

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 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.

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 future income, you should report it to the franchisor's management by contacting Shannon Hudson, 847 NE Main Street, Simpsonville, South Carolina 29681, (864) 962-4600, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table 1
Systemwide Outlet Summary
For Years 2022 to 2024¹

Outlet Type	Year	Outlets and the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	84	73	-11
	2023	73	52	-21
	2024	52	29	-23
Licensed	2022	0	0	0
	2023	0	0	0
	2024	0	1	1
Company Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	84	73	-11
	2023	73	52	-21
	2024	52	31 ²	-21

Note 1. The information recorded prior to March 1, 2024 was provided by the predecessor companies ILKB LLC and ILKB TOO LLC.

Table 2
Transfers of Outlets from Franchisees to New Owners (other than Franchisor)
For Years 2022 to 2024¹

State	Year	Number of Transfers
Alabama	2022	0
	2023	0
	2024	0
Arizona	2022	0
	2023	0
	2024	0
California	2022	0
	2023	0
	2024	0
Colorado	2022	1
	2023	0
	2024	0
Connecticut	2022	0
	2023	0
	2024	0
Delaware	2022	0
	2023	0