

**ITEM 19**  
**FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC's Franchise Rule permits a franchisor to disclose 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 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 performance at a particular location or under particular circumstances.

Comparative year over year sales for franchisee owned Miami Grill restaurants that were open for the entire 2018 and 2019 calendar years.

Comparative YOY sales were +1.56% for all Miami Grill restaurants open during calendar years 2018 and 2019.

Average sales for 27 franchise owned traditional Miami Grill restaurants that were open for the entire 2018 and 2019 calendar years.

1. High sales quartile (7 Miami Grill Restaurants)
  - High \$2,448,188
  - Low \$1,698,743
  - Average \$1,934,719
  - Median \$1,840,938
  
2. Medium High sales quartile (7 Miami Grill Restaurants)
  - High \$1,652,354
  - Low \$1,369,498
  - Average \$1,505,955
  - Median \$1,491,734

3. Medium Low sales quartile (7 Miami Grill Restaurants)

- High \$1,349,104
- Low \$1,129,283
- Average \$1,211,453
- Median \$1,188,306

4. Low sales quartile (6 Miami Grill Restaurants)

- High \$814,371
- Low \$578,211
- Average \$725,110
- Median \$760,818

We do not furnish or authorize our salespersons to furnish any oral or written information concerning the actual or potential sales, costs, income or profits of a Restaurant, except as stated above. Actual results vary from Restaurant to Restaurant and we cannot estimate the results of any particular franchisee. We are not representing that you can expect to achieve these sales in your first year of operation, or at any time during the term of your Franchise Agreement. Your revenues may vary significantly depending on a number of factors, including the location of your Restaurant and how you operate your business.

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

Net income will vary from Restaurant to Restaurant depending upon factors such as rental or real estate costs, costs of goods sold, labor costs and other costs relating to the operation of the Restaurant.

We offered substantially the same services to the Restaurants described in this Statement. These Restaurants offered substantially the same products and services to the public as you will. The Restaurants report gross receipts information to us based upon a uniform reporting system.

We strongly urge you to consult with your financial advisor or personal accountant concerning the financial analysis that you should make in determining whether or not to purchase a Miami Grill franchise.

Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request. The information presented above has not been audited.

Except as provided above, 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 Haar at 901-A Clint Moore Road, Boca Raton, Florida 33487, telephone (954) 973-0350, the Federal Trade Commission, and the appropriate state regulatory agencies.