

## 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 that information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

As used in this Item 19, “**Net Sales**” means the aggregate of all sales and other income from each ROBEKS® store, whether payment is in cash, by credit card, Gift Cards, or other generally accepted form of payment, including all proceeds from any business interruption insurance, the sale of Proprietary Products and wholesale transactions (if you obtain our permission first; otherwise, we prohibit wholesale transactions), but specifically excluding: (1) sales taxes and other taxes separately stated that you collect from customers and pay to taxing authorities; (2) refunds and credits made in good faith to arms’ length customers; (3) the proceeds that you receive on the sale of Gift Cards to your customers; and (4) the discount value of any coupon, voucher, or other allowance that we authorize at the time you redeem the customer’s coupon, voucher, or allowance.

The information in the chart below was prepared from sales information provided to us by franchisees. The franchisees’ sales information is not audited.

#### **Net Sales Data for Fiscal Year 2024**

As of December 29, 2024, we had 103 franchised stores and 3 corporate stores open in the U.S. This Item 19 includes Net Sales data for 80 franchised Robeks stores that were operational during all of the 52-week period ended December 29, 2024 (the “Fiscal Period”) and were open as of December 29, 2024. This Item 19 excludes data from (a) 10 franchised Robeks stores that, due to the business conditions in the area surrounding their location, were open for less than 7 days per week; (b) one franchised Robeks store located in a captive-market location (college campus) which makes the store’s characteristics materially different from the franchise opportunity offered under this Disclosure Document; (c) seven Robeks franchised stores that opened during the Fiscal Period and therefore did not report data for the entire Fiscal Period and (d) five Robeks franchised stores that were closed for a period of time during the Fiscal Period for a remodel, repair or ownership transfer and therefore did not report data for the entire Fiscal Period. Five Robeks franchised store(s) closed during the Fiscal Period and are therefore excluded from this Item 19. No store that closed during the Fiscal Period closed after being open for less than 12 months.

Group (1)	Average Net Sales	Number of Stores in Group (2)	High (3)	Low (3)	Number and percent of group that met or exceeded group average net sales		Median Net Sales
Top 20%	\$1,100,923	16	\$1,662,350	\$905,921	6	37.5%	\$1,035,403
Top 40%	\$927,946	32	\$1,662,350	\$677,027	15	46.9%	\$905,025

Group (1)	Average Net Sales	Number of Stores in Group (2)	High (3)	Low (3)	Number and percent of group that met or exceeded group average net sales		Median Net Sales
Top 60%	\$819,954	48	\$1,662,350	\$541,700	18	37.5%	\$733,169
Top 80%	\$739,975	64	\$1,662,350	\$435,454	23	35.9%	\$668,631
All Stores	\$670,073	80	\$1,662,350	\$324,854	32	40.0%	\$608,830
Bottom 20%	\$390,464	16	\$433,833	\$324,854	9	56.3%	\$401,661
Bottom 40%	\$445,252	32	\$531,203	\$324,854	15	46.9%	\$434,643
Bottom 60%	\$498,158	48	\$660,234	\$324,854	13	27.1%	\$515,503
Bottom 80%	\$562,360	64	\$904,130	\$324,854	29	45.3%	\$536,452
All Stores	\$670,073	80	\$1,662,350	\$324,854	32	40.0%	\$608,830

(1) The “**Group**” column divides the reporting franchised Robeks stores into 8 groups based on the relative Net Sales performance of the stores during the Fiscal Period. For example, the “Top 20%” group refers to a group of the top 20% reporting franchised stores based on Net Sales achieved in the Fiscal Period, the “Top 40%” group refers to a group of the top 40% reporting stores based on Net Sales in the Fiscal Period, and so on.

(2) The “**Number of Stores in Group**” represents the number of Robeks franchised stores open for the full Fiscal Period and included in the particular Group based on the Net Sales achieved during the Fiscal Period.

(3) “**High**” and “**Low**” represents the actual highest Net Sales in the Group during the Fiscal Period and the actual lowest Net Sales in the Group during the Fiscal Period, respectively.

#### ADDITIONAL NOTES:

**Some outlets have sold this amount. Your individual results may differ. There is no assurance that you’ll sell as much.**

The financial performance representation figures do not reflect the costs and expenses that must be deducted from the 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 Robeks Store. Franchisees or former franchisees listed on Exhibit H may be one source of information.

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

Except as disclosed in this Item 19, 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 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 financial performance information or projections of your future income, you should report it to our management by contacting our President and Chief Financial Officer, David G. Rawnsley, c/o Robeks Franchise Corporation, 5220 Pacific Concourse Drive, Suite 395, Los Angeles, CA 90045, (310)727-0500, the Federal Trade Commission and the appropriate state regulatory agencies.

## ITEM 20

### OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1 (Franchised Outlets)  
Systemwide Outlet Summary  
For Years 2022 to 2024**

<b>Column 1 Outlet Type</b>	<b>Column 2 Year</b>	<b>Column 3 Outlets at the Start of the Year</b>	<b>Column 4 Outlets at the End of the Year</b>	<b>Column 5 Net Change</b>
Franchised Outlets	2022	85	90	+5
	2023	90	100	+10
	2024	100	103	+3
Company-Owned	2022	1	1	0
	2023	1	2	+1
	2024	2	3	+1
<b>Total Outlets</b>	<b>2022</b>	<b>86</b>	<b>91</b>	<b>+5</b>
	<b>2023</b>	<b>91</b>	<b>102</b>	<b>+11</b>
	<b>2024</b>	<b>102</b>	<b>106</b>	<b>+4</b>

**Table No. 2 (Franchised Outlets)  
Transfers of Outlets From Franchisees to New Owners  
(Other than the Franchisor or an Affiliate)  
For Years 2022 to 2024**

<b>Column 1 State</b>	<b>Column 2 Year</b>	<b>Column 3 Number of Transfers</b>
Arizona	2022	0
	2023	2
	2024	1
California	2022	2
	2023	4
	2024	0
Florida	2022	1
	2023	0
	2024	0
Illinois	2022	0
	2023	0
	2024	1