

The Franchise Agreement does not prohibit you from using the name of a public figure or celebrity in your promotional efforts or advertising; however, the use of a public figure in any promotional efforts or advertising requires our prior approval.

### **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.

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 Marc Geman at 6000 East Evans Ave., Bldg. 2, Suite 210, Denver, Colorado 80222, (303) 808-9393, the Federal Trade Commission, and the appropriate state regulatory agencies.

### **ITEM 20**

#### **OUTLETS AND FRANCHISEE INFORMATION**

##### **ITEM 20 TABLE NO. 1 SYSTEMWIDE OUTLET SUMMARY FOR YEARS 2022 TO 2024<sup>(1)</sup>**

Column 1 <b>Outlet Type</b>	Column 2 <b>Year</b>	Column 3 <b>Outlets at the Start of the Year</b>	Column 4 <b>Outlets at the End of the Year</b>	Column 5 <b>Net Change</b>
Franchised	2022	59	61	+2
	2023	61	69	+8
	2024	69	60	-9
Company Owned <sup>(2)</sup>	2022	1	1	1
	2023	1	0	-1
	2024	0	0	0
<b>Total Outlets</b>	<b>2022</b>	<b>60</b>	<b>62</b>	<b>+2</b>
	<b>2023</b>	<b>62</b>	<b>69</b>	<b>+7</b>
	<b>2024</b>	<b>69</b>	<b>60</b>	<b>-9</b>

<sup>(1)</sup> Each year period begins on January 1 and ends on December 31.

<sup>(2)</sup> Store owned and operated by our affiliate Drinks of Denver. We do not directly own or operate any Bambū shoppes.