

	<b>Provision</b>	<b>Section in Development Agreement</b>	<b>Summary</b>
v.	Choice of forum	17	Litigation in Philadelphia, Pennsylvania; Pennsylvania courts (subject to state law)
w.	Choice of law	1311	Pennsylvania law, except federal Lanham Act (subject to state law)

## **Item 18 PUBLIC FIGURES**

We do not currently use any public figure to promote our franchise.

## **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, we had 88 franchised outlets. In Chart 1 of this Item, we have excluded the results of 11 total outlets who were either new to the system, operate in a "kiosk"-type format, and/or did not otherwise operate for the full fiscal year. In Chart 2 of this Item, we have excluded the results of 11 additional outlets that operate in captive or semi-captive venues. Otherwise, there are no characteristics of the outlets disclosed in this Item 19 that differ materially from those of the outlet(s) that may be offered to a prospective franchisee.

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.

### **Chart 1: Net Sales<sup>1</sup> Data of SALADWORKS Franchised Restaurants in 2024**

#### **By Trade Channel**

Trade Channel	# of Stores	Average Square Footage	Average Net Sales	Median Net Sales	Highest Net Sales	Lowest Net Sales
Pad Site	4	2,567	944,270	910,011	1,243,184	713,874
Strip Mall	60	2,348	815,081	818,078	1,817,347	276,365
Urban - Streetside	2	1,900	685,063	685,063	858,364	511,762
Captive/Semi-Captive	11	1,069	870,973	736,592	2,211,738	375,994

## Chart 2: Quartiles

Quartiles	# of Stores	Average Square Footage	Average Net Sales	Median Net Sales	Highest Net Sales	Lowest Net Sales
Top 25%	17	2,654	1,151,131	1,058,805	1,817,347	971,837
Tier II	16	2,299	915,798	918,443	968,314	828,730
Tier III	16	2,337	742,173	762,345	807,426	622,444
Bottom 25%	17	2,096	467,958	463,817	609,668	276,365

<sup>1</sup>Net 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, Saladworks, LLC, 3135 1<sup>st</sup> Avenue N., Suite 15459, St. Petersburg, Florida, 33733, (610) 646-1471, 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	88	94	+6
	2023	94	94	0
	2024	94	88	-6
Company-Owned	2022	15	7	-7
	2023	7	5	-2
	2024	5	3	-2
<b>Total</b>	2022	103	101	-1
	2023	101	99	-2
	2024	99	91	-8