goods and services sold at, from, or in connection with the operation of your Business (whether or not in compliance with the Agreement), regardless of the manner in which the price was paid by the purchaser of such products or services (including payments by cash, check, credit or debit card, barter exchange, trade credit, or other credit transactions), but excluding (1) all federal, state, or municipal sales, use, or service taxes collected from customers and paid to the appropriate taxing authority, and (2) the amount of any documented refunds and credits your Business in good faith gives to customers and your employees. Revenue from the purchase or redemption of gift certificates, gift cards or similar programs is calculated as part of Gross Sales in accordance with our then-current guidelines for such programs. Gross Sales also include all insurance proceeds you receive to replace revenue that you lose from the interruption of your Business due to a casualty or other event covered by business interruption or similar insurance coverage.

As of December 31, 2023, there were 2 franchised and 12 affiliate-owned Businesses open. As of December 31, 2024, there were 22 franchised and 15 affiliate-owned Businesses open. As of March 31, 2025, there were 35 franchised and 15 affiliate-owned Businesses open. Each of these Businesses form the data set on which this Item 19 is based (the “Data Set”). None of the Businesses referenced in this paragraph have been excluded from the Data Set. For each franchised Business, the Gross Sales information reflects the information provided to us by the owner of the

Business or that we captured from the Business' point-of-sale system. In the tables that follow, "N/A" is used to signify that the Business had not yet opened.

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2023 Monthly Gross Sales
(from the later of January 2023 or the date of opening)

Calendar Year 2023 Monthly Gross Sales – Affiliate-Owned Businesses

	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	\$58,370	\$53,615	\$53,860	\$55,811	\$56,854	\$50,559	\$53,530	\$52,461	\$51,897	\$46,825	\$59,879	\$50,154	\$643,815
2	\$54,948	\$50,686	\$57,234	\$47,432	\$52,084	\$47,731	\$42,626	\$44,135	\$38,983	\$38,043	\$49,642	\$42,063	\$565,607
3	\$55,330	\$55,059	\$51,326	\$48,593	\$49,048	\$41,360	\$39,323	\$43,699	\$46,202	\$42,611	\$57,379	\$48,820	\$578,750
4	\$56,153	\$54,458	\$57,351	\$52,421	\$53,638	\$43,584	\$48,944	\$54,139	\$54,322	\$47,779	\$62,330	\$53,046	\$638,165
5	\$38,451	\$38,628	\$46,433	\$37,475	\$38,729	\$35,405	\$33,972	\$36,662	\$35,474	\$34,174	\$36,729	\$36,628	\$448,760
6	\$45,086	\$44,597	\$47,838	\$41,959	\$45,124	\$39,005	\$38,872	\$38,200	\$37,959	\$36,226	\$45,718	\$38,719	\$499,303
7	\$51,486	\$48,289	\$55,356	\$49,557	\$43,559	\$39,729	\$44,435	\$42,326	\$46,804	\$44,433	\$67,395	\$49,678	\$583,046
8	\$41,171	\$37,886	\$39,095	\$33,741	\$34,860	\$31,600	\$29,512	\$28,725	\$29,006	\$27,122	\$34,036	\$27,420	\$394,175
9	\$45,719	\$44,495	\$47,084	\$40,286	\$42,391	\$35,777	\$33,240	\$33,175	\$39,041	\$35,678	\$44,958	\$41,210	\$483,053
10	\$35,083	\$34,206	\$38,531	\$34,578	\$34,064	\$30,920	\$31,353	\$29,954	\$31,104	\$28,738	\$37,935	\$31,071	\$397,535
11	\$39,994	\$45,912	\$53,167	\$48,577	\$49,645	\$44,854	\$49,014	\$46,604	\$47,777	\$48,760	\$57,813	\$45,914	\$578,030
12	N/A	N/A	\$16,784	\$27,151	\$34,793	\$36,995	\$37,772	\$36,172	\$42,341	\$38,484	\$41,019	\$39,645	\$351,155

Calendar Year 2023 Monthly Gross Sales – Franchised Businesses

	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	\$89,998	\$87,586	\$102,969	\$90,185	\$112,187	\$85,888	\$74,309	\$86,417	\$90,414	\$87,433	\$159,795	\$96,528	\$1,163,710
2	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$22,827	\$22,827

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2024 Monthly Gross Sales
(from the later of January 2024 or the date of opening)

Calendar Year 2024 Monthly Gross Sales – Affiliate-Owned Businesses

	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	\$55,064	\$59,435	\$61,397	\$68,148	\$59,858	\$55,268	\$55,839	\$49,163	\$32,605*	\$23,712*	\$25,767*	\$68,631	\$614,885
2	\$49,015	\$48,334	\$48,502	\$49,944	\$27,587*	\$30,952*	\$49,941	\$53,537	\$57,037	\$56,870	\$72,096	\$62,136	\$605,949
3	\$44,331	\$44,881	\$44,511	\$51,672	\$44,182	\$41,456	\$40,312	\$40,426	\$43,728	\$44,058	\$49,762	\$52,033	\$541,353
4	\$56,846	\$59,215	\$62,014	\$66,810	\$62,086	\$60,856	\$62,751	\$60,858	\$62,141	\$66,700	\$60,303	\$38,173*	\$718,752
5	\$36,675	\$43,800	\$42,583	\$44,837	\$43,791	\$42,880	\$44,537	\$46,899	\$46,310	\$51,290	\$56,147	\$56,478	\$556,226
6	\$42,710	\$44,822	\$39,456	\$51,575	\$42,839	\$41,700	\$37,485	\$36,585	\$35,854	\$40,995	\$46,931	\$41,956	\$502,909
7	\$48,647	\$54,952	\$51,886	\$67,193	\$47,734	\$49,035	\$51,347	\$46,350	\$45,958	\$49,972	\$67,910	\$66,662	\$647,646
8	\$32,763	\$37,273	\$38,759	\$41,590	\$38,739	\$38,987	\$42,788	\$38,756	\$39,918	\$41,755	\$46,947	\$48,604	\$486,879
9	\$41,121	\$43,695	\$45,210	\$50,091	\$40,972	\$40,937	\$37,879	\$32,768	\$36,785	\$36,362	\$49,484	\$46,627	\$501,928
10	\$32,925	\$34,486	\$35,629	\$41,258	\$37,378	\$41,078	\$40,209	\$37,374	\$34,610	\$31,777	\$37,052	\$35,047	\$438,824
11	\$50,378	\$54,403	\$52,627	\$59,185	\$54,471	\$56,373	\$55,135	\$56,471	\$53,233	\$56,817	\$57,295	\$55,033	\$661,421
12	\$42,459	\$37,213	\$45,518	\$49,789	\$45,937	\$45,191	\$44,256	\$46,758	\$43,597	\$44,328	\$48,423	\$52,539	\$546,007
13**	\$37,531	\$44,695	\$45,767	\$48,601	\$44,495	\$52,097	\$53,493	\$58,540	\$53,924	\$59,320	\$68,673	\$68,993	\$636,129
14	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$20,127	\$34,514	\$41,734	\$60,720	\$59,197	\$216,292
15	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$396	\$37,909	\$38,305

*This Business was remodeled during the noted months.

**This Business was repurchased by our affiliate from a franchisee in 2024.

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Calendar Year 2024 Monthly Gross Sales – Franchised Businesses

	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	\$93,616	\$96,913	\$101,880	\$134,466	\$85,579	\$79,062	\$86,853	\$82,221	\$90,196	\$100,339	\$137,791	\$124,621	\$1,213,536
2	N/A	\$42,427	\$71,400	\$86,138	\$68,527	\$70,344	\$70,469	\$67,514	\$70,627	\$70,091	\$105,967	\$101,668	\$825,173
3	N/A	N/A	N/A	\$31,416	\$45,766	\$52,592	\$63,334	\$60,010	\$64,477	\$64,762	\$93,702	\$79,672	\$555,731
4	N/A	N/A	N/A	N/A	\$40,802	\$54,432	\$55,396	\$56,159	\$65,088	\$61,847	\$78,990	\$67,596	\$480,311
5	N/A	N/A	N/A	N/A	\$33,161	\$49,609	\$49,833	\$53,965	\$53,676	\$53,927	\$65,539	\$51,579	\$411,289
6	N/A	N/A	N/A	N/A	\$19,111	\$34,505	\$33,674	\$39,754	\$41,539	\$42,762	\$50,098	\$44,836	\$306,279
7	N/A	N/A	N/A	N/A	N/A	\$27,209	\$34,141	\$35,973	\$36,096	\$37,556	\$49,534	\$41,790	\$262,298
8	N/A	N/A	N/A	N/A	N/A	\$1,816	\$58,650	\$62,629	\$72,536	\$74,202	\$91,863	\$77,313	\$439,008
9	N/A	N/A	N/A	N/A	N/A	N/A	\$14,293	\$28,391	\$32,590	\$42,278	\$56,368	\$53,117	\$227,036
10	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$28,816	\$36,562	\$40,527	\$49,446	\$41,506	\$196,857
11	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$829	\$43,634	\$56,399	\$87,459	\$87,967	\$276,289
12	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$11	\$63,851	\$86,138	\$118,854	\$104,040	\$372,895
13	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$40,900	\$59,034	\$79,362	\$71,844	\$251,141
14	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$57,686	\$103,705	\$97,778	\$259,169
15	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$61,401	\$157,322	\$150,975	\$369,699
16	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$37,558	\$77,190	\$71,601	\$186,349
17	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$28,243	\$54,762	\$61,210	\$144,214
18	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$93,440	\$98,318	\$191,759
19	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$39,476	\$58,502	\$97,978
20	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$54,559	\$64,311	\$118,869
21	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$34,107	\$34,107
22	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$45,795	\$45,795

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2025 Monthly Gross Sales
(from the later of January 2025 or the date of opening)

January through March 2025 Monthly Gross Sales – Affiliate-Owned Businesses

	January	February	March
1	\$80,681	\$71,835	\$68,680
2	\$60,368	\$59,799	\$61,253
3	\$46,557	\$47,086	\$46,684
4	\$31,969*	\$65,982	\$83,934
5	\$50,339	\$52,834	\$52,654
6	\$42,153	\$45,335	\$48,673
7	\$58,892	\$55,069	\$53,671
8	\$47,328	\$48,705	\$53,012
9	\$44,875	\$47,208	\$50,281
10	\$35,876	\$35,941	\$36,875
11	\$54,089	\$55,176	\$66,832
12	\$55,242	\$55,593	\$53,969
13	\$66,563	\$65,091	\$62,795
14	\$62,399	\$64,835	\$67,628
15	\$45,101	\$46,995	\$45,454

*This Business was remodeled during December 2024 and January 2025.

January through March 2025 Monthly Gross Sales – Franchised Businesses

	January	February	March
1	\$114,032	\$106,053	\$114,848
2	\$88,843	\$91,735	\$97,838
3	\$71,072	\$67,916	\$73,572
4	\$68,093	\$67,324	\$71,112
5	\$61,840	\$59,474	\$55,722
6	\$49,274	\$49,936	\$52,237
7	\$41,802	\$42,519	\$45,330
8	\$85,722	\$85,354	\$78,042
9	\$70,422	\$79,968	\$75,160
10	\$41,776	\$45,081	\$46,681
11	\$78,721	\$82,589	\$94,096
12	\$114,356	\$107,939	\$108,054
13	\$88,295	\$93,315	\$96,957
14	\$88,266	\$79,022	\$89,614
15	\$128,368	\$126,326	\$127,376
16	\$87,332	\$87,134	\$87,850
17	\$70,853	\$74,523	\$74,955
18	\$92,848	\$93,722	\$101,448
19	\$48,361	\$54,387	\$54,496
20	\$67,580	\$75,927	\$79,583
21	\$55,184	\$65,225	\$62,787
22	\$84,584	\$87,772	\$88,850
23	\$66,978	\$69,878	\$70,451
24	\$78,389	\$106,841	\$101,911
25	\$54,738	\$75,122	\$73,665
26	\$53,176	\$91,295	\$92,812
27	\$4,863	\$49,329	\$53,361
28	N/A	\$35,131	\$36,334
29	\$3,877	\$39,171	\$41,627
30	\$3,982	\$55,508	\$59,092
31	N/A	\$65	\$71,720
32	N/A	N/A	\$44,873
33	N/A	N/A	\$58,033
34	N/A	N/A	\$37,043
35	N/A	N/A	\$23,547

Written substantiation for this financial performance representation will be made available to prospective franchisees upon reasonable request.

Some Businesses have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.

Other than the preceding financial performance representation, 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 the franchisor's management by contacting our Chief Administrative Officer, Tracey Walsh, at 120 Interstate N. Pkwy SE, Suite 400, Atlanta, Georgia 30339 (phone: (678) 248-4435), the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20.
OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1
SYSTEMWIDE BUSINESS SUMMARY
FOR YEARS 2022 TO 2024¹

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	0	0	0
	2023	0	2	+2
	2024	2	22	+20
Company-Owned ²	2022	6	12	+6
	2023	12	12	0
	2024	12	15	+3
Total	2022	6	12	+6
	2023	12	14	+2
	2024	14	37	+23

1/ The numbers in this Item 20 are as of December 31 of each year.

2/ The company-owned outlets are owned by wholly owned subsidiaries of our affiliate, LS Opco.