

## **ITEM 18 PUBLIC FIGURES**

We do not use any public figure to promote the sale of our franchises.

## **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 Robert Germain, Vice President, Corporate Counsel, 301 Route 17 North, Rutherford, New Jersey 07070, (201) 928-0444, the Federal Trade Commission, and the appropriate state regulatory agency.

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

**Table No. 1  
System-wide Outlet Summary  
For years 2022 to 2024**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
<b>Franchised</b>	2022	1606	1618	+ 12
	2023	1618	1637	+19
	2024	1637	1671	+34
<b>Company Owned</b>	2022	31	28	-3
	2023	28	22	-6
	2024	22	18	-4
<b>Total</b>	<b>2022</b>	<b>1637</b>	<b>1646</b>	<b>+ 9</b>
	<b>2023</b>	<b>1646</b>	<b>1659</b>	<b>+13</b>
	<b>2024</b>	<b>1659</b>	<b>1689</b>	<b>+30</b>