

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 Franchise 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 by this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

This Item 19 presents the following historical results of 21 affiliate-owned Buona restaurants located in the Chicago metropolitan area that are owned and operated solely by companies affiliated with us and are similar to the Buona Business offered in this Disclosure Document. The Buona brand has been established in the Chicago metropolitan area since 1981. Beginning in July 2021, we began adding the Rainbow Cone brand to certain existing affiliate-owned Buona restaurants. The Original Rainbow Cone brand was established in the Chicago metropolitan area over 90 years ago.

As of the date of this Disclosure Document, we do not have any franchised Buona restaurants so no data is included in this statement from franchised businesses.

All of the data shown on the tables below covers the 12 month period ended March 24, 2026.

The data of the 21 Buona restaurants included in this statement are broken down into the following categories:

- 10 Single Brand Free Standing Restaurants with Drive Thru
- 1 Single Brand Inline Restaurant
- 10 Dual Brand Free Standing Restaurants

Beginning in 2013, our affiliates launched a new prototype for Buona restaurants going forward that is similar to the Buona Business franchise offered to franchisees under this Disclosure Document. This new prototype restaurant included changes in kitchen layout, square footage, trade dress, trademarks and signage, menu, seating, access to parking and the addition of a drive through window. For that reason, we have not included in this Item 19 the data from 10 existing affiliate-owned Buona restaurants that were opened before January 2013 and are still in operation but have not remodeled to meet the new prototype.

1 of 1 Franchised Restaurants opened for business as of March 24, 2026, a Dual Brand Franchised Restaurant, has been excluded from the data since they have not been in operation for a full 52 operating weeks as of March 24, 2026.

STATEMENT OF HISTORICAL RESULTS FOR
10 AFFILIATE-OWNED SINGLE BRAND FREE STANDING RESTAURANTS
WITH DRIVE THROUGH

The 10 Buona restaurants included in the 3 tables below are single brand free standing restaurants with a drive through (identified in the tables below as Stores #1 through #10). All 10 of the Buona restaurants opened on or after January 2013 and were in operation for the full 52 operating weeks from March 24, 2025 through March 24, 2026.

The length of time the 10 restaurants have been in operation as of March 24, 2025 ranged from 14 years, 3 months to 5 years, 10 months.

The operations of the 10 affiliate-owned units included in 3 tables below do not differ materially from those of a new franchised Buona Business that is a free standing location with a drive through window.

If you will be establishing an inline location without a drive through window, you should not rely on these numbers and should review the data below regarding our one affiliate-owned unit that is an inline location.

The 3 tables below show the Gross Sales and certain specified expenses as listed and defined below of the 10 Buona affiliate-owned restaurants included in this statement. This does not include all expenses incurred by a Buona restaurant.

The source of this data is income statements for each individual restaurant prepared internally by our affiliates consistent with generally accepted accounting principles. The same accounting system is used for each restaurant. The information has not been audited.

Definitions for Single Brand. The terms used in the tables below for the Single Brand Buona Businesses (both Free Standing and Inline) are defined for purposes of this Item 19 statement of financial performance representation as follows:

- (1) “BUONA Restaurant Sales” are defined as the portion of total revenue received from the sale of goods and services, whether by cash or by check or credit card, for BUONA Restaurant Menu Items, less sales tax.
- (2) “BUONA Catering Sales” are defined as the portion of total revenue received from the sale of goods and services, whether by cash or by check or credit card, for BUONA Catering Menu Items, less sales tax.
- (3) “Food Cost” includes costs of food and beverage items.
- (4) “Packaging Cost” includes paper and plastic product expenses.
- (5) “Gross Profit” is Gross Sales less Food Cost and Packaging Cost.
- (6) “Salaries and Wages” include wages paid to Company-Owned Restaurant managers and crew. Salaried Manager wages range from \$52,000/year to \$90,000/year. Crew wages range from \$13.00/hour to \$21.00/hour.
- (7) “Employee Benefits” includes Payroll Taxes, Workers Compensation contributions, Health Insurance, Dental Insurance, Vision Insurance, and POS Discounts given to store staff.
- (8) “Direct Operating Expenses” include in-store marketing, signage, uniforms, telephone, internet, permits, door and fire alarm monitoring, music, pest control, fuel, and vehicle insurance.
- (9) “Supplies & Chemicals” include supplies and chemicals.
- (10) “Utilities” includes electricity, gas, water and sewer, and garbage collection.
- (11) “General & Administrative” include bank charges, credit card fees, office supplies, freight, postage, payroll service, team recruitment, liability insurance, and dues and subscriptions.
- (12) “Repairs & Maintenance” include building, equipment, and vehicle repairs, as well as grease trap, hood cleaning, knife sharpening, and landscaping services.

(13) “Sales Incentives” include commissions, marketing, and promotional expenses paid to third party delivery services, POS promotional discounts, POS discounts related to the loyalty program, and POS discounts related to guest satisfaction/resolutions.

(14) “Tech Fee” represents the \$100/week charge that a Franchised Restaurant will currently pay to Chicago’s Original Italian Beef Franchising LLC under the Franchise Agreement.

(15) “Local Advertising” represents the minimum percentage of sales (1.0%) that a Franchised Restaurant must spend on local advertising expenses under the Franchise Agreement.

(16) “Brand Marketing Fund” represents the maximum percentage of sales (2.5%) that a Franchised Restaurant would pay to the Marketing Fund under the Franchise Agreement.

(17) “Royalty” represents the percentage of sales (4.0%) that a Franchised Restaurant will pay to Chicago’s Original Italian Beef Franchising LLC as a royalty under the Franchise Agreement.

(18) “Income” is Sales less the expenses listed above. The income above is before deductions for Rent, Real Estate Taxes, Personal Property Taxes, Interest Costs, Depreciation and Amortization or Income Tax. The statements shown in the tables DO NOT include the following expense items, which must be calculated and included separately for every Buona Restaurant:

- Actual Local Advertising, including promotional discounts done at the POS.
- Depreciation of property and equipment.
- Rent, interest or other financing cost for land, buildings, equipment and inventory.
- Initial franchise fee and organization costs.
- Any management fees.
- Income taxes and property taxes.
- Other Employee benefits, such as bonus incentives, meal discounts, other team member compensation.
- Other expenses, such as furniture and equipment, technology software and equipment, meeting expense, cash over/short, credit card chargebacks, armored car, and window washing services.

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3/24/25 - 3/24/26 BUONA Drive Thru	Store 1		Store 2		Store 3		Store 4		Store 5	
BUONA Restaurant Sales (1)	3,366,467	91.9%	2,469,045	90.7%	3,731,203	94.1%	2,587,280	90.3%	3,221,619	89.9%
BUONA Catering Sales (2)	296,385	8.1%	254,035	9.3%	235,861	5.9%	278,648	9.7%	361,925	10.1%
Total Gross Sales	3,662,852	100.0%	2,723,080	100.0%	3,967,064	100.0%	2,865,928	100.0%	3,583,544	100.0%
Food Cost (3)	1,084,725	29.6%	799,642	29.4%	1,109,166	28.0%	852,806	29.8%	1,055,308	29.4%
Packaging Cost (4)	112,584	3.1%	81,246	3.0%	122,055	3.1%	85,868	3.0%	112,147	3.1%
Gross Profit (5)	2,465,543	67.3%	1,842,192	67.7%	2,735,843	69.0%	1,927,254	67.2%	2,416,089	67.4%
Salaries & Wages (6)	866,507	23.7%	687,570	25.2%	901,925	22.7%	719,826	25.1%	873,675	24.4%
Employee Benefits (7)	138,808	3.8%	106,724	3.9%	142,883	3.6%	110,049	3.8%	130,958	3.7%
Direct Operating Expenses (8)	31,614	0.9%	35,128	1.3%	38,485	1.0%	35,075	1.2%	37,391	1.0%
Supplies & Chemicals (9)	37,789	1.0%	33,359	1.2%	28,035	0.7%	29,681	1.0%	38,462	1.1%
Utilities (10)	83,247	2.3%	64,703	2.4%	75,151	1.9%	73,508	2.6%	75,076	2.1%
General & Administrative (11)	131,598	3.6%	116,427	4.3%	122,741	3.1%	117,967	4.1%	128,747	3.6%
Repairs & Maintenance (12)	52,762	1.4%	55,063	2.0%	47,858	1.2%	89,760	3.1%	62,829	1.8%
Sales Incentives (13)	228,485	6.2%	201,719	7.4%	312,407	7.9%	234,273	8.2%	251,190	7.0%
Tech Fee (14)	5,200	0.1%	5,200	0.2%	5,200	0.1%	5,200	0.2%	5,200	0.1%
Local Advertising (15)	36,629	1.0%	27,231	1.0%	39,671	1.0%	28,659	1.0%	35,835	1.0%
Brand Marketing Fund (16)	91,571	2.5%	68,077	2.5%	99,177	2.5%	71,648	2.5%	89,589	2.5%
Royalty (17)	146,514	4.0%	108,923	4.0%	158,683	4.0%	114,637	4.0%	143,342	4.0%
Income (18)	614,819	16.8%	332,068	12.2%	763,628	19.2%	296,970	10.4%	543,795	15.2%

3/24/25 - 3/24/26 BUONA Drive Thru	Store 6		Store 7		Store 8		Store 9		Store 10	
BUONA Restaurant Sales (1)	3,175,215	92.9%	2,963,384	89.7%	2,482,134	91.3%	3,133,188	90.9%	4,439,096	95.2%
BUONA Catering Sales (2)	243,439	7.1%	341,480	10.3%	235,892	8.7%	314,586	9.1%	225,718	4.8%
Total Gross Sales	3,418,654	100.0%	3,304,864	100.0%	2,718,026	100.0%	3,447,774	100.0%	4,664,814	100.0%
Food Cost (3)	992,846	29.0%	970,777	29.4%	810,442	29.8%	1,000,692	29.0%	1,317,964	28.3%
Packaging Cost (4)	102,560	3.0%	98,719	3.0%	80,987	3.0%	100,992	2.9%	147,462	3.2%
Gross Profit (5)	2,323,248	68.0%	2,235,368	67.6%	1,826,597	67.2%	2,346,090	68.0%	3,199,388	68.6%
Salaries & Wages (6)	810,395	23.7%	788,089	23.8%	709,564	26.1%	818,644	23.7%	1,046,021	22.4%
Employee Benefits (7)	132,216	3.9%	120,321	3.6%	115,946	4.3%	158,182	4.6%	161,003	3.5%
Direct Operating Expenses (8)	36,361	1.1%	37,948	1.1%	38,703	1.4%	36,681	1.1%	40,959	0.9%
Supplies & Chemicals (9)	29,938	0.9%	44,649	1.4%	28,782	1.1%	40,617	1.2%	41,243	0.9%
Utilities (10)	72,832	2.1%	93,940	2.8%	64,362	2.4%	69,752	2.0%	87,520	1.9%
General & Administrative (11)	117,960	3.5%	116,776	3.5%	119,028	4.4%	131,251	3.8%	136,671	2.9%
Repairs & Maintenance (12)	58,477	1.7%	68,145	2.1%	38,664	1.4%	49,630	1.4%	59,743	1.3%
Sales Incentives (13)	263,803	7.7%	278,876	8.4%	178,975	6.6%	228,943	6.6%	358,552	7.7%
Tech Fee (14)	5,200	0.2%	5,200	0.2%	5,200	0.2%	5,200	0.2%	5,200	0.1%
Local Advertising (15)	34,187	1.0%	33,049	1.0%	27,180	1.0%	34,478	1.0%	46,648	1.0%
Brand Marketing Fund (16)	85,466	2.5%	82,622	2.5%	67,951	2.5%	86,194	2.5%	116,620	2.5%
Royalty (17)	136,746	4.0%	132,195	4.0%	108,721	4.0%	137,911	4.0%	186,593	4.0%
Income (18)	539,667	15.8%	433,559	13.1%	323,521	11.9%	548,607	15.9%	912,615	19.6%

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The table below shows the high-low range, average, and median for each entry for the historical results of all 10 single brand free standing Buona restaurants with drive through windows included in tables above.

The same definitions listed above apply to the table below. Additional defined terms for the table below are:

“Average” is the sum of all data points, divided by the number of data points.

“Median” is the data point that is in the center of all data points used.

3/24/25 - 3/24/26 BUONA Drive Thru	High		Low		Average		Median	
BUONA Restaurant Sales (1)	4,439,096	95.2%	2,587,280	90.3%	3,156,863	91.9%	3,154,202	91.9%
BUONA Catering Sales (2)	225,718	4.8%	278,648	9.7%	278,797	8.1%	266,342	7.8%
Total Gross Sales	4,664,814	100.0%	2,865,928	100.0%	3,435,660	100.0%	3,433,214	100.0%
Food Cost (3)	1,317,964	28.3%	852,806	29.8%	999,437	29.1%	996,769	29.0%
Packaging Cost (4)	147,462	3.2%	85,868	3.0%	104,462	3.0%	101,776	3.0%
Gross Profit (5)	3,199,388	68.6%	1,927,254	67.2%	2,331,761	67.9%	2,334,669	68.0%
Salaries & Wages (6)	1,046,021	22.4%	719,826	25.1%	822,222	23.9%	814,520	23.7%
Employee Benefits (7)	161,003	3.5%	110,049	3.8%	131,709	3.8%	131,587	3.8%
Direct Operating Expenses (8)	40,959	0.9%	35,075	1.2%	36,835	1.1%	37,036	1.1%
Supplies & Chemicals (9)	41,243	0.9%	29,681	1.0%	35,256	1.0%	35,574	1.0%
Utilities (10)	87,520	1.9%	73,508	2.6%	76,009	2.2%	74,292	2.2%
General & Administrative (11)	136,671	2.9%	117,967	4.1%	123,917	3.6%	120,885	3.5%
Repairs & Maintenance (12)	59,743	1.3%	89,760	3.1%	58,293	1.7%	56,770	1.7%
Sales Incentives (13)	358,552	7.7%	234,273	8.2%	253,722	7.4%	242,732	7.1%
Tech Fee (14)	5,200	0.1%	5,200	0.2%	5,200	0.2%	5,200	0.2%
Local Advertising (15)	46,648	1.0%	28,659	1.0%	34,357	1.0%	34,332	1.0%
Brand Marketing Fund (16)	116,620	2.5%	71,648	2.5%	85,892	2.5%	85,830	2.5%
Royalty (17)	186,593	4.0%	114,637	4.0%	137,426	4.0%	137,329	4.0%
Income (18)	912,615	19.6%	296,970	10.4%	530,925	15.5%	541,731	15.8%

STATEMENT OF HISTORICAL RESULTS FOR 1 AFFILIATE-OWNED SINGLE BRAND INLINE RESTAURANT

The data provided in this section in the table below is based on the historical performance of 1 single brand Buona restaurant in an inline location in the Chicago metropolitan area that is owned and operated by a company affiliated with us. This restaurant has been in operation since November 2017.

The operations of the affiliate-owned unit included in the table below do not differ materially from those of a new franchised Buona Business established in an in-line shopping center location without a drive through window.

As noted above, in this Item 19, we have only included Buona restaurants that have been opened in January 2013 or after due to the fact that our affiliates launched a new prototype for Buona restaurants going forward beginning in January 2013 that is similar to the Buona Business franchise offered to franchisees under this Disclosure Document. Only one Buona restaurant established by an affiliate on or after January 2013 is located in an in-line shopping center and was in operation for the full 52 operating weeks from March 24, 2025 through March 24, 2026.

The table below shows the Sales and certain specified expenses as listed below and defined above of the 1 Buona affiliate-owned single brand inline restaurant. This does not include all expenses incurred by a Buona

restaurant.

The source of this data is the income statement for this restaurant prepared internally by our affiliate consistent with generally accepted accounting principles. The information has not been audited.

See definitions above.

3/24/25 - 3/24/26 BUONA In-Line	Store 19	
BUONA Restaurant Sales (1)	2,044,330	76.1%
BUONA Catering Sales (2)	641,201	23.9%
Total Gross Sales	2,685,531	100.0%
Food Cost (3)	769,504	28.7%
Packaging Cost (4)	89,209	3.3%
Gross Profit (5)	1,826,818	68.0%
Salaries & Wages (6)	638,588	23.8%
Employee Benefits (7)	104,353	3.9%
Direct Operating Expenses (8)	51,551	1.9%
Supplies & Chemicals (9)	31,933	1.2%
Utilities (10)	45,381	1.7%
General & Administrative (11)	123,080	4.6%
Repairs & Maintenance (12)	96,876	3.6%
Sales Incentives (13)	277,938	10.3%
Tech Fee (14)	5,200	0.2%
Local Advertising (15)	26,855	1.0%
Brand Marketing Fund (16)	67,138	2.5%
Royalty (17)	107,421	4.0%
Income (18)	250,503	9.3%

See Explanatory Notes below.

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STATEMENT OF HISTORICAL RESULTS FOR
10 AFFILIATE-OWNED DUAL BRAND FREE STANDING RESTAURANTS
WITH DRIVE THROUGH

The 10 Buona restaurants included in the table below are free standing restaurants with a drive through operating under the dual brands of “Buona” and “The Original Rainbow Cone.”

All of the data shown on the tables below covers the 12 month period March 24, 2025 through March 24, 2026.

As of March 24, 2025, the 10 stores operating for a full 52 operating weeks from March 24, 2025 through March 24, 2026 have been in operation as a Dual Brand restaurant (some stores were originally a single brand and added the Original Rainbow Cone concept later) ranges from 17 years, 6 months to 1 year, 1 month. Store #18 had been in operation for 2 years 1 month as of March 24, 2026. 2 Dual Brand Restaurants have been excluded from the data since they have not been in operation for a full 52 operating weeks as of March 24, 2026.

Store #11 has a seasonal The Original Rainbow Cone Express that operates from May to September only of each year and has a more limited The Original Rainbow Cone menu than will be typical for a Dual Brand Business.

The operations of the 10 affiliate-owned Dual Brand restaurants included in the table below do not differ materially from those of a new franchised Dual Brand Business that is a free standing location with a drive through window.

The tables below show the Gross Sales and certain specified expenses as listed and defined below of the 10 Buona affiliate-owned dual brand restaurants included in this statement. This does not include all expenses incurred by a Dual Brand Business.

The source of this data is income statements for each individual restaurant prepared internally by our affiliates consistent with generally accepted accounting principles. The same accounting system is used for each restaurant. The information has not been audited.

Definitions for Dual Brand. The terms used in the tables for Dual Brand restaurants are defined for purposes of this Item 19 statement of financial performance representation are defined follows:

- (1) “BUONA Restaurant Sales” are defined as the portion of total revenue received from the sale of goods and services, whether by cash or by check or credit card, for BUONA Restaurant Menu Items, less sales tax.
- (2) “BUONA Catering Sales” are defined as the portion of total revenue received from the sale of goods and services, whether by cash or by check or credit card, for BUONA Catering Menu Items, less sales tax.
- (3) “Rainbow Cone Sales” are defined as the portion total revenue received from the sale of goods and services, whether by cash or by check or credit card, for Rainbow Cone Menu Items, less sales tax.
- (4) “Food Cost” includes costs of food and beverage items.
- (5) “Packaging Cost” includes paper and plastic product expenses.
- (6) “Gross Profit” is Gross Sales less Food Cost and Packaging Cost.

(7) “Salaries and Wages” include wages paid to Company-Owned Restaurant managers and crew. Salaried Manager wages range from \$52,000/year to \$92,000/year. Crew wages range from \$10.00/hour to \$21.50/hour.

(8) “Employee Benefits” includes Payroll Taxes, Workers Compensation contributions, Health Insurance, Dental Insurance, Vision Insurance, and POS Discounts given to store staff.

(9) “Direct Operating Expenses” include first party delivery costs, in-store marketing, signage, uniforms, telephone, internet, permits, door & fire alarm monitoring, music, pest control, fuel, and vehicle insurance.

(10) “Supplies & Chemicals” include supplies and chemicals used at Company-Owned Restaurants.

(11) “Utilities” includes electricity, gas, water and sewer, and garbage collection.

(12) “General & Administrative” include bank charges, credit card fees, office supplies, freight, postage, payroll service, team recruitment, liability insurance, and dues and subscriptions.

(13) “Repairs & Maintenance” include building, equipment, and vehicle repairs as well as grease trap, hood cleaning, knife sharpening, and landscaping services.

(14) “Sales Incentives” include commissions, marketing, and promotional expenses paid to third party delivery services, POS promotional discounts, POS discounts related to the loyalty program, and POS discounts related to guest satisfaction/resolutions.

(15) “Tech Fee” represents the \$100/week charge that a Franchised Restaurant will currently pay to Chicago’s Original Italian Beef Franchising LLC under the Franchise Agreement.

(16) “Local Advertising” represents the minimum percentage of sales (1.0%) that a Franchised Restaurant must spend on local advertising expenses under the Franchise Agreement.

(17) “BUONA Brand Marketing Fund” represents the maximum percentage of BUONA sales (2.5%) that a Franchised Restaurant would pay to Chicago’s Original Italian Beef Franchising LLC under the Franchise Agreement.

(18) “BUONA Royalty” represents the percentage of BUONA sales (4.0%) that a Franchised Restaurant will pay to Chicago’s Original Italian Beef Franchising LLC as a service royalty under the Franchise Agreement.

(19) “Rainbow Cone Brand Marketing Fund” represents the percentage of sales (2.5%) that a Franchised Restaurant will pay to the Five Flavors Franchising Marketing Fund under the Franchise Agreement.

(20) “Rainbow Cone Royalty” represents the percentage of sales (4.0%) that a Franchised Restaurant will pay to Five Flavors Franchising LLC as a royalty under the Franchise Agreement.

(21) “Income” is Sales less the expenses listed above. The income above is before deductions for Rent, Real Estate Taxes, Personal Property Taxes, Interest Costs, Depreciation and Amortization or Income Tax.

The statements shown in the tables DO NOT include the following expense items, which must be calculated and included separately for every Buona Restaurant:

- Actual Local Advertising, including promotional discounts done at the POS.
- Depreciation of property and equipment.
- Rent, interest or other financing cost for land, buildings, equipment and inventory.
- Initial franchise fee and organization costs.
- Any management fees.
- Income taxes and property taxes.
- Other Employee benefits, such as bonus incentives, meal discounts, other team member compensation.
- Other expenses, such as furniture & equipment, technology software & equipment, meeting expense, cash over/short, credit card chargebacks, armored car, & window washing services.

3/24/25 – 3/24/26 Dual Brand (The Original Rainbow Cone Seasonal - May thru Sept)	Store 11	
BUONA Restaurant Sales (1)	2,044,330	76.1%
BUONA Catering Sales (2)	641,201	23.9%
Rainbow Cone Sales (3)	2,685,531	100.0%
Total Gross Sales	769,504	28.7%
Food Cost (4)	89,209	3.3%
Packaging Cost (5)	1,826,818	68.0%
Gross Profit (6)	638,588	23.8%
Salaries & Wages (7)	104,353	3.9%
Employee Benefits (8)	51,551	1.9%
Direct Operating Expenses (9)	31,933	1.2%
Supplies & Chemicals (10)	45,381	1.7%
Utilities (11)	123,080	4.6%
General & Administrative (12)	96,876	3.6%
Repairs & Maintenance (13)	277,938	10.3%
Sales Incentives (14)	5,200	0.2%
Tech Fee (15)	26,855	1.0%
Local Advertising (16)	67,138	2.5%
2.5% BUONA Brand Marketing Fund (17)	107,421	4.0%
4.0% BUONA Royalty (18)	250,503	9.3%
2.5% Rainbow Cone Brand Marketing Fund (19)	2,044,330	76.1%
4.0% Rainbow Cone Royalty (20)	641,201	23.9%
Income (21)	2,685,531	100.0%

3/24/25 - 3/24/26 Dual Concepts	Store 12		Store 13		Store 14		Store 15		Store 16	
BUONA Restaurant Sales (1)	3,729,785	92.0%	3,410,461	80.8%	2,448,712	89.3%	2,450,476	86.6%	2,125,111	86.4%
BUONA Catering Sales (2)	237,680	5.9%	418,141	9.9%	162,559	5.9%	225,505	8.0%	168,382	6.8%
Rainbow Cone Sales (3)	85,315	2.1%	392,465	9.3%	129,994	4.7%	152,151	5.4%	166,599	6.8%
Total Gross Sales	4,052,780	100.0%	4,221,067	100.0%	2,741,265	100.0%	2,828,132	100.0%	2,460,092	100.0%
Food Cost (4)	1,167,597	28.8%	1,209,911	28.7%	782,795	28.6%	804,003	28.4%	681,676	27.7%
Packaging Cost (5)	120,079	3.0%	132,555	3.1%	81,176	3.0%	83,875	3.0%	69,214	2.8%

Gross Profit (6)	2,765,104	68.2%	2,878,601	68.2%	1,877,294	68.5%	1,940,254	68.6%	1,709,202	69.5%
Salaries & Wages (7)	971,617	24.0%	1,000,809	23.7%	703,008	25.6%	707,846	25.0%	645,153	26.2%
Employee Benefits (8)	154,932	3.8%	186,313	4.4%	107,059	3.9%	105,899	3.7%	110,481	4.5%
Direct Operating Expenses										
(9)	42,919	1.1%	40,478	1.0%	36,228	1.3%	37,384	1.3%	36,959	1.5%
Supplies & Chemicals (10)	38,355	0.9%	42,952	1.0%	39,920	1.5%	30,946	1.1%	30,754	1.3%
Utilities (11)	76,410	1.9%	86,176	2.0%	73,733	2.7%	73,103	2.6%	70,231	2.9%
General & Administrative										
(12)	142,569	3.5%	157,399	3.7%	114,378	4.2%	124,050	4.4%	113,175	4.6%
Repairs & Maintenance (13)	43,706	1.1%	69,119	1.6%	54,658	2.0%	89,094	3.2%	59,618	2.4%
Sales Incentives (14)	280,081	6.9%	336,324	8.0%	215,415	7.9%	212,774	7.5%	202,589	8.2%
Tech Fee (15)	5,200	0.1%	5,200	0.1%	5,200	0.2%	5,200	0.2%	5,200	0.2%
Local Advertising (16)	40,528	1.0%	42,211	1.0%	27,413	1.0%	28,281	1.0%	24,601	1.0%
2.5% BUONA Brand Marketing Fund (17)	99,187	2.4%	95,715	2.3%	65,282	2.4%	66,900	2.4%	57,337	2.3%
4.0% BUONA Royalty (18)	158,699	3.9%	153,144	3.6%	104,451	3.8%	107,039	3.8%	91,740	3.7%
3.0% Rainbow Cone Brand Marketing Fund (19)	2,133	0.1%	9,812	0.2%	3,250	0.1%	3,804	0.1%	4,165	0.2%
6.0% Rainbow Cone Royalty (20)	3,413	0.1%	15,699	0.4%	5,200	0.2%	6,086	0.2%	6,664	0.3%
Income (21)	705,357	17.4%	637,251	15.1%	322,100	11.8%	341,848	12.1%	250,535	10.2%

3/24/25 - 3/24/26										
Dual Concepts	Store 17		Store 18		Store 19		Store 20		Store 21	
BUONA Restaurant Sales (1)	3,010,468	89.1%	2,306,670	84.5%	3,193,797	87.0%	3,578,405	89.0%	2,750,406	89.8%
BUONA Catering Sales (2)	180,739	5.4%	249,832	9.2%	290,067	7.9%	216,999	5.4%	121,343	4.0%
Rainbow Cone Sales (3)	185,924	5.5%	172,237	6.3%	188,548	5.1%	225,426	5.6%	191,429	6.2%
Total Gross Sales	3,377,131	100.0%	2,728,739	100.0%	3,672,412	100.0%	4,020,830	100.0%	3,063,178	100.0%
Food Cost (4)	995,774	29.5%	799,028	29.3%	1,048,205	28.5%	1,156,392	28.8%	908,263	29.7%
Packaging Cost (5)	94,163	2.8%	82,410	3.0%	107,206	2.9%	111,928	2.8%	86,228	2.8%
Gross Profit (6)	2,287,194	67.7%	1,847,301	67.7%	2,517,001	68.5%	2,752,510	68.5%	2,068,687	67.5%
Salaries & Wages (7)	818,912	24.2%	716,763	26.3%	858,380	23.4%	977,949	24.3%	814,633	26.6%
Employee Benefits (8)	137,942	4.1%	111,420	4.1%	148,939	4.1%	170,665	4.2%	135,870	4.4%
Direct Operating Expenses										
(9)	29,609	0.9%	28,848	1.1%	30,230	0.8%	29,606	0.7%	30,195	1.0%
Supplies & Chemicals (10)	54,878	1.6%	37,913	1.4%	44,234	1.2%	40,867	1.0%	32,402	1.1%
Utilities (11)	122,680	3.6%	84,561	3.1%	101,253	2.8%	91,000	2.3%	89,216	2.9%
General & Administrative										
(12)	125,519	3.7%	126,668	4.6%	138,677	3.8%	141,098	3.5%	126,701	4.1%
Repairs & Maintenance (13)	72,137	2.1%	30,416	1.1%	40,507	1.1%	35,142	0.9%	35,980	1.2%
Sales Incentives (14)	218,771	6.5%	179,076	6.6%	217,427	5.9%	209,417	5.2%	175,297	5.7%
Tech Fee (15)	5,200	0.2%	5,200	0.2%	5,200	0.1%	5,200	0.1%	5,200	0.2%
Local Advertising (16)	33,771	1.0%	27,287	1.0%	36,724	1.0%	40,208	1.0%	30,632	1.0%
2.5% BUONA Brand Marketing Fund (17)	79,780	2.4%	63,913	2.3%	87,097	2.4%	94,885	2.4%	71,794	2.3%
4.0% BUONA Royalty (18)	127,648	3.8%	102,260	3.7%	139,355	3.8%	151,816	3.8%	114,870	3.8%
3.0% Rainbow Cone Brand Marketing Fund (19)	4,648	0.1%	4,306	0.2%	4,714	0.1%	5,636	0.1%	4,786	0.2%
6.0% Rainbow Cone Royalty (20)	7,437	0.2%	6,889	0.3%	7,542	0.2%	9,017	0.2%	7,657	0.2%