

<b>Provision</b>	<b>Section in franchise or other agreement</b>	<b>Summary</b>
	MUDA: § 7	

For additional disclosures required by certain states, refer to Exhibit I - State Addenda to Disclosure Document

**Item 18**  
**PUBLIC FIGURES**

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

**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.

**1/01/2023 – 12/31/2023 Financial Results**

The following chart contains selected financial performance information for Boba Cucue businesses owned by our affiliates that were open for this time period. These locations are in the Phoenix, Arizona market. These financials account for three operating locations from this time period.

E-Blue USA, LLC is located at 694 S Cooper Rd, Ste A1, Gilbert AZ 85233.

Gross Sales:	\$502,296.30
Royalty Fee:	\$27,626.30
Brand Fund Fee:	\$5,022.96

Boba Cucea Mesa, LLC is located at 5229 S. Power Rd, Suite 101, Mesa, AZ 85212.

Gross Sales:	\$479,613.54
Royalty Fee:	\$26,378.74
Brand Fund Fee:	\$4,796.14

Boba Cucea Phoenix, LLC is located at 555 N. Central Ave, Suite 104, Phoenix, AZ 85004.

Gross Sales:	\$422,481.38
Royalty Fee:	\$23,236.48
Brand Fund Fee:	\$4,224.81

Notes:

1. The foregoing data are historic financial performance representations. They are not projections of future performance. We had two additional stores which were open during 2023, but did not complete a full year of financials. Boba Cucue Chandler was closed in July of 2023 and Boba Cucue Phoenix did not have a full year open therefore, both were not included in this Item 19. The three company owned locations disclosed here are not materially different in any way from the future franchise owned locations.
2. “Gross Sales” means the total revenue derived from the sale of goods or services less sales tax, discounts, and returns.
3. This Item 19 does not include any operating expenses associated with the Company Owned locations. You would need to account for these costs in order to understand Net Income for the business. These expenses would include labor costs, food costs, retail item costs, advertising, rent and other expenses associated with the operation of the franchised business.
4. Our Affiliates do not pay royalties or marketing fees to us; however, we have shown the estimated expenditures (5.5% Royalty and 1% Brand Fund) for each Affiliate had they incurred those expenses.
5. **Some outlets have sold and earned this amount. Your individual results may differ. There is no assurance that you'll sell or earn as much.**
6. Written substantiation of the information contained in this Item 19 will be made available to prospective franchisees upon reasonable request.

Except for what is included 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 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, Chung Kit (Gary Lo) and Vivian Chung, 694 S. Cooper Road, A1, Gilbert, AZ 85233, and (480) 366-4692, the Federal Trade Commission, and the appropriate state regulatory agencies.

**Item 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table 1**  
**Systemwide Outlet Summary**  
**For Years 2021 to 2023**

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2021	0	0	0
	2022	0	0	0
	2023	0	0	0
Company-Owned	2021	4	4	0
	2022	4	4	0
	2023	4	4	0
Total Outlets	2021	4	4	1
	2022	4	4	0
	2023	4	4	0

**Table 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For Years 2021 to 2023**

Column 1 State	Column 2 Year	Column 3 Number of Transfers
N/A	2021	0
	2022	0
	2023	0
Total	2021	0
	2022	0
	2023	0