

Item 19

FINANCIAL PERFORMANCE REPRESENTATION

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 any 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 only be given 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.

This Item contains a historic financial performance representation about our existing franchised outlets in 2024. As of September 29, 2024, our fiscal year end, we had 42 franchised outlets, of which 39 franchised outlets were open and operating during the entire 2024 fiscal year. 3 franchised outlets that did not operate during the entirety of our 2024 fiscal year were excluded from reporting.

The data used in preparing this financial performance representation was compiled from information submitted to us by the franchisees in their unaudited sales reports for their franchised restaurants. While we believe that these sales reports contain accurate information, we have not independently verified the information.

Net Sales¹ Data of BARBERITOS Franchised Restaurants in 2024

Quartiles	# of Stores	Average Net Sales	Median Net Sales	Highest Net Sales	Lowest Net Sales
Top 25%	9	1,827,310	1,740,339	2,770,740	1,366,795
Tier II	10	1,081,616	1,092,377	1,222,131	959,837
Tier III	10	808,118	801,439	924,730	687,564
Bottom 25%	10	584,192	592,286	660,496	459,272

¹Net Sales means the full amount payable by the franchisees' customers, less sales taxes, discounts, and honored coupons.

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

Some outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.

Other than the preceding financial performance representation, we do not make any financial performance representations. 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 our management by contacting Bryan Kelly Roddy, Barberitos Franchising Co., LLC, 3135 1st Avenue N., Suite 15459, St. Petersburg, Florida 33733, 727-201-2648, 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 to 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	43	42	-1
	2023	42	42	0
	2024	42	42	0
Company-Owned	2022	4	4	0
	2023	4	4	0
	2024	4	0	-4
Total	2022	47	46	-1
	2023	46	45	-1
	2024	45	42	-3

TABLE NO. 2
Transfers of Outlets from Franchisees to New Owners (Other Than the Franchisor)
for Years 2022 to 2024

State	Year	Number of Transfers
GA	2022	1
	2023	3
	2024	1
NC	2022	0
	2023	3
	2024	2
TN	2022	0
	2023	1
	2024	0
Total	2022	1
	2023	7
	2024	3