

## **ITEM 18 PUBLIC FIGURES**

We do not 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, and/or affiliate-owned outlets, if there is a reasonable basis for the information, and 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.

As of December 31, 2024, we had two affiliate-owned Mike's Red Tacos Restaurants (the "Affiliate Locations") in operation and no franchised Mike's Red Tacos Restaurants. Franchised Mike's Red Tacos Restaurants will operate from premises that are approximately 2,400 square feet. The Affiliate Locations do not pay Royalties or Creative Fund Contributions that franchised Mike's Red Tacos Restaurants will pay. The Affiliate Locations offer similar products and menu items and face a similar degree of competition anticipated for the Mike's Red Tacos Restaurants offered under this Franchise Disclosure Document. The Affiliate Locations are both located in San Diego, California and benefit from brand awareness in the geographic areas where they are located. The first Affiliate Location has been in operation since August 2022 and the second Affiliate Location has been in operation since May 2024. The first Affiliate Location operates from a premises that is 919 square feet. The second Affiliate Location operates from a premises that is 2,100 square feet. The information below is a historical financial performance representation for the Affiliate Location that has been in operation for at least one year as of December 31, 2024 ("Reporting Affiliate Location"). The financial information was prepared from internal accounting records and reports. The numbers have not been audited, but we have no reason to doubt their accuracy. All numbers have been rounded to the nearest dollar. For purposes of this Item 19, "Gross Sales" means the total revenue derived from the sale of goods or services less sales tax, discounts, allowances, and returns.

The Reporting Affiliate Location generated \$2,963,621 in Gross Sales between January 1, 2024, and December 31, 2024.

The earnings claims 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.

**Some Mike's Red Tacos Restaurants have earned this amount. Your individual results may differ. There is no assurance you will earn as much.**

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

Other than the preceding representations, we do not make any additional financial performance 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 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 Franchise Development Department at 1308 E Colorado Blvd., Suite 2216, Pasadena, California 91106, (562) 201-3020; the Federal Trade Commission; and the appropriate state regulatory agencies.

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

Table No. 1  
System-wide Outlet Summary  
For Years 2022-2024

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	0	0
	2024	0	0	0
Company-Owned	2022	0	1*	+1
	2023	1*	1*	0
	2024	1*	2*	+1
Total Outlets	2022	0	1*	+1
	2023	1*	1*	0
	2024	1*	2*	+1

\*These outlets are owned by our founder, owner and manager, Mike Touma.

Table No. 2  
Transfers of Franchised Outlets from Franchisees to New Owners (other than the Franchisor)  
For Years 2022-2024

State	Year	Number of Transfers
Totals	2022	0
	2023	0
	2024	0

Table No. 3  
Status of Franchised Outlets  
For Years 2022-2024

State	Year	Outlets at Start of the Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations - Other Reasons	Outlets at End of the Year

