

## **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) 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.

### **DEFINITIONS**

- (a) Average – means the sum of all data points in a set, divided by the number of data points in that set.
- (b) Calendar Year – means, as to each respective year, the 12 month period commencing on January 1 and ending on December 31.
- (c) Company Owned Outlet – means an Outlet owned either directly or indirectly by us, our affiliate or any person identified in Item 2 of this Disclosure Document. A Company Owned Outlet also includes any Outlet that is operated as a joint venture owned in part by us, our affiliate or any person identified in Item 2 of this Disclosure Document, or that is managed by us our affiliate or any person identified in Item 2.
- (d) Direct Cost of Services Provided – means the direct non-managerial and non-administrative cost of goods sold and labor incurred by an Outlet in directly providing the Approved Services and Products, comprised of the following expenses: Direct Labor Cost and supplies. Direct Cost of Services Provided does not include managerial labor and expenses, administrative labor and expenses, service vehicle expenses, marketing expenses, insurance expenses, operating expenses, or general expenses including, but not limited to interest, taxes, depreciation, amortization, and Franchise Related Expenses.
- (e) Direct Gross Profit – means Gross Sales less Direct Cost of Services Provided. Direct Gross Profit is not net profit or income and, except as to Direct Cost of Services Provided, does not include the deduction of all other expenses incurred by a Cleanest Restaurant Group Business including, but not limited to, managerial labor and expenses, administrative labor and expenses, service vehicle expenses, marketing expenses, insurance expenses, operating expenses, or general expenses including, but not limited to interest, taxes, depreciation, amortization, and Franchise Related Expenses.
- (f) Direct Labor Cost – means the direct non-owner labor expenses incurred in the operations of the Outlet and for employees that directly perform or provide services resulting in Gross Sales. Direct Labor Cost includes wages but does not include payroll processing and taxes and paid employee benefits, if any. Direct Labor Cost does not include compensation related to administrative labor or management labor.
- (g) Disclosed Expenses – means the following select expenses: insurance, occupancy expense, professional fees, office expenses, service vehicle expenses, computer and internet, advertising and marketing, travel, telephone, and miscellaneous expenses.
- (h) Franchise Outlet – refers to a Cleanest Restaurant Group Business operated under a Franchise Agreement that is not a Company Owned Outlet.
- (i) Franchise Related Expenses – means the following select fees currently required under the Franchise Agreements: Royalty Fees, Brand Development Fund Fees, Technology Fees, and local marketing. Franchise Related Expenses do not include all fee and payment obligations required under a Franchise Agreement.

- (j) Gross Sales – means the total revenue derived by each Cleanest Restaurant Group Business less only sales tax, discounts, allowances, and returns.
- (k) Median – means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing by two.
- (l) New Company Owned Outlet – means, as to a particular Calendar Year, a Company Owned Outlet that for the first time opened and commenced operations during the Calendar Year. For example, if a Company Owned Outlet first opened for business in February 2023, as to the 2023 Calendar Year, the Company Owned Outlet would qualify as a New Company Owned Outlet and not as an Operational Company Owned Outlet, see definition below. If this Company Owned Outlet remained in operation throughout the 2024 Calendar Year, it would qualify as an Operational Company Owned Outlet during the 2024 Calendar Year.
- (m) New Franchise Outlet – means, as to a particular Calendar Year, a Franchise Outlet that for the first time opened and commenced operations during the Calendar Year. For example, if a Franchise Outlet first opened for business in February 2023, as to the 2023 Calendar Year, the Franchise Outlet would qualify as a New Franchise Outlet and not as an Operational Franchise Outlet, see definition below. If this Franchise Outlet remained in operation throughout the 2024 Calendar Year, it would qualify as an Operational Franchise Outlet during the 2024 Calendar Year.
- (n) Operational Company Owned Outlet – means, as to a particular Calendar Year, a Company Owned Outlet that was open and in operation on or prior to the commencement of the Calendar Year. For example, if a Company Owned Outlet first opened for business in February 2023, as to the 2023 Calendar Year, the Company Owned Outlet would qualify as a New Company Owned Outlet, see definition above, and not as an Operational Company Owned Outlet. If this Company Owned Outlet remained in operation throughout the 2024 Calendar Year, it would qualify as an Operational Company Owned Outlet during the 2024 Calendar Year.
- (o) Operational Franchise Outlet – means, as to a particular Calendar Year, a Franchise Outlet that was open and in operation prior to the commencement of the Calendar Year. For example, if a Franchise Outlet first opened for business in February 2023, as to the 2023 Calendar Year, the Franchise Outlet would qualify as a New Franchise Outlet, see definition above, and not as an Operational Franchise Outlet. If this Franchise Outlet remained in operation throughout the 2024 Calendar Year, it would qualify as an Operational Franchise Outlet during the 2024 Calendar Year.
- (p) Outlet – refers to a Cleanest Restaurant Group Business that is either a Company Owned Outlet or a Franchise Outlet, as the context requires.
- (q) YOY Growth – refers to the year over year calculation of the percentage of growth for a reported data point for each Outlet. YOY Growth is calculated by comparing the data of a particular Calendar Year with the data for the next Calendar Year.

## BASES AND ASSUMPTIONS

The financial information was not prepared on a basis consistent with generally accepted accounting principles. Data for our Company Owned Outlet is based on information reported to us by our affiliate. Data for our Operational Franchise Outlets is based on information reported to us by our franchisees. We do not report any information for New Franchise Outlets. The information in this analysis has not been audited, is based on historical financial data, and is not a forecast or projection of future financial performance.

## ANALYSIS OF RESULTS OF COMPANY OWNED OUTLET

We have one Company Owned Outlet located in New York, New York. This Company Owned Outlet has been in operation since April 2017. This Outlet operates in an Operating Territory with a population of approximately 580,000 people, which is the equivalent of two Territories. Below we report select financial performance data as to the Company Owned Outlet during the 2023 and 2024 Calendar Years.

Material financial and operational characteristics that are reasonably anticipated to differ from future operational franchise outlets include: (a) managerial skill and efficiency experienced by our Company Owned Outlet as a result of our extensively experienced management team; (b) brand recognition within the local market in which our Company Owned Outlet operates; and (c) no obligation to pay ongoing fees that a franchisee will pay to us, such as Royalty Fees and Brand Development Fund Fees.

Table 1

<b>Company Owned Outlet: New York, New York</b>				
<b>Gross Sales and Disclosed Expenses Data</b>				
	<b>2023 Calendar Year</b>		<b>2024 Calendar Year</b>	
	Total	% <sup>1</sup>	Total	% <sup>1</sup>
<b>Gross Sales</b>	<b>\$3,574,775</b>	100.0%	<b>\$3,307,749</b>	100.0%
Less: Direct Cost of Services Provided				
Direct Labor Cost	(\$2,100,620)	58.8%	(\$1,940,209)	58.7%
Supplies Expense	(\$99,935)	2.8%	(\$86,428)	2.6%
Total Direct Costs of Services Provided	(\$2,200,555)	61.6%	(\$2,026,637)	61.3%
<b>Direct Gross Profit</b>	<b>\$1,374,220</b>	38.4%	<b>\$1,281,112</b>	38.7%
Less: Disclosed Expenses				
Insurance	(\$132,076)	3.7%	(\$119,153)	3.6%
Occupancy Expense	(\$37,903)	1.1%	(\$37,140)	1.1%
Service Vehicle	(\$27,127)	0.8%	(\$24,477)	0.7%
Professional Fees	(\$18,125)	0.5%	(\$15,547)	0.5%
Office Expenses	(\$14,836)	0.4%	(\$13,832)	0.4%
Travel	(\$13,096)	0.4%	(\$12,246)	0.4%
Computer and Internet	(\$12,279)	0.3%	(\$10,180)	0.3%
Telephone	(\$9,341)	0.3%	(\$8,278)	0.3%
Advertising and Marketing	(\$6,436)	0.2%	(\$8,396)	0.3%
Miscellaneous Expenses	(\$22,793)	0.6%	(\$24,632)	0.7%
<b>Direct Gross Profit Less Disclosed Expenses</b>	<b>\$1,080,208</b>	30.2%	<b>\$1,007,231</b>	30.5%
Less: Adjustments for Franchise Related Expenses				
Royalty Fee <sup>2</sup>	(\$285,982)	8.0%	(\$264,620)	8.0%
Brand Development Fund Fee <sup>3</sup>	(\$35,748)	1.0%	(\$33,077)	1.0%
Technology Fee <sup>4</sup>	(\$2,400)	0.1%	(\$2,400)	0.1%
Local Marketing <sup>5</sup>	(\$3,164)	0.1%	(\$1,204)	0.0%
<b>Direct Gross Profit Less Disclosed Expenses and Franchise Related Expenses</b>	<b>\$752,914</b>	21.1%	<b>\$705,930</b>	21.3%

**Notes to Table:**

<sup>1</sup> “%” represents the percentage of total Gross Sales.

<sup>2</sup> The Royalty Fee is equal to 8% of Gross Sales subject to a Minimum Weekly Royalty Fee Requirement of \$400 per week for an Operating Territory comprised of two Territories.

<sup>3</sup> The Brand Development Fund Fee is currently the greater of 1% of Gross Sales or \$50 per Territory per week.

<sup>4</sup> The Technology Fee is currently \$200 per month.

<sup>5</sup> You must spend not less than \$500 per month plus \$300 per month for each Additional Territory on the local marketing of your Cleanest Restaurant Group Business. This adjustment reflects the difference between the local marketing requirement as disclosed in Item 6 of this Disclosure Document and the advertising and marketing expenses of this Outlet as disclosed in Disclosed Expenses.

## COMPANY OWNED OUTLET RECURRING GROSS SALES

Tables 2 through 5 demonstrate the Gross Sales categorized by the type of services provided to the restaurants: (a) restaurants where the Cleanest Restaurant Group Business provides services on a regular basis, such as weekly cleaning services (“Recurrent Service Restaurant”), and (b) restaurants where the Cleanest Restaurant Group Business provides services on non-recurrent or one-time basis (“Non-Recurrent Service Restaurant”).

Table 2

<b>Company Owned Outlet: New York, New York</b>			
<b>Gross Sales by Type of Services</b>			
<b>Gross Sales Category</b>	<b>2023 Calendar Year</b>	<b>2024 Calendar Year</b>	<b>YOY Growth</b>
Recurrent Service Restaurant Gross Sales	\$3,327,661	\$3,024,005	-9.1%
Non-Recurrent Service Restaurant Gross Sales	\$247,114	\$283,743	14.8%
<b>Total Gross Sales</b>	<b>\$3,574,775</b>	<b>\$3,307,748</b>	<b>-7.5%</b>

Table 3

<b>Company Owned Outlet: New York, New York</b>			
<b>Gross Sales Data for Recurrent Service Restaurants</b>			
<b>Gross Sales Data</b>	<b>2023 Calendar Year</b>	<b>2024 Calendar Year</b>	<b>YOY Growth</b>
Recurrent Service Restaurant Gross Sales	\$3,327,661	\$3,024,005	-9.1%
Number of Recurrent Service Restaurants	29	34	17.2%
Average Gross Sales Per Recurrent Service Restaurant	\$114,747	\$88,941	-22.5%
Lowest Recurrent Service Restaurant Gross Sales	\$9,690	\$9,980	3.0%
Median Recurrent Service Restaurant Gross Sales	\$58,618	\$49,954	-14.8%
Highest Recurrent Service Restaurant Gross Sales	\$620,645	\$375,128	-39.6%

Table 4

<b>Company Owned Outlet: New York, New York</b>			
<b>Weekly Gross Sales Data for Recurrent Service Restaurants</b>			
<b>Weekly Gross Sales Data</b>	<b>2023 Calendar Year</b>	<b>2024 Calendar Year</b>	<b>YOY Growth</b>
Average Gross Sales Per Recurrent Service Restaurant	\$114,747	\$88,941	-22.5%
Average Weeks Serviced Per Recurrent Service Restaurant	39.5	32.1	-18.7%
Average Weekly Gross Sales Per Recurrent Service Restaurant	\$2,737	\$2,771	1.2%
Lowest Recurrent Service Restaurant Weekly Gross Sales	\$800	\$420	-47.5%
Median Recurrent Service Restaurant Weekly Gross Sales	\$1,127	\$961	-14.7%
Highest Recurrent Service Restaurant Weekly Gross Sales	\$11,935	\$7,214	-39.6%

Table 5

<b>Company Owned Outlet: New York, New York</b>			
<b>Weekly Hours Worked Data for Recurrent Service Restaurants</b>			
<b>Weekly Hours Worked Data</b>	<b>2023 Calendar Year</b>	<b>2024 Calendar Year</b>	<b>YOY Growth</b>
Average Weekly Hours Worked Per Recurrent Service Restaurant	80	87	8.8%
Lowest Weekly Hours Worked Per Recurrent Service Restaurant	24	12	-50.0%
Median Weekly Hours Worked Per Recurrent Service Restaurant	37	32	-13.5%
Highest Weekly Hours Worked Per Recurrent Service Restaurant	350	259	-26.0%

## OPERATIONAL FRANCHISE OUTLETS

During the 2023 Calendar Year we had a total of four Franchise Outlets. Of the four Franchise Outlets, one Outlet was an Operational Franchise Outlet and three Outlets were New Franchise Outlets. During the 2024 Calendar Year we had a total of 10 Franchise Outlets. Of the 10 Franchise Outlets, four Outlets were Operational Franchise Outlets and six Outlets were New Franchise Outlets. In this Item 19 we exclude data for our New Franchise Outlets that were not operational for the full reported Calendar Year. The table below provides a summary of our Operational Franchise Outlets.

Operational Franchise Outlet Summary	
Outlet	Outlet Description
Nassau, New York	The Nassau Outlet commenced operations in September 2022. This Outlet operates in an Operating Territory with a population of approximately 280,000 people, which is the equivalent of one Territory. This Outlet constitutes an Operational Franchise Outlet for the 2023 and 2024 Calendar Years.
Staten Island, New York	The Staten Island Outlet commenced operations in July 2023. This Outlet operates in an Operating Territory with a population of approximately 281,000 people, which is the equivalent of one Territory. This Outlet constitutes a New Franchise Outlet for the 2023 Calendar Year and an Operational Franchise Outlet for the 2024 Calendar Year.
Brooklyn-West, New York	The Brooklyn-West Outlet commenced operations in August 2023. This Outlet operates in an Operating Territory with a population of approximately 280,000 people, which is the equivalent of one Territory. This Outlet constitutes a New Franchise Outlet for the 2023 Calendar Year and an Operational Franchise Outlet for the 2024 Calendar Year.
Fort Lauderdale, Florida	The Fort Lauderdale Outlet commenced operations in November 2023. This Outlet operates in an Operating Territory with a population of approximately 279,000 people, which is the equivalent of one Territory. This Outlet constitutes a New Franchise Outlet for the 2023 Calendar Year and an Operational Franchise Outlet for the 2024 Calendar Year.

Table 6

Operational Franchise Outlets Gross Sales Data for 2023 and 2024 Calendar Years			
Operational Franchise Outlet	2023 Calendar Year Gross Sales	2024 Calendar Year Gross Sales	YOY Growth
Nassau, New York	\$323,551	\$349,090	7.9%
Staten Island, New York	N/A	\$178,038	N/A
Brooklyn-West, New York	N/A	\$145,097	N/A
Fort Lauderdale, Florida	N/A	\$98,091	N/A

Table 7

Operational Franchise Outlets Gross Sales by Type of Services				
Operational Franchise Outlet	Data	2023 Calendar Year	2024 Calendar Year	YOY Growth
Nassau, New York	Recurrent Service Restaurant Gross Sales	\$316,673	\$347,665	9.8%
	Non-Recurrent Service Restaurant Gross Sales	\$6,878	\$1,425	-79.3%
	Total Gross Sales	\$323,551	\$349,090	7.9%
Staten Island, New York	Recurrent Service Restaurant Gross Sales	N/A	\$170,468	N/A
	Non-Recurrent Service Restaurant Gross Sales	N/A	\$7,570	N/A
	Total Gross Sales	N/A	\$178,038	N/A
Brooklyn-West, New York	Recurrent Service Restaurant Gross Sales	N/A	\$120,530	N/A
	Non-Recurrent Service Restaurant Gross Sales	N/A	\$24,567	N/A
	Total Gross Sales	N/A	\$145,097	N/A
Fort Lauderdale, Florida	Recurrent Service Restaurant Gross Sales	N/A	\$93,170	N/A
	Non-Recurrent Service Restaurant Gross Sales	N/A	\$4,921	N/A
	Total Gross Sales	N/A	\$98,091	N/A

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Table 8

<b>Operational Franchise Outlets</b> <b>Gross Sales Data for Recurrent Service Restaurants</b>				
<b>Operational Franchise Outlet</b>	<b>Data</b>	<b>2023 Calendar Year</b>	<b>2024 Calendar Year</b>	<b>YOY Growth</b>
Nassau, New York	Recurrent Service Restaurant Gross Sales	\$316,673	\$347,665	9.8%
	Number of Recurrent Service Restaurants	6	4	-33.3%
	Average Gross Sales Per Recurrent Service Restaurant	\$52,779	\$86,916	64.7%
	Lowest Recurrent Service Restaurant Gross Sales	\$8,208	\$24,180	194.6%
	Median Recurrent Service Restaurant Gross Sales	\$25,936	\$75,609	191.5%
	Highest Recurrent Service Restaurant Gross Sales	\$113,568	\$130,000	14.5%
Staten Island, New York	Recurrent Service Restaurant Gross Sales	N/A	\$144,370	N/A
	Number of Recurrent Service Restaurants	N/A	5	N/A
	Average Gross Sales Per Recurrent Service Restaurant	N/A	\$28,874	N/A
	Lowest Recurrent Service Restaurant Gross Sales	N/A	\$18,370	N/A
	Median Recurrent Service Restaurant Gross Sales	N/A	\$24,940	N/A
	Highest Recurrent Service Restaurant Gross Sales	N/A	\$73,475	N/A
Brooklyn-West, New York	Recurrent Service Restaurant Gross Sales	N/A	\$120,530	N/A
	Number of Recurrent Service Restaurants	N/A	3	N/A
	Average Gross Sales Per Recurrent Service Restaurant	N/A	\$40,178	N/A
	Lowest Recurrent Service Restaurant Gross Sales	N/A	\$13,918	N/A
	Median Recurrent Service Restaurant Gross Sales	N/A	\$45,705	N/A
	Highest Recurrent Service Restaurant Gross Sales	N/A	\$60,907	N/A
Fort Lauderdale, Florida	Recurrent Service Restaurant Gross Sales	N/A	\$93,170	N/A
	Number of Recurrent Service Restaurants	N/A	1	N/A
	Average Gross Sales Per Recurrent Service Restaurant	N/A	\$93,170	N/A
	Lowest Recurrent Service Restaurant Gross Sales	N/A	\$93,170	N/A
	Median Recurrent Service Restaurant Gross Sales	N/A	\$93,170	N/A
	Highest Recurrent Service Restaurant Gross Sales	N/A	\$93,170	N/A

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Table 9

<b>Operational Franchise Outlets</b> <b>Weekly Gross Sales Data for Recurrent Service Restaurants</b>				
<b>Operational Franchise Outlet</b>	<b>Data</b>	<b>2023 Calendar Year</b>	<b>2024 Calendar Year</b>	<b>YOY Growth</b>
Nassau, New York	Average Gross Sales Per Recurrent Service Restaurant	\$52,779	\$86,916	64.7%
	Average Weeks Serviced Per Recurrent Service Restaurant	21.6	48.5	124.5%
	Average Weekly Gross Sales Per Recurrent Service Restaurant	\$2,098	\$1,723	-17.9%
	Lowest Recurrent Service Restaurant Weekly Gross Sales	\$465	\$465	0.0%
	Median Recurrent Service Restaurant Weekly Gross Sales	\$2,400	\$2,184	-9.0%
	Highest Recurrent Service Restaurant Weekly Gross Sales	\$2,800	\$2,500	-10.7%
Staten Island, New York	Average Gross Sales Per Recurrent Service Restaurant	N/A	\$28,874	N/A
	Average Weeks Serviced Per Recurrent Service Restaurant	N/A	21.4	N/A
	Average Weekly Gross Sales Per Recurrent Service Restaurant	N/A	\$1,349	N/A
	Lowest Recurrent Service Restaurant Weekly Gross Sales	N/A	\$610	N/A
	Median Recurrent Service Restaurant Weekly Gross Sales	N/A	\$2,000	N/A
	Highest Recurrent Service Restaurant Weekly Gross Sales	N/A	\$2,150	N/A
Brooklyn-West, New York	Average Gross Sales Per Recurrent Service Restaurant	N/A	\$40,178	N/A
	Average Weeks Serviced Per Recurrent Service Restaurant	N/A	25.5	N/A
	Average Weekly Gross Sales Per Recurrent Service Restaurant	N/A	\$1,576	N/A
	Lowest Recurrent Service Restaurant Weekly Gross Sales	N/A	\$773	N/A
	Median Recurrent Service Restaurant Weekly Gross Sales	N/A	\$1,632	N/A
	Highest Recurrent Service Restaurant Weekly Gross Sales	N/A	\$2,040	N/A
Fort Lauderdale, Florida	Average Gross Sales Per Recurrent Service Restaurant	N/A	\$93,170	N/A
	Average Weeks Serviced Per Recurrent Service Restaurant	N/A	52	N/A
	Average Weekly Gross Sales Per Recurrent Service Restaurant	N/A	\$1,792	N/A
	Lowest Recurrent Service Restaurant Weekly Gross Sales	N/A	\$1,792	N/A
	Median Recurrent Service Restaurant Weekly Gross Sales	N/A	\$1,792	N/A
	Highest Recurrent Service Restaurant Weekly Gross Sales	N/A	\$1,792	N/A

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Table 10

**Operational Franchise Outlets**  
**Weekly Hours Worked Data for Recurrent Service Restaurants**

<b>Operational Franchise Outlet</b>	<b>Data</b>	<b>2023 Calendar Year</b>	<b>2024 Calendar Year</b>	<b>YOY Growth</b>
Nassau, New York	Average Weekly Hours Worked Per Recurrent Service Restaurant	68.7	58.5	-14.8%
	Lowest Weekly Hours Worked Per Recurrent Service Restaurant	14	14	0.0%
	Median Weekly Hours Worked Per Recurrent Service Restaurant	75	72	-4.0%
	Highest Weekly Hours Worked Per Recurrent Service Restaurant	87.5	84.2	-3.8%
Staten Island, New York	Average Weekly Hours Worked Per Recurrent Service Restaurant	N/A	57.5	N/A
	Lowest Weekly Hours Worked Per Recurrent Service Restaurant	N/A	20.3	N/A
	Median Weekly Hours Worked Per Recurrent Service Restaurant	N/A	66	N/A
	Highest Weekly Hours Worked Per Recurrent Service Restaurant	N/A	71	N/A
Brooklyn-West, New York	Average Weekly Hours Worked Per Recurrent Service Restaurant	N/A	26.5	N/A
	Lowest Weekly Hours Worked Per Recurrent Service Restaurant	N/A	25	N/A
	Median Weekly Hours Worked Per Recurrent Service Restaurant	N/A	54	N/A
	Highest Weekly Hours Worked Per Recurrent Service Restaurant	N/A	68	N/A
Fort Lauderdale, Florida	Average Weekly Hours Worked Per Recurrent Service Restaurant	N/A	60	N/A
	Lowest Weekly Hours Worked Per Recurrent Service Restaurant	N/A	60	N/A
	Median Weekly Hours Worked Per Recurrent Service Restaurant	N/A	60	N/A
	Highest Weekly Hours Worked Per Recurrent Service Restaurant	N/A	60	N/A

**Some Outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.**

Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request.

Other than the preceding financial performance representation, Cleanest Restaurant Group Franchise Inc. does 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 Howie Lemon Jr., Cleanest Restaurant Group Franchise Inc. at 40 West 37th Street, Suite 901, New York, New York 10018 and 212-643-0900, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 1**  
**SYSTEMWIDE OUTLET SUMMARY**  
**FOR YEARS 2022 to 2024**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	0	1	+1
	2023	1	4	+3
	2024	4	10	+6
Company Owned	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
Total Outlets	2022	1	2	+1
	2023	2	5	+3
	2024	5	11	+6

**TABLE NO. 2**  
**TRANSFER OF OUTLETS FROM FRANCHISEES TO NEW OWNERS**  
**(OTHER THAN THE FRANCHISOR)**  
**FOR YEARS 2022 to 2024**

State	Year	Number of Transfers
None	2022	0
	2023	0
	2024	0

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