

## FRANCHISE DISCLOSURE DOCUMENT



KPOT FRANCHISE LLC  
a New Jersey limited liability company  
19 Quail Run  
Randolph, New Jersey 07869  
www.thekpot.com  
info@thekpot.com  
(240) 593-3447

As a franchisee, you will operate a full-service KPOT Hot Pot & Barbecue restaurant offering Korean BBQ and other dishes prepared in a Hot Pot cooking method at the dining table, containing a variety of East Asian food and ingredients, and, where allowed by law, a full alcohol bar, unless we permit operation without a full bar. Under the KPOT System, franchisees will operate their restaurants using the franchisor's proprietary recipes, proprietary sauces and spices, operational techniques, trade dress, trademarks and logos.

The total investment necessary to begin operation of a KPOT restaurant franchise is ~~\$425,700~~ 733,200 to ~~\$1,713,100~~ 1,918,600. This includes ~~\$80,450~~ 91,950 to ~~\$127,850~~ 134,850 that must be paid to the franchisor and/or its affiliate.

We also offer the opportunity for a franchisee to sign a Multi-Unit Development Agreement that will allow development of at least three franchises in a defined area. The total initial investment necessary under the Multi-Unit Development Agreement equals \$50,000 multiplied by the total number of Restaurants to be developed. This amount is payable to us. We credit this development fee in increments of \$50,000 against the initial franchise fee for each Restaurant developed upon the signing of each franchise agreement. The total investment necessary to begin operation of each Restaurant under a Multi-Unit Development Agreement is the same as that for a single unit. The total amount paid to us, per location, is also the same as for a single unit.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive the disclosure document at least 14 calendar days before you sign a binding agreement with, or make any payment to the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no government agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Liyu Lin at 19 Quail Run Randolph, New Jersey 07869, and (240) 593-3447.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "*A Consumer's Guide to Buying a Franchise*," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, DC, 20580. You can also visit the FTC's home page at [www.ftc.gov](http://www.ftc.gov) for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

**Issuance Date:** ~~June 13, 2023~~ July 29, 2024

## How to Use This Franchise Disclosure Document

Here are some questions you may be asking about buying a franchise and tips on how to find more information.

| QUESTION   | WHERE TO FIND INFORMATION  |
|--|--|
| <b>How much can I earn?</b>  | Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibits D and E. |
| <b>How much will I need to invest?</b>   | Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor’s direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.   |
| <b>Does the franchisor have the financial ability to provide support to my business?</b> | Item 21 or Exhibit A includes financial statements. Review these statements carefully.   |
| <b>Is the franchise system stable, growing, or shrinking?</b>                            | Item 20 summarizes the recent history of the number of company-owned and franchise outlets.  |
| <b>Will my business be the only KPOT restaurant in my area?</b>                          | Item 12 and the “territory” provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.  |
| <b>Does the franchisor have a troubled legal history?</b>                                | Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.   |
| <b>What’s it like to be a KPOT franchisee?</b>   | Item 20 or Exhibits D and E list current and former franchisees. You can contact them to ask about their experiences.  |
| <b>What else should I know?</b>  | These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.  |

## What You Need to Know About Franchising *Generally*

**Continuing responsibility to pay fees.** You may have to pay royalties and other fees even if you are losing money.

**Business model can change.** The franchise agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

**Supplier restrictions.** You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

**Operating restrictions.** The franchise agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

**Competition from franchisor.** Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

**Renewal.** Your franchise agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

**When your franchise ends.** The franchise agreement may prohibit you from operating a similar business after your franchise ends even if you still have obligations to your landlord or other creditors.

### Some States Require Registration

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in Exhibit G.

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

## Special Risks to Consider About *This Franchise*

Certain states require that the following risk(s) be highlighted:

1. **Out-of-State Dispute Resolution.** The franchise agreement and multi-unit development agreement require you to resolve disputes with the franchisor by arbitration and/or litigation only in the then-current county and state where our corporate headquarters is located (currently Morris County, New Jersey). Out-of-state arbitration or litigation may force you to accept a less favorable settlement for disputes. It may also cost more to mediate, arbitrate and/or litigate with the franchisor in the then-current county and state where our corporate headquarters is located than in your own state.
2. **Mandatory Minimum Payments.** You must make minimum advertising fund payments, regardless of your sales levels. Your inability to make the payments may result in termination of your franchise and loss of your investment.
3. **Spousal Liability.** Your spouse must sign a document that makes your spouse liable for all financial obligations under the franchise agreement even though your spouse has no ownership interest in the franchise. This guarantee will place both your and your spouse's marital and personal asset, perhaps including your home, at risk if your franchise fails.
4. **Supplier Control.** You must purchase all or nearly all of the inventory or supplies that are necessary to operate your business from the franchisor, its affiliates, or suppliers that the franchisor designates, at prices the franchisor or they set. These prices may be higher than prices you could obtain elsewhere for the same or similar goods. This may reduce anticipated profit of your franchise business.
5. **Short Operating History.** The franchisor is at an early stage of development and has a limited operating history. This franchise is likely to be a riskier investment than a franchise in a system with a longer operating history.
6. **Financial Condition.** The franchisor's financial condition, as reflected in its financial statements (see Item 21), calls into question the franchisor's financial ability to provide services and support to you.
7. **Unopened Franchises:** The franchisor has signed a significant number of franchise agreements with franchisees who have not yet opened their outlets. If

other franchisees are experiencing delays in opening their outlets, you also may experience delays in opening your own outlet.

Certain states may require other risks to be highlighted. Check the “State Specific Addenda” (if any) to see whether your state requires other risks to be highlighted.

**THE FOLLOWING PROVISIONS APPLY ONLY TO TRANSACTIONS GOVERNED BY THE  
MICHIGAN FRANCHISE INVESTMENT LAW**

THE STATE OF MICHIGAN PROHIBITS CERTAIN UNFAIR PROVISIONS THAT ARE SOMETIMES IN FRANCHISE DOCUMENTS. IF ANY OF THE FOLLOWING PROVISIONS ARE IN THESE FRANCHISE DOCUMENTS, THE PROVISIONS ARE VOID AND CANNOT BE ENFORCED AGAINST YOU:

- (a) A prohibition on the right of a franchisee to join an association of franchises.
- (b) A requirement that a franchisee assent to a release, assignment, novation, waiver or estoppel which deprives a franchisee of rights and protections provided in this act. This shall not preclude a franchisee, after entering into a franchise agreement, from settling any and all claims.
- (c) A provision that permits a franchisor to terminate a franchise prior to the expiration of its term except for good cause. Good cause shall include the failure of the franchisee to comply with any lawful provision of the franchise agreement and to cure such failure after being given written notice thereof and a reasonable opportunity, which in no event need be more than thirty (30) days, to cure such failure.
- (d) A provision that permits a franchisor to refuse to renew a franchise without fairly compensating the franchisee by repurchase or other means for the fair market value at the time of expiration of the franchisee's inventory, supplies, equipment, fixtures and furnishings. Personalized materials which have no value to the franchisor and inventory, supplies, equipment, fixtures and furnishings not reasonably required in the conduct of the franchise business are not subject to compensation. This subsection applies only if: (i) the term of the franchise is less than five (5) years, and (ii) the franchisee is prohibited by the franchise or other agreement from continuing to conduct substantially the same business under another trademark, service mark, trade name, logotype, advertising or other commercial symbol in the same area subsequent to the expiration of the franchise or the franchisee does not receive at least six (6) months' advance notice of franchisor's intent not to renew the franchise.
- (e) A provision that permits the franchisor to refuse to renew a franchise on terms generally available to other franchisees of the same class or type under similar circumstances. This section does not require a renewal provision.
- (f) A provision requiring that arbitration or litigation be conducted outside this state. This shall not preclude the franchisee from entering into an agreement, at the time of arbitration, to conduct arbitration at a location outside this state.
- (g) A provision which permits a franchisor to refuse to permit a transfer of ownership of a franchise, except for good cause. This subdivision does not prevent a franchisor from exercising a right of first refusal to purchase the franchise. Good cause shall include, but is not limited to:
  - (i) The failure of the proposed transferee to meet the franchisor's then-current reasonable qualifications or standards.
  - (ii) The fact that the proposed transferee is a competitor of the franchisor or subfranchisor.

(iii) The unwillingness of the proposed transferee to agree in writing to comply with all lawful obligations.

(iv) The failure of the franchisee or proposed transferee to pay any sums owing to the franchisor or to cure any default in the franchise agreement existing at the time of the proposed transfer.

(h) A provision that requires the franchisee to resell to the franchisor items that are not uniquely identified with the franchisor. This subdivision does not prohibit a provision that grants to a franchisor a right of first refusal to purchase the assets of a franchise on the same terms and conditions as a bona fide third party willing and able to purchase those assets, nor does this subdivision prohibit a provision that grants the franchisor the right to acquire the assets of a franchise for the market or appraised value of such assets if the franchisee has breached the lawful provisions of the franchise agreement and has failed to cure the breach in the manner provided in subdivision (c).

(i) A provision which permits the franchisor to directly or indirectly convey, assign or otherwise transfer its obligations to fulfill contractual obligations to the franchisee unless provision has been made for providing the required contractual services.

If the franchisor's most recent financial statements are unaudited and show a net worth of less than \$100,000, the franchisor shall, at the request of the franchisee, arrange for the escrow of initial investment and other funds paid by the franchisee until the obligations to provide real estate, improvements, equipment, inventory, training or other items included in the franchise offering are fulfilled. At the option of the franchisor, a surety bond may be provided in place of escrow.

THE FACT THAT THERE IS A NOTICE OF THIS OFFERING ON FILE WITH THE ATTORNEY GENERAL DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE ATTORNEY GENERAL.

Any questions regarding this notice should be directed to:

State of Michigan Consumer Protection Division  
Attn: Franchise  
670 G. Mennen Williams Building  
525 W. Ottawa Street  
Lansing, Michigan 48909  
(517) 373-7117

Despite subparagraph (f) above, we intend to enforce fully the provisions of the arbitration section contained in our Franchise Agreement and Multi-Unit Development Agreement. We believe that subparagraph (f) is unconstitutional and cannot preclude us from enforcing our arbitration section. You acknowledge that we will seek to enforce that section as written.

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**ITEM 1**  
**THE FRANCHISOR, AND ANY PARENTS, PREDECESSORS AND AFFILIATES**

**The Franchisor**

KPOT Franchise LLC (referred to in this Disclosure Document as “KPOT,” “we,” “us,” or “our” and where the context requires also includes our affiliates) was formed as a New Jersey limited liability company in May, 2021. Our principal place of business is 19 Quail Run, Randolph, New Jersey 07869, and we do business under our corporate name and the Marks as described below. In this Disclosure Document, we refer to the person or entity that will be signing the Franchise Agreement (defined below) as “you,” “your,” or “franchisee,” which includes all franchise owners and partners, if you are a corporation, partnership or other entity.

We began offering KPOT franchises in July, 2021. We do not own or operate any businesses of the type being franchised. We have not offered franchises in any other line of business and we do not engage in any other business activity.

Our agents for service of process are listed in Exhibit G.

**Our Parents, Predecessors and Affiliates**

We have no predecessor. Our parent, KPOT Enterprises, LLC, a New Jersey limited liability company was formed in May 2021 and has a principal place of business at 19 Quail Run, Randolph, New Jersey 07869. It does not own or operate a business of the type being franchised, it has never offered franchises in this or any other line of business, and it is not an approved supplier of any product or service you must purchase or lease.

Our affiliate, KPOT Distribution, LLC, a New Jersey limited liability company was formed in May 2021 and has a principal place of business at 19 Quail Run, Randolph, New Jersey 07869. KPOT Distribution, LLC is an approved supplier of certain products or services you must purchase. It does not own or operate a business of the type being franchised, and it has never offered franchises in this or any other line of business.

[Our affiliate, Corigo Express, LLC, a New Jersey limited liability company was formed in June 2022 and has a principal place of business at 131-11 Fowler Avenue, Suite 1D, Flushing NY. Corigo Express, LLC is an approved supplier of certain products or services you must purchase. It does not own or operate a business of the type being franchised, and it has never offered franchises in this or any other line of business.](#)

Our affiliate, KPOT, Inc., a New York corporation was incorporated in June, 2017 and has a principal place of business at 133-38 Sanford Ave., Unit 5B, Flushing, New York. It does not own or operate a business of the type being franchised, it has never offered franchises in this or any other line of business, and it is not an approved supplier of any product or service you must purchase or lease. KPOT, Inc. owns the Proprietary Marks, described below and in Item 13, which it has licensed to us so that we may sublicense them to our franchisees.

Kpot, Inc. has previously granted licenses to others to operate under the KPOT name and offer the same products and services as KPOT restaurants. As of the issuance date of this Disclosure Document, there are four (4) licensee locations currently open and operating. Kpot licenses are not considered franchises since no substantial assistance has or will be provided by Kpot, Inc. to these licensees and it does and will not substantially control their operations.

### Affiliated Franchise and License Programs

Our affiliate, Hook & Reel Franchise, LLC is a New York limited liability company formed in June, 2018, with its principal place of business at 2590 Hylan Boulevard, Suite 3, Staten Island, New York, 10306. Hook & Reel Franchise has offered franchises for the establishment and operation of a Hook & Reel full-service restaurant offering Cajun style seafood, appetizers, sliders, specialty sandwiches, side dishes, fountain and bottled beverages, and where allowed by law, a full alcohol bar.

Our affiliate, Snap Back Holding, LLC, a New York limited liability company formed in July, 2020 with its principal place of business at 38-08 Union Street, Suite 5B Flushing, NY 11354. Snap Back Holding has offered licenses for the establishment and operation of a Snap Back by Hook & Reel fast casual service restaurant offering Cajun style seafood boils, baskets, Po' Boys, appetizers and other side dishes. Snap Back licenses are not considered franchises since no substantial assistance has or will be provided by Snap Back Holding, LLC to these licensees and it does and will not substantially control their operations.

Other than as described in this Item 1, none of our affiliates have ever offered franchises in this or any other line of business (though they may do so in the future).

### Description of Franchise

We offer franchises for KPOT restaurants (“Restaurant” or “Franchised Business”), offering tableside fusion between Korean BBQ and Chinese Hot Pot. Unless prohibited by law or not permitted by us, a KPOT restaurant may offer a full bar. KPOT Restaurants are typically located in strip centers or a free-standing location with easy access and ample parking and will need approximately 6,000 to 12,000 square feet of space.

The Restaurants are established and operated under a comprehensive and unique system (the “System”). The System includes distinctive signage, interior and exterior design, décor and color scheme; special recipes and menu items, including proprietary products and ingredients; uniform standards, specifications, and procedures for operations; quality and uniformity of products and services offered; inventory, management and financial control procedures (including point of sales and tracking systems); training and assistance; and advertising and promotional programs; all of which we may change, improve, and further develop, in our discretion. Certain aspects of the System are more fully described in this Disclosure Document and once developed, our Confidential Operations Manual (the “Manual”), which you should expect to evolve over time, that may be provided to you as a franchisee.

The Restaurants operate under the trade name and mark “KPOT” and the additional principal service marks, trademarks, trade names, logos, emblems and indicia of origin identified in Item 13. These principal marks and all other marks which may be designated by us in the future in writing for use with the System (defined below) are referred to in this Disclosure Document as the “Marks” or “Proprietary Marks”.

### Franchise Agreement

We offer the right to establish and operate a Restaurant under the terms of a single unit franchise agreement within a designated territory (the “Franchise Agreement”). Our current form of Franchise Agreement is [attached to](#) Exhibit B to this Disclosure Document. You may be an individual, corporation, partnership or other form of legal entity. Under the Franchise Agreement, certain parties are characterized as Franchisee’s Principals (referred to in this Disclosure Document as “your Principals”).

The Franchise Agreement [and related documentation](#) is signed by us, by you, and by those of your Principals whom we designate as Controlling Principals. In most instances, we will designate your principal equity owners, executive officers, and certain affiliated entities as Controlling Principals. ~~By signing the Franchise Agreement, you~~ Your Controlling Principals [must](#) agree to be individually bound by certain obligations in the Franchise Agreement, including covenants concerning confidentiality and non-competition, and to personally guarantee your performance under the Franchise Agreement. Depending on the type of business activities in which you or your Principals may be involved, we may require you or your Principals to sign additional confidentiality and non-competition agreements.

You must designate a general manager who will be the main individual responsible for your business (“General Manager”). We recommend, but do not require, that you be the General Manager. Your General Manager does not have to own an equity interest in you or the franchise. The General Manager must sign covenants to maintain the confidentiality of information he/she learns while employed as your General Manager, ~~and your General Manager must sign non-competition covenants.~~

### **Multi-Unit Development Agreement**

In certain circumstances, we will offer the right to enter into a Multi-Unit Development Agreement in the form attached as Exhibit C to this Disclosure Document (the “Multi-Unit Development Agreement”) to develop multiple franchised Restaurants to be located within a specifically described geographic area (the “Development Area”). We will determine the Development Area before you sign the Multi-Unit Development Agreement and it will be included in the Multi-Unit Development Agreement. You must establish at least three Restaurants within the Development Area according to a minimum performance schedule, and you must sign a separate Franchise Agreement for each Restaurant established under the Multi-Unit Development Agreement.

The Franchise Agreement for the first Restaurant developed under the Multi-Unit Development Agreement will be in the form attached as Exhibit B to this Disclosure Document, and we expect that you will sign the first Franchise Agreement at the same time you sign the Multi-Unit Development Agreement. For each additional Restaurant developed under the Multi-Unit Development Agreement, you must sign the then-current Franchise Agreement which may differ from the current Franchise Agreement included with this Franchise Disclosure Document. The size of the Development Area will vary depending upon local market conditions and the number of Restaurants to be developed.

### **Market and Competition**

The market for restaurants in general is well developed and intensely competitive. You will serve the general public and will compete with a variety of businesses, including locally owned to regional, national and chain restaurants, some of which may be franchise systems. We may establish other Restaurants in your area (if permitted under the Franchise Agreement) and/or sell or license others to sell products in your area. Also, we may sell products through the internet, toll-free telephone numbers, catalogs, or other similar means of distribution to customers at any location, which may be located in your area. See Items 12 and 16 for a description of your permitted activities and your rights, and our permitted and restricted activities and rights.

### **Industry Regulations**

The restaurant industry is heavily regulated. A wide variety of Federal, state and local laws, rules and regulations have been enacted that may impact the operation of your Restaurant, and may include those which: (a) establish general standards, zoning, permitting restrictions and requirements and other specifications and requirements for the location, construction, design, maintenance and operation of the

Restaurant's premises; (b) set standards pertaining to employee health and safety; (c) regulate matters affecting the health, safety and welfare of your customers, such as general health and sanitation requirements for restaurants and laws and regulations relating to access by persons with disabilities; employee practices concerning the storage, handling, cooking and preparation of food; restrictions on smoking; availability of and requirements for public accommodations and requirements for fire safety and general emergency preparedness; (d) establish requirements for food identification, [packaging](#) and labeling; and (e) regulate advertisements. State and local agencies inspect restaurants to ensure that they comply with these laws and regulations. You should investigate whether there are regulations and requirements that may apply in the geographic area in which you are interested in locating your Restaurant and you should consider both their effect and costs of compliance.

Many of the laws, rules and regulations that apply to business generally, such as the Americans With Disabilities Act, Federal Wage and Hour Laws and the Occupational Safety and Health Act, also apply to restaurants. The U.S. Food and Drug Administration, the U.S. Department of Agriculture and state and local health departments administer and enforce laws and regulations that govern food preparation and service and restaurant sanitary conditions. The federal Clean Air Act and various implementing state laws require certain state and local areas to meet national air quality standards limiting emissions of ozone, carbon monoxide and particulate matters, including caps on emissions from commercial food preparation. Some areas have also adopted or are considering proposals that would regulate indoor air quality.

The Nutrition Labeling and Education Act (NLEA) sets regulations for food labeling, including nutritional label standards, nutrient content claims, and health claims. NLEA applies to virtually all foods in the food supply, including food served and sold in restaurants. While NLEA specifies a number of exemptions for restaurants, there are many instances where a nutritional label is required. The Food and Drug Administration's *Nutritional Labeling Guide for Restaurants and Other Retail Establishments* provides answers to commonly asked questions regarding the application of NLEA.

You must identify, investigate, satisfy and comply with all laws, ordinances and/or regulations applicable to your Restaurant, including employment, workers' compensation, insurance, corporate, tax, public health, privacy and similar laws and regulations, because they vary from place to place, can change over time and may affect the operation of your Restaurant. You should independently research and review the legal requirements of the food services industry with your own attorney before you sign any binding documents or make any investments.

You also must offer alcoholic beverages for sale at your Restaurant, unless we permit you to operate a Restaurant that does not offer alcoholic beverages or it is prohibited by applicable law. You must comply with any federal, state, county, municipal, or other local laws and regulations relating to alcohol that may apply to your Restaurant. You should consult with your attorney concerning those and other local laws and ordinances that may affect the operation of your Restaurant. You must obtain any applicable real estate permits (such as zoning), real estate licenses, liquor licenses and operational licenses.

You must have your license to offer alcoholic beverages before you open the Restaurant. The difficulty and cost of obtaining a liquor license and the procedures for securing the license vary greatly from area to area. There is also wide variation in state and local laws and regulations that govern the sale of alcoholic beverages. In addition, state "dram shop" laws give rise to potential liability for injuries that are directly or indirectly related to the sale and consumption of alcohol.

Each of your managers and other employees we designate must be ServSafe (or similar) certified. Certain managers and other employees we designate (including cashiers) must also complete alcohol awareness or TIPS training.

## **ITEM 2** **BUSINESS EXPERIENCE**

### **Su Li – Manager**

Mr. Li has served as our Manager since January 1, 2023. He has also been a member of KBBQ Orlando, LLC from September, 2021 through the present, which operates a KPOT restaurant in Orlando Florida. From February, 2020 through December, 2020, he worked as a General Manager for Ichiban Buffet in Orlando, FL. From March, 2019 through November, 2019, he worked as a Manager for Hokkaido Hibachi Buffet in Orlando, FL. ~~From May, 2018 through January, 2019, he was a Service Manager for TGI Fridays in Orlando, FL.~~

### **Peiyu Yang – Chief Financial Officer**

Ms. Yang has been the Chief Financial Officer of KPOT Franchise, LLC in Randolph, NJ since May, 2021. Since June, 2020, she has been a principal at the Hook & Reel Restaurant and Bar in Elmwood park, NJ. Since June, 2016, she has been a principal at the V-Yan Hot Pot & BBQ Restaurant in Parsippany, NJ.

### **Sabrina Xue – Director of Sales**

Ms. Xue has been the Director of Sales of KPOT Franchise, LLC in Randolph, NJ since May, 2021. She has been Manager of the Bamboo Bistro restaurant in Swarthmore, PA since May, 2015. She has also been a Vice President at the Kong Fu Dim Sum restaurant in Havertown, PA since September, 2018.

### **Liyu Lin – Director of Marketing**

Mr. Lin has been the Director of Marketing of KPOT Franchise, LLC in Randolph, NJ since May, 2021. ~~From January 2017 to April 2018, he was a Manager with Flaming Grill in Baldwin, New York. From December 2015 to December 2016, Mr. Lin was Manager with Flaming Grill in Linden, New Jersey.~~

### **Xiao Dong – Training Manager (Front of House -“FOH”)**

Mr. Dong has been the FOH Training Manager of KPOT Franchise, LLC in Randolph, NJ since May, 2021. Since November 2015, Mr. Dong has been the owner and general manager of the Flaming Grill Buffet in Newark, NJ. Mr. Dong along with his colleagues opened up the 1<sup>st</sup> KPOT restaurant in Los Angeles, CA in November 2017, as well as the 1<sup>st</sup> KPOT restaurant on the East Coast, in East Brunswick, NJ in 2018.

### **Zhenshou Weng – Training Manager (Back of House – “BOH”)**

Mr. Weng has been the BOH Training Manager of KPOT Franchise, LLC in Randolph, NJ since May, 2021. Since July 2015 he has been a Chef at Seafood Fusions Inc. in Lanham, Maryland, and since January 2012 he has been a Chef at Teppanyaki Grill & Buffet also in Lanham, Maryland.

**ITEM 3**  
**LITIGATION**

No litigation is required to be disclosed in this Item.

**ITEM 4**  
**BANKRUPTCY**

No bankruptcy information is required to be disclosed in this Item.

**ITEM 5**  
**INITIAL FEES**

**Franchise Agreement:** You must pay us an initial franchise fee of \$50,000 for the right to establish a single KPOT Restaurant under a Franchise Agreement. The initial franchise fee is imposed uniformly on all franchisees and is not refundable under any circumstances. [In our last fiscal year, initial franchise fees ranged from \\$20,000-\\$50,000.](#)

**Training Fee:** No later than 30 days before your trainees are scheduled to attend our training program, you must pay us a training fee of \$3,000 per trainee, up to a maximum of three trainees. Our training fee is in addition to the out-of-pocket expenses your trainees will incur, such as travel, lodging, meals, and applicable wages. The training fee is not refundable.

**Initial Purchases:** You must purchase the following items from ~~us~~[our affiliates](#). Each of these purchases is non-refundable.

*Proprietary Sauces & Spice Blend:* You must purchase your initial inventory of our proprietary [sauces and](#) spice blend. We estimate the initial cost will be between ~~\$5,000~~[15,000](#) and ~~\$20,000~~[25,000](#).

*Food Packaging and Paper Products:* You must purchase your initial inventory of ~~to~~[go-to-go](#) boxes, ~~to~~[go-to-go](#) cups, silverware, plastic bags, and logoed bibs. We estimate the initial cost will be between \$5,000 and \$10,000.

*Uniforms:* You must purchase your initial supply of uniforms. We estimate the initial cost will be ~~\$1,000~~[2,500](#) to ~~\$3,000~~[5,000](#).

**On-Site Evaluation:** If we deem it necessary we will conduct one on-site evaluation of your proposed site, and you must pay to us our per diem fee of \$950 for each representative we send for the evaluation. You must also reimburse the representative(s)' expenses including travel, lodging and meals. In total we estimate the total cost will be between \$1,450-\$5,850.

**Opening Assistance & Training:** We will provide you with our representatives to provide up to seven days of opening assistance and training around the opening of your Restaurant. You will pay to us our weekly additional on-site training fee of \$2,000 for this assistance plus you must reimburse us for the out-of-pocket expenses our representative incurs. In total we estimate the total cost will be between \$15,000-\$30,000, depending on the number of personnel we send and the amount of weeks that they remain at your location.

**Multi-Unit Development Agreement:** If you qualify to develop and operate multiple KPOT Restaurants, then you will pay to us a development fee equal to 100% of the initial franchise fees for each Restaurant to be developed. The development fee is imposed uniformly on all multi-unit developers, is fully earned by us when received and is not refundable.

When you sign the Franchise Agreement for the first Restaurant to be developed, which we expect will be signed at the same time the Multi-Unit Development Agreement is signed, we will apply a portion of the development fee to pay the initial franchise fee for the first Restaurant in full. For each additional Restaurant you will develop under the Multi-Unit Development Agreement, we will apply a portion of the development fee toward the initial franchise fee.

There are no other purchases from or payments to us or any affiliate of ours that you must make before your Restaurant opens for business.

**ITEM 6  
OTHER FEES**

| (1)<br>Fees <sup>(1)</sup>           | (2)<br>Amount | (3)<br>Due Date  | (4)<br>Remarks  |
|--------------------------------------|---------------|--|---|
| Royalty Fee <sup>(2)</sup>           | 5%            | Payable monthly by the fifth business day of each month, or the next business day if the fifth is not a business day | Royalty Fees are calculated based on Gross Sales for the previous calendar month. Amounts due are payable by check. If we implement an electronic funds transfer (“EFT”) system for royalty payments in the future, you must immediately adopt this EFT system. |
| Brand Development Fee <sup>(3)</sup> | \$2,000       | Payable monthly together with the Royalty Fee  | The Brand Development Fee is described in Item 11. The Brand Development Fee may be increased to \$2,500 after 30 days written notice to you.   |
| Local Marketing                      | \$1,700       | Must be spent monthly  | Payable to your local marketing suppliers. Any marketing you wish to use must first be approved by us.  |

| <b>(1)</b><br><b>Fees <sup>(1)</sup></b>   | <b>(2)</b><br><b>Amount</b>   | <b>(3)</b><br><b>Due Date</b> | <b>(4)</b><br><b>Remarks</b>   |
|--|---|-------------------------------|--|
| Initial Training (For New or Replacement Employees)  | Our then-current per person training fee, plus expenses<br><br>Current per person training fee = \$3,000  | Before training               | The per person training fee is \$3,000. If you request that we provide our initial training program to any additional employees, or to new or replacement employees during the term of your Franchise Agreement, you must pay our training fee as well as the trainees' expenses, including travel, lodging, meals and wages.  |
| Additional On-Site Training / Remedial Training / On-Site Replacement or Successor Manager | Our then-current weekly rate per trainer, plus expenses<br><br>Current weekly rate additional on-site or remedial training = <del>\$950</del> <u>2,000</u> , with a one week minimum<br><br>Current weekly rate replacement or successor manager training = \$1,500 | When billed                   | If you request that we provide additional training at your Restaurant, or if as the result of an inspection or quality assurance audit we believe that remedial training is necessary, you must pay our weekly fee for each trainer we send to your Restaurant, and you must reimburse each trainer's expenses, including travel, lodging and meals. The number of weeks of additional training you will require is a matter of our sole discretion. |
| Field Representative Fee   | Currently \$500 per visit   | When billed                   | You must pay us the Field Representative Fee for on-site inspections, quality assurance audits and other on-site assistance.   |
| Interest   | 18% per annum or the highest interest rate allowed by applicable law, whichever is less   | On demand                     | Interest may be charged on all overdue amounts. Interest accrues from the original due date until payment is received in full.   |
| Audit Fee  | Cost of audit (estimated to be between \$3,000 and \$6,000)   | When billed                   | Payable only if we find, after an audit, that you have understated Gross Sales by 2% or more or you have understated any amount you owe to us. You must also pay the understated amount plus interest.   |

| (1)<br>Fees <sup>(1)</sup>             | (2)<br>Amount  | (3)<br>Due Date                          | (4)<br>Remarks   |
|--|--|--|--|
| Insufficient Funds Fee                 | Currently \$100 per occurrence                               | On demand, if incurred                   | Payable if there are insufficient funds in your account to pay fees due to us. If you incur three insufficient funds fees in any 12-month period, we have the right to terminate your Franchise Agreement.   |
| Transfer Fee – Transfer Between Owners | \$10,000   | With request for approval of transfer    | For any transfer of ownership interests or shares between the owners of the franchise, or if you are adding a new owner (as long as majority ownership does not change).   |
| Transfer Fee                           | \$15,000   | Upon completion of the transfer          | The transfer fee is the same under the Franchise Agreement and Multi-Unit Development Agreement. No fee charged for a one-time transfer from individual(s) to a corporate entity formed for convenience of ownership of the franchise <a href="#"><u>if all ownership percentages remain the same.</u></a> |
| Renewal Fee                            | \$5,000  |  | Charged upon renewal of the Franchise Agreement  |
| Relocation Fee                         | \$5,000  | Upon approval of your relocation request | If you wish to relocate your Restaurant  |
| New Product or New Supplier Approval   | Our actual cost of review and testing, not to exceed \$5,000 | On demand                                | Payable if you request that we evaluate a product or supplier that we have not previously approved and that you want to use for your Restaurant.   |
| Liquidated Damages                     | See footnote 4   |  |  |
| Costs and Attorneys' Fees              | Will vary under circumstances                                | On demand                                | If you default under your agreement, you must reimburse us for the expenses we incur (such as attorneys' fees) in enforcing or terminating the agreement.  |

| (1)<br>Fees <sup>(1)</sup>                                   | (2)<br>Amount   | (3)<br>Due Date        | (4)<br>Remarks  |
|--|---|------------------------|---|
| Indemnification  | Will vary under circumstances                               | On demand              | You must reimburse us for the costs we incur if we are sued or held liable for claims that arise from your <a href="#">ownership or</a> operation of the Franchised Business or for costs associated with defending claims that you used the Marks in an unauthorized manner.   |
| <del>Repair, Maintenance, and Remodeling/ Redecorating</del> | <del>Will vary under circumstances</del>                    | <del>As incurred</del> | <del>Payable to approved suppliers. You must regularly clean and maintain your Restaurant and its equipment. We may require you to remodel or redecorate your Restaurant to meet our then current image for all KPOT Restaurants. We will not require you to remodel or redecorate your Restaurant more frequently than every five years.</del> |
| <del>ServSafe/BarSafe (or similar) Certification</del>       | <del>\$150 per person or the then current market rate</del> | <del>As needed</del>   | <del>Each of your managers and other employees we designate must be ServSafe and BarSafe or similarly certified. Payable to an approved supplier</del>  |
| Insurance Premiums   | Reimbursement of our costs, plus 10% administrative fee     | On demand              | If you do not maintain the required insurance coverages, we have the right (but not the obligation) to obtain insurance on your behalf.   |
| Management Fee   | Currently 10% of Gross Sales, plus expenses                 | If incurred            | We may step in and manage your Restaurant in certain circumstances, such as death, disability or prolonged absence. We will charge a management fee if we manage your Restaurant, and you must reimburse our expenses.  |
| Software Fee   | Currently \$780–\$1,500                                     | Annually               | Payable to approved supplier for required software, including updates   |

| (1)<br>Fees <sup>(1)</sup>           | (2)<br>Amount   | (3)<br>Due Date                                | (4)<br>Remarks  |
|--------------------------------------|---|--|---|
| Point of Sale System (“POS”) Support | Currently \$1,200-<br>\$1,600   | Annually                                       | We require you to purchase a POS support and maintenance contract.  |
| Gift Card Program                    | Will vary, depending on number of gift cards sold and/or processed  | As incurred                                    | Our gift card program will be serviced through the approved POS system and provider. You must participate in our gift card program. A gift card may be redeemed only at the Restaurant at which it was purchased. |
| Prohibited Product or Service Fee    | Currently \$500 per day for each day the infraction continues   | As incurred                                    | If you offer any product or service at your Restaurant that we have not approved  |
| On-line Ordering Program             | To be determined  | To be determined                               | Payable to approved supplier. You must participate in our on-line ordering program if we establish this program.  |
| Proprietary Product Inventory        | Will vary, as inventory is sold or used; estimated to be <del>\$2,000</del> 10,000 to <del>\$3,000</del> 15,000 per month | As incurred                                    | You must purchase your continuing supply of our proprietary spice blend <u>and</u> <u>sauce bases, utensils</u> , food packaging and paper products, and uniforms from us or our affiliates.                      |
| Technology Fee                       | Currently \$1,000 per month. See foot note 5  | Payable monthly together with the Royalty Fee. | We reserve the right to establish a Technology Fee, payable to us. The Technology Fee includes software development and maintenance fees of any software that we require you to obtain from us.                   |

Notes:

1. All fees described in this Item 6 are non-refundable and may not be uniformly imposed. Except as otherwise indicated in the preceding chart, we impose all fees and expenses listed and you must pay them to us. Except as specifically stated above, the amounts given may be due to changes in market conditions, our cost of providing services and future policy changes. At the present time we have no plans to increase payments over which we have control, but as noted in the chart above and in these notes, we have the right to increase the Brand Development Fee upon notice to you.

2. For the purposes of determining the royalties to be paid under the Franchise Agreement, “Gross Sales” means the total selling price of all services and products and all income of every other kind and nature related to the Restaurant, whether for cash or credit and regardless of collection in the case of

credit. If a cash shortage occurs, the amount of Gross Sales will be determined based on the records of the point of sale system and any cash shortage will not be considered in the determination. Gross Sales expressly excludes taxes collected from your customers and paid to the appropriate taxing authority and customer refunds or adjustments.

You must report your Gross Sales to us by the fifth day of each calendar month for the previous calendar month. If you do not report the Restaurant's Gross Sales, we may bill you for 120% of the last Royalty Fee that we received or were owed. If the Royalty Fee for which we bill you is less than the Royalty Fee you actually owe us, once we have been able to determine the true and correct Gross Sales, we will bill you for the balance. If the fees we bill you for are greater than the fees you actually owe us, we will credit the excess against the amount we otherwise would bill to you during the following calendar month.

If any state imposes a sales or other tax on the Royalty Fees, then we have the right to collect this tax from you.

If a state or local law applicable to your Restaurant prohibits or restricts in any way your ability to pay Royalty Fees or other amounts based on Gross Sales derived from the sale of alcoholic beverages at the Restaurant, then the percentage rate for calculating Royalty Fees shall be increased, and the definition of Gross Sales shall be changed to exclude sales of alcoholic beverages, so that the Royalty Fees to be paid by you shall be equal to the amounts you would have had to pay if sales from alcoholic beverages were included in Gross Sales. For example, if you generated \$1,000 in Gross Sales, of which \$200 is from the sale of alcoholic beverages, then your monthly Royalty Fee is \$15 (1.5% x \$1,000). If you are not permitted by law to pay Royalty Fees on the sale of alcoholic beverages, then we must recalculate your royalty percentage so that you still pay the full Royalty Fee. In our example, we must deduct \$200 from the Gross Sales and raise your royalty percentage to 1.875 % so that we may collect the same \$15 Royalty Fee ( $\$1,000 - \$200 = \$800 \times 1.875\% = \$15$ ).

3. We have established and administer Brand Development fund contributions on behalf of the System.

4. If we terminate your Franchise Agreement for cause, you must pay us within 15 days after the effective date of termination liquidated damages equal to the average monthly Royalty Fees you paid or owed to us during the 12 months of operation preceding the effective date of termination multiplied by (a) 36 (being the number of months in three full years), or (b) the number of months remaining in the Agreement had it not been terminated, whichever is lower.

5. As of the date of this Disclosure Document we have not established a Technology Fee and do not intend to implement any Technology Fee during the next twelve months. If we do establish a fee, we reserve the right to increase the fee upon thirty day's written notice.

**ITEM 7**  
**ESTIMATED INITIAL INVESTMENT**  
**YOUR ESTIMATED INITIAL INVESTMENT**

| (1)<br>Type of Expenditure  | (2)<br>Amount   | (3)<br>Method of Payment | (4)<br>When Due                   | (5)<br>To Whom Payment is to be Made |
|---|---|--------------------------|-----------------------------------|--------------------------------------|
| Initial Franchise Fee <sup>(1)</sup>                                      | \$50,000  | Lump Sum                 | When Franchise Agreement Signed   | Us                                   |
| Training Fee <sup>(1)</sup>   | \$3,000 to \$9,000  | Lump Sum                 | 30 Days Before Training Start     | Us                                   |
| Website Fee – 3 Months  | \$750   | As arranged              | Monthly                           | Us                                   |
| Rent – 3 Months <sup>(2)</sup>  | \$30,000 to \$120,000   | As arranged              | As arranged                       | Landlord                             |
| Lease & Utility Security Deposit <sup>(3)</sup>                           | \$11,000 to \$95,000  | As arranged              | As arranged                       | Landlord, Utility Companies          |
| Design & Architect Fees <sup>(4)</sup>                                    | <del>\$3,000</del> <u>8,000</u> to <del>\$30,000</del> <u>40,000</u>      | As arranged              | As arranged                       | Designer or Architect                |
| Leasehold Improvements <sup>(5)</sup>                                     | <del>\$100,000</del> <u>300,000</u> to \$800,000                          | As arranged              | As arranged                       | Contractor                           |
| Signage <sup>(6)</sup>  | <del>\$4,000</del> <u>15,000</u> to <del>\$10,000</del> <u>18,000</u>     | As arranged              | As arranged                       | Suppliers                            |
| Equipment, Furniture and Fixtures <sup>(7)</sup>                          | <del>\$50,000</del> <u>100,000</u> to <del>\$200,000</del> <u>300,000</u> | As arranged              | As arranged                       | Suppliers                            |
| Point of Sale & Computer Equipment <sup>(8)</sup>                         | \$15,000 to \$40,000  | As arranged              | As arranged                       | Suppliers                            |
| Security System <sup>(8)</sup>  | <del>\$3,500</del> <u>10,000</u> to <del>\$5,000</del> <u>20,000</u>      | As arranged              | As arranged                       | Suppliers                            |
| Business Licenses & Permits (Not Including Liquor License) <sup>(9)</sup> | <del>\$5,000</del> <u>10,000</u> to <del>\$7,500</del> <u>20,000</u>      | As arranged              | As arranged                       | Government Agencies                  |
| Professional Fees <sup>(10)</sup>   | \$5,000 to \$10,000   | As arranged              | As arranged                       | Attorney, Accountant                 |
| Insurance – 3 Months <sup>(11)</sup>                                      | \$9,000 to \$30,000   | As arranged              | As arranged                       | Insurance Companies                  |
| Initial Inventory <sup>(12)</sup>   | <del>\$20,000 to</del> \$50,000 <u>to \$100,000</u>                       | As arranged              | As arranged                       | Us and Suppliers                     |
| Training Expenses <sup>(13)</sup>   | \$15,000 to <del>\$20,000</del> <u>30,000</u>                             | As arranged              | As arranged                       | Airline, Hotel, Restaurant, etc.     |
| Grand Opening Marketing <sup>(14)</sup>                                   | \$10,000 to \$50,000  | As arranged              | Within first 60 days of operation | Suppliers                            |
| On-Site Evaluation & Expenses <sup>(15)</sup>                             | \$1,450 to \$5,850  | As arranged              | As arranged                       | Us                                   |

| (1)<br>Type of Expenditure                             | (2)<br>Amount  | (3)<br>Method of Payment | (4)<br>When Due | (5)<br>To Whom Payment is to be Made |
|--|--|--------------------------|-----------------|--------------------------------------|
| Opening Assistance & Training/Expenses <sup>(16)</sup> | \$15,000 to \$30,000   | As arranged              | As arranged     | Us                                   |
| Additional Funds – 3 Months <sup>(17)</sup>            | \$75,000 to \$150,000  | As arranged              | As arranged     | You Determine                        |
| <b>Total<sup>(18)</sup></b>                            | <del>\$425,700</del> <u>\$733,200</u> to <del>\$1,713,100</del> <u>\$1,918,600</u> |                          |                 |                                      |

This chart provides an estimate of your initial investment for one Restaurant based on our experience. In general, none of the expenses listed in the above chart are refundable, except any security deposits you must make may be refundable. We do not finance any portion of your initial investment. All of our estimates assume that you will purchase the required items. Your costs may be lower if you choose to lease some items.

**Notes:**

1. **Initial Franchise Fee, Training Fee.** The low end represents a Restaurant operating without a bar and the high end represents our standard restaurant which includes a bar. These fees are further discussed in Item 5.

2. **Rent.** Our estimates assume that you will lease space for your Restaurant. Your Restaurant must be in a strip center or a free-standing location with easy access and ample parking, and you will need approximately 6,000 to 12,000 square feet. Landlords may vary the base rental rate and charge rent based on a percentage of gross sales. In addition to base rent, your lease may require you to pay common area maintenance charges (“CAM Charges”) for your pro rata share of the real estate taxes and insurance, and your pro rata share of other charges. The actual amount you pay under the lease will vary depending on the size of the Restaurant, the types of charges that are allocated to tenants under the lease, your ability to negotiate with landlords and the prevailing rental rates in the geographic region. Costs will vary widely and may be significantly higher than projected in this table, depending on factors such as property location, population density, economic climate, prevailing interest rates and other financing costs, conditions of the property and extent of alterations required for the property. You should investigate all of these costs in the area where you wish to establish a Restaurant.

If you choose to purchase real property on which to build your Restaurant, your initial investment will probably be higher than what we estimate above. If you purchase real property, we cannot estimate how this purchase will affect your total initial investment.

3. **Lease & Utility Security Deposit.** Our estimate assumes you will need to provide three months of rent as a security deposit to your landlord, and you may need to provide security deposits for your utilities (such as gas, water and/or electric).

4. **Design & Architect Fees.** You must obtain construction plans for the build-out of your Restaurant according to our specifications. We reserve the right to designate and/or approve of the designer and/or architect you use.

5. ***Leasehold Improvements.*** The cost of leasehold improvements will vary depending on many factors, including: (a) the size and configuration of the premises; (b) pre-construction costs (including demolition of existing walls and removal of existing improvements and fixtures); and (c) cost of materials and labor, which may vary based on geography and location or whether you must use union labor for the build-out of your Restaurant. These amounts may vary substantially based on local conditions, including the availability and prices of labor and materials. These costs may also vary depending on whether certain of these costs will be incurred by the landlord or through landlord tenant improvement contributions and the condition of the space before you take possession of the premises. The low end of our estimate assumes that you have leased space that previously operated as a restaurant and generally conforms to a KPOT design. Approval must be given in writing by the franchisor prior to the signing of a lease. The high end of our estimate assumes that you have leased a “vanilla box” space and that more improvements are required. Our estimate does not include any tenant improvement allowance that you may negotiate.

6. ***Signage.*** These amounts represent your cost for interior and exterior signage. Your landlord or your local ordinances may have different restrictions it places on interior and exterior signage which may affect your costs.

7. ***Equipment, Furniture and Fixtures.*** You must lease or purchase, as arranged by you, the following: refrigerators (including walk-in or reach ins), freezer, oven, woks, grill, ice machine, soft drink machine, work tables, shelving, dishwasher, and other related items including small wares. The furniture and fixtures you will need for your Restaurant includes: a bar and accompanying millwork, booths, tables, chairs, artwork and décor items. Our estimates assume that all furnishings and equipment will be purchased, not leased. The low end of our estimate assumes that you have purchased used equipment, furniture and fixtures, which must be pre-approved by the Franchisor.

8. ***Point of Sale & Computer Equipment.*** You must give us the money for the point of sale and computer system that we designate, and we will purchase it for you. Additional information regarding the required point of sale and computer system is included in Item 11. You must also purchase the security system and equipment that we have specified in our Manual.

9. ***Business Licenses and Permits.*** These are estimates of the costs for obtaining local business licenses which typically remain in effect for one year. These figures do not include occupancy and construction permits which are included in the leasehold improvements estimate. The cost of these permits and licenses will vary substantially depending on the location of the Franchised Business. We strongly recommend that you verify the cost for all licenses and permits required in your jurisdiction before signing the Franchise Agreement.

You must offer a full bar from your Restaurant, unless you have received our permission to not offer alcoholic beverages or if the sale of alcohol is prohibited by your local ordinances. Since the availability and expenses of acquiring a liquor license vary substantially from jurisdiction to jurisdiction, you should consult the appropriate governmental authority concerning the availability of the required license and the associated expenses for your Restaurant before you sign a Franchise Agreement. The cost of a liquor license can range from under \$2,000 to over \$800,000, depending on the location and jurisdiction, but can be even higher in some states. We strongly recommend that you verify the cost and availability of a liquor license in your jurisdiction before signing the Franchise Agreement. The cost of a liquor license is not included in this table.

10. ***Professional Fees.*** We strongly recommend that you engage an accountant and a franchise attorney to advise you in your evaluation of the franchise we are offering.

11. **Insurance.** These figures are estimates of the cost of the quarterly premiums for the insurance you must obtain and maintain for your Restaurant, as described in Item 8. Insurance premiums may be payable monthly, quarterly, semi-annually or annually, based on the insurance company's practices and your creditworthiness.

12. **Initial Inventory.** These amounts represent your initial inventory of food and beverage supplies, proprietary spice mix, uniforms, food packaging, paper products, cleaning materials, and other supplies.

13. **Training Expenses.** These estimates include only your out-of-pocket costs associated with attending our initial training program, including travel, lodging, meals and applicable wages for three trainees. These amounts do not include any fees or expenses for training any other personnel. Your costs may vary depending on your selection of lodging and dining facilities and mode and distance of transportation. Our training program lasts for approximately 60 days.

14. **Grand Opening Marketing.** You must conduct a grand opening marketing campaign during your first 60 days of operation on your campaign. We may designate a different time period for you to conduct the grand opening marketing. Your grand opening marketing campaign must include giveaways of food samples and other promotions, as we require, and we must approve of your grand opening marketing campaign before it is conducted. Your grand opening must include a ribbon cutting ceremony.

15. **On-Site Evaluation & Expenses.** These amounts include the \$950 per diem fee for a representative to visit and evaluate your proposed site. Also included are estimates for the out-of-pocket expenses our representative may incur, and which you must reimburse, for travel, lodging and meals.

16. **Opening Assistance & Training/Expenses.** These amounts include the ~~\$950~~2,000 charge for one of our representatives to provide up to seven days of opening assistance and training around the opening of your Restaurant. Also included are the estimates for the out-of-pocket expenses our representative may incur, and which you must reimburse, for travel, lodging and meals.

17. **Additional Funds.** You will need capital to support ongoing expenses, such as payroll, utilities, rent, Royalty Fees and Brand Development Fee if these costs are not covered by sales revenue for your first three months of operation. Our estimate does not include any sales revenue you may generate. New businesses often generate a negative cash flow. We estimate that the amount given will be sufficient to cover ongoing expenses for the start-up phase of the business, which we calculate to be three months. This is only an estimate and there is no guarantee that additional working capital will not be necessary during this start-up phase or after.

18. **Total.** We relied upon our affiliates' experience in operating similar restaurants since July 2016 when preparing these figures. These amounts do not include any estimates for debt service.

### **Multi-Unit Development Agreement**

## **YOUR ESTIMATED INITIAL INVESTMENT-THREE UNITS**

| Type of Expenditure                              | Amount  | Method of Payment | When Due                                    | To Whom Payment is to be Made |
|--|---|-------------------|---|-------------------------------|
| Development Fee <sup>(1)</sup>                   | \$150,000   | Lump Sum          | Upon signing Multi-Unit Operating Agreement | Us                            |
| Other Expenditures for First Unit <sup>(2)</sup> | <del>\$375,700</del> 683,200-<br><del>\$1,663,100</del> 1,868,600     | Per Table Above   | Per Table Above                             | Per Table Above               |
| <b>Total</b> <sup>(3)</sup>                      | <del>\$525,700</del> 833,200<br>-<br><del>\$1,813,100</del> 2,018,600 |                   |   |                               |

1. If you qualify to develop and operate more than one Restaurant, you must pay us a Development Fee in an amount equal to \$50,000 multiplied by the number of Restaurants required to be developed under the Multi-Unit Development Agreement at the time of signing. You will remain responsible for the payment of the initial franchise fee for each Restaurant you will develop, but we will credit this Development Fee in increments of \$50,000 against that initial franchise fee upon the signing of each Franchise Agreement. Our estimate assumes you will develop three Restaurants.

2. Start-up costs pertaining to each of the Restaurants opened under the Multi-Unit Development Agreement will be the same as the costs as estimated above, subject to factors that we cannot estimate or control, such as inflation increased labor costs or increased materials costs. If you execute a Multi-Unit Development Agreement, your professional fees such as legal and financial may be higher.

3. This is the total estimate to build out your first Restaurant under a Multi-Unit Development Agreement for the development of three Restaurants. If you will be developing two Restaurants, your total costs to develop the first Restaurant will be between ~~\$475,700~~ 783,300 and ~~\$1,763,100~~ 1,968,600. If you will be developing more than three locations, your total costs for the first Restaurant will increase by \$50,000 for each additional Restaurant you will be developing.

None of the expenses listed in the above two charts are refundable. We do not finance any portion of your initial investment.

**ITEM 8**  
**RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES**

You must purchase or lease and install all fixtures, furnishings, equipment (including point of sales system), uniforms, décor items, signs and related items we require, all of which must conform to the standards and specifications stated in our Manual or otherwise in writing, unless you have first obtained our written consent to do otherwise. You may not install or permit to be installed on the Restaurant premises any fixtures, furnishings, equipment, décor items, signs, games, vending machines or other items without our written consent or that do not comply with our specifications.

To make sure that the highest degree of quality and service is maintained, you must operate the Restaurant in strict conformity with the methods, standards and specifications that we prescribe in the Manual or otherwise in writing. You must maintain in sufficient supply and use and sell at all times only those food and beverage items, ingredients, products, materials, supplies, packaging and paper goods that meet our standards and specifications. All menu items must be prepared in accordance with the recipes and procedures specified in the Manual or other written materials. You must not deviate from these standards and specifications by the use or offer of non-conforming items, or differing amounts of any items, without obtaining our written consent first. We can, and expect to, modify our standards and specifications as we deem necessary. We will provide you notice in the Manual or otherwise in writing (such as via email) of any changes in our standards and/or specifications.

You must permit us or our agents, during normal business hours, to remove a reasonable number of samples of food or non-food items from your inventory or from the Restaurant free of charge for testing by us or by an independent laboratory to determine whether the samples meet our then-current standards and specifications. In addition to any other remedies we may have, we may require you to pay our then-current evaluation fee and reimburse our costs for the testing if we have not previously approved the supplier of the item or if the sample fails to conform to our specifications.

You must obtain all food and beverage items, ingredients, supplies, materials, fixtures, furnishings, equipment (including point of sale system and communication systems), and other products used or offered for sale at the Restaurant solely from [us, our affiliates or](#) suppliers who demonstrate, to our continuing reasonable satisfaction, the ability to meet our then-current standards or in accordance with our standards and specifications. A complete list of our approved products and suppliers will be included in the Manual and is subject to change over time. We will provide you notice in the Manual or otherwise in writing (such as via email) of any changes to the lists of approved products and approved suppliers.

We and/or our affiliates have developed, and may continue to develop, for use in the System certain products which are prepared from confidential proprietary recipes and other proprietary products which bear the Marks, including our proprietary sauces. Because of the importance of quality and uniformity of production and the significance of those products in the System, it is to your and our benefit that we closely control the production and distribution of those products. Therefore, you will use only our proprietary recipes and other proprietary products and will purchase those items solely from us or from a source designated by us all of your inventory of those products.

Currently we are not the sole approved supplier for any items, but we reserve the right to designate ourselves as a sole supplier in the future and we reserve the right to earn a profit from the sale of these items to our franchisees. Our affiliate, Kpot Distribution, LLC, is currently the sole supplier for our ~~proprietary spice blend, food packaging and~~ [branded merchandise, utensils](#), paper products, ~~uniforms, and the point of sale systems~~ [soup base and sauces](#). Our affiliate [Corigo Express, LLC is currently a supplier of meat products](#). During the fiscal year ending December 31, ~~2022~~2023 we did not earn any revenue from the sale of these items to our franchisees, however our affiliate [Kpot Distribution LLC](#) earned \$~~1,789,875.26~~[5,208,854](#) which was 100% of its revenues for ~~2022~~2023 and our affiliate [Corigo Express LLC earned \\$761,832 which was 100% of its revenues for 2023](#).

~~None~~[Some](#) of the officers listed in Item 2 ~~has~~[have](#) an ownership interest in us ~~or any approved supplier~~[and our affiliates](#).

If you wish to purchase, lease or use any products that we have not previously approved, or purchase or lease from a supplier we have not previously approved, you must submit a written request for approval or you must request the supplier to do so. You must ~~pay our then-current evaluation fee for each~~

~~product or supplier you request to have approved, and you must~~ reimburse our reasonable costs related to our testing and inspection. We must approve any product or supplier in writing before you make any purchases of that product or from that supplier. We can require that our representatives be permitted to inspect the supplier's facilities and that samples from the supplier be delivered, either to us or to an independent laboratory, for testing. We reserve the right to re-inspect the facilities and products of any approved supplier and to revoke our approval if the supplier fails to continue to meet any of our then-current standards. Our supplier approval procedure does not obligate us to approve any particular supplier. We will notify you in writing within 30 days after you have requested our approval whether the proposed product or supplier is, in fact, approved or disapproved. We are not required to make available to you or to any supplier our criteria for product or supplier approval. We are not obligated to approve any specific product or supplier if we believe that approval of that product or supplier is not in the best interests of the System. We may revoke our prior approval of any product or supplier at any time, and after your receipt of written notice from us regarding our revocation you must stop using that product or stop purchasing from that supplier.

We may, when appropriate, negotiate purchase arrangements, including price terms, with designated and approved suppliers on behalf of the System. As of the date of this Disclosure Document, there are no purchasing or distribution cooperatives in which you must participate. When determining whether to grant new, additional or renewal franchises, we consider many factors, including your compliance with the requirements described in this Item 8, but your compliance with these requirements does not automatically give you the right to an additional or renewal franchise.

We may establish strategic alliances or preferred vendor programs with suppliers that are willing to supply some products, equipment, or services to some or all of the Restaurants in our System. We and/or our affiliates may negotiate supply contracts with our suppliers under which we are able to purchase products, equipment, supplies, services and other items at a price that will benefit us and our franchisees. If we do establish those types of alliances or programs, we may limit the number of approved suppliers with whom you may deal, we may designate sources that you must use for some or all products, equipment and services, and we may refuse to approve proposals from franchisees to add new suppliers if we believe that approval would not be in the best interests of the System or the franchised network of Restaurants.

We have the right to collect and retain any and all allowances, rebates, credits, incentives, or benefits (collectively, "Allowances") offered by manufacturers, suppliers, and distributors to you, to us, or to our Affiliate based upon your purchases of products and services from manufacturers, suppliers, and distributors. We or our affiliates will have all of your right, title, and interest in and to any and all of these Allowances. We or our affiliates may collect and retain any or all of these Allowances without restriction (unless otherwise instructed by the manufacturer, supplier, or distributor). We may also choose to contribute these Allowances to the Brand Development Fund, but if we do so it does not reduce or eliminate your obligation to pay the Brand Development Fee. For the fiscal year ended December 31, ~~2022~~2023, our affiliates earned \$~~19,539.79~~105,232 from Allowances.

If we permit you to provide catering or delivery services, we anticipate that your employees will use their personal vehicles to provide these services from your Restaurant. We reserve the right to require you to have temporary signage placed on each delivery vehicle. We expect that all delivery vehicles will be kept clean, in good working order and be properly insured. You must have each person providing those services to comply with all laws, regulations and rules of the road and to use due care and caution operating and maintaining the motor vehicles. Except as described in this paragraph, we do not have any standards or exercise control over any motor vehicle that you use.

All advertising and promotional materials, signs, decorations, paper goods (including menus and all forms and stationery used in the Restaurant) and other items we designate must bear the Marks in the form, color, location and manner we prescribe. In addition, all your advertising and promotion in any medium must be conducted in a dignified manner and must conform to the standards and requirements in the Manual or otherwise. You must obtain our approval before you use any advertising and promotional materials and plans if we have not prepared or approved them during the 12 months before their proposed use. Any advertising and promotional materials you submit to us for our review will become our property.

You must obtain our acceptance of the site for the Restaurant before you acquire the site. You must also obtain our acceptance of any contract of sale or lease for the Restaurant before you sign the contract or lease. You must provide us with a copy of the fully signed lease for the Restaurant premises. We may require you and your landlord to sign a Collateral Assignment of Lease which permits us to assume your lease in certain circumstances, including the termination or expiration of your Franchise Agreement (Attachment B to the Franchise Agreement).

Your Restaurant must be constructed according to plans that we have approved. We will provide you with sample plans and/or our specifications for a KPOT Restaurant, and we reserve the right to designate the architect/designer that you must use. We also reserve the right to approve the contractor you select. You must arrange for construction plans to be created that incorporate our requirements into the size and shape of the approved site for your Restaurant. You may not use the plans or begin building out your Restaurant until we have approved the construction plans, and any changes to the construction plans must also be approved by us before the change may be implemented. Our review is not meant to assess compliance with any applicable laws, regulations or building codes. Our review is only to verify that the construction plans accurately present our trade dress, the Marks and meet our specifications. We reserve the right to inspect your Restaurant while it is being constructed. You may not open your Restaurant for business without our approval. You must certify to us that your Restaurant has been constructed in compliance with the Americans with Disabilities Act.

Before you begin construction of the Restaurant, you must obtain the insurance coverage for the Restaurant that is required by the terms of your lease and applicable law, and that we specify in the Manual or otherwise in writing. Your insurance coverage must be maintained during the term of the Franchise Agreement and must be obtained from a responsible, duly licensed carrier or carriers acceptable to us and having a rating of at least "A-" with A.M. Best Company. All insurance must be on an "occurrence" basis. Currently you must maintain the following insurance: (a) commercial general liability insurance of \$1,000,000 per occurrence and \$3,000,000 aggregate; (b) liquor liability insurance of \$1,000,000 per occurrence and \$3,000,000 aggregate; (c) automobile liability insurance (including owned, hired and non-owned vehicles) of \$1,000,000 per occurrence; (d) business interruption insurance of \$1,000,000; (e) property and building insurance for replacement cost; (f) excess liability insurance of \$3,000,000; (g) employer's liability insurance of \$1,000,000; (h) workers' compensation insurance required by law; (i) any insurance required by the terms of your lease or mortgage agreement; and (j) any insurance coverages we may require in the future.

All insurance policies, except for workers' compensation, shall name us, our affiliates and the officers, directors, shareholders, partners, agents, representatives, independent contractors, servants and employees of each of them, as additional named insureds. Also, all insurance policies shall expressly provide that not less than 30 days' prior written notice shall be given to us in the event of a material alteration to or cancellation of the policies. You must provide us with a certificate of insurance showing that you have obtained the required policies before construction of your Restaurant begins and upon each policy's renewal. We have the right to require that you obtain from your insurance company a report of claims made and reserves set against your insurance. We reserve the right to change our insurance

requirements during the term of your Franchise Agreement, including the types of coverage and the amounts of coverage, and you must comply with those changes. If you do not obtain any insurance as required, we have the right (but not the obligation) to purchase insurance on your behalf and you must reimburse our costs related to this purchase plus a 10% administrative fee.

We estimate that your purchases from us or approved suppliers, or that must conform to our specifications, will represent approximately 51% to 73% of your total purchases in establishing the Restaurant, and approximately 80% of your total purchases in the continuing operation of the Restaurant.

## **ITEM 9**

### **FRANCHISEE'S OBLIGATIONS**

**This table lists your principal obligations under the franchise and other agreements. It will help you find more detailed information about your obligations in these agreements and in other items of this disclosure document.**

In the table below, the following abbreviations have these meanings: FA means the Franchise Agreement and MUDA means the Multi-Unit Development Agreement.

| <b>Obligation</b>   | <b>Article or Section in Agreement</b>                                   | <b>Disclosure Document Item</b> |
|---|--|---------------------------------|
| a. Site selection and acquisition/ lease                    | FA – Article 2<br>MUDA – Section 3                                       | Items 8 and 11                  |
| b. Pre-opening purchases/leases                             | FA – Articles 6, 7 and 8   | Items 6, 7, 8 and 11            |
| c. Site development and other pre-opening requirements      | FA – Article 2   | Items 8 and 11                  |
| d. Initial and ongoing training                             | FA – Article 6   | Items 6, 7 and 11               |
| e. Opening  | FA – Articles 2 and 6  | Item 11                         |
| f. Fees   | FA – Articles 3, 4, 6, 7, 8, 11, 14<br>and 18<br>MUDA – Sections 2 and 3 | Items 5, 6, 7 and 11            |
| g. Compliance with standards and policies/ operating manual | FA – Articles 2, 3, 6, 8, 9, 10, 11<br>and 12                            | Items 8, 11 and 14              |
| h. Trademarks and proprietary information                   | FA – Articles 9 and 10 and<br>Attachment D<br>MUDA – Section 7           | Items 13 and 14                 |
| i. Restrictions on products/services offered                | FA – Article 7<br>MUDA – Section 7                                       | Item 16                         |
| j. Warranty and customer service requirements               | FA – Article 7   | Not applicable                  |
| k. Territorial development and sales quotas                 | MUDA – Section 3   | Item 12                         |
| l. Ongoing product/service purchases                        | FA – Article 7   | Items 6 and 8                   |
| m. Maintenance, appearance and remodeling requirements      | FA – Articles 2, 7 and 14  | Items 6, 11 and 16              |
| n. Insurance  | FA – Article 12  | Items 6, 7 and 8                |
| o. Advertising  | FA – Article 8   | Items 6, 8 and 11               |
| p. Indemnification  | FA – Article 15<br>MUDA – Section 14                                     | Item 6                          |

| <b>Obligation</b>                            | <b>Article or Section in Agreement</b>                                   | <b>Disclosure Document Item</b> |
|--|--|---------------------------------|
| q. Owner's participation/management/staffing | FA – Articles 6, 14, 15 and 16<br>MUDA – Section 7                       | Items 1, 11 and 15              |
| r. Records and reports                       | FA – Articles 4, 7 and 11  | Item 6                          |
| s. Inspections and audits                    | FA – Articles 2, 7 and 11<br>MUDA – Section 12                           | Items 6, 8 and 11               |
| t. Transfer                                  | FA – Article 14<br>MUDA – Section 11                                     | Items 6 and 17                  |
| u. Renewal                                   | FA – Article 3<br>MUDA – Section 5                                       | Items 6 and 17                  |
| v. Post-termination obligations              | FA – Article 18<br>MUDA – Section 10                                     | Items 6 and 17                  |
| w. Non-competition covenants                 | FA – Article 10 and Attachment D<br>MUDA – Section 12                    | Item 17                         |
| x. Dispute resolution                        | FA – Article 19<br>MUDA – Section 19                                     | Items 6 and 17                  |
| y. Liquidated damages                        | FA – Article 18  | Item 6                          |
| z. Personal Guaranty                         | FA – Article 6 and Attachment C<br>MUDA – Section 11 and<br>Attachment B | Items 1 and 15                  |

**ITEM 10**  
**FINANCING**

We do not offer direct or indirect financing. We do not guarantee your note, lease or obligations.

**ITEM 11**  
**FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS AND TRAINING**

**Except as listed below, KPOT Franchise LLC is not required to provide you with any assistance.**

**Pre-Opening Obligations**

**Multi-Unit Development Agreement:** Under the Multi-Unit Development Agreement, we will grant to you rights to an Development Area within which you will establish and operate an agreed-upon number of Restaurants under separate Franchise Agreements. (Multi-Unit Development Agreement, Section 1.1.) We reserve the sole right to approve the location of all Restaurants developed and any territories for those units, utilizing our then-current standards for sites and territories.

**Franchise Agreement:** Before the opening of a Restaurant we will provide the following assistance and services:

1. Our written site selection guidelines and the site selection assistance we deem advisable. (Franchise Agreement, Section 5.1.) We will also describe your designated territory when we have accepted the location for your Restaurant.

2. At our per diem cost payable by you, an on-site evaluation of the proposed site for your Restaurant, if we determine an on-site evaluation is necessary. (Franchise Agreement, Section 5.2.)

3. Standard specifications and layouts for building and furnishing the Restaurant, which you will use to have site plans and build-out plans prepared, at your expense. (Franchise Agreement, Section 5.3.) We reserve the right to require you to use the architect/designer we designate and to inspect your Restaurant during its construction.

4. If we elect to develop an operations manual, on loan, our Manual which we may revise during the term of your Franchise Agreement. (Franchise Agreement, Sections 5.4 and 10.1.) We may provide all or a portion of the Manual to you electronically, such as via a password-protected website.

5. A list of approved products and suppliers, which we may revise during the term of your Franchise Agreement and which may include us and/or our affiliates. (Franchise Agreement, Sections 5.9 and 7.4.)

6. An initial training program at our headquarters for up to three people. You must pay our training fee before sending your trainees to our training program. (Franchise Agreement, Sections 5.10 and 6.4.)

7. One of our representatives to provide up to seven days of opening assistance and training around the opening of your Restaurant. You will pay our weekly additional on-site training fee for this assistance plus the out-of-pocket expenses our representative incurs. (Franchise Agreement, Section 6.4.) If you are opening your second or later Restaurant, we reserve the right to reduce the duration of our representative's visit or to not provide opening assistance.

### **Continuing Obligations**

**Multi-Unit Development Agreement:** Under the Multi-Unit Development Agreement:

1. We will review the information regarding potential sites that you provide to us to determine whether the sites meet our standards and criteria for a KPOT Restaurant and, if the site meets our criteria, accept the site for a Restaurant. (Multi-Unit Development Agreement, Section 8.1.)

2. We will provide you with standard specifications and layouts for building and furnishing the Restaurant. (Multi-Unit Development Agreement, Section 8.2.)

3. We will review your site plan and final build-out plans and specifications for conformity to our standards and specifications. (Multi-Unit Development Agreement, Section 8.3.)

4. We will provide other resources and assistance as may be developed and offered to our multi-unit developers. (Multi-Unit Development Agreement, Section 8.4.)

**Franchise Agreement:** During the operation of a Restaurant we will provide the following assistance and services:

1. As we reasonably determine necessary, visits to and evaluations of the Restaurant and the products and services provided to make sure that our high standards of quality, appearance and service of the System are maintained. (Franchise Agreement, Sections 5.5 and 7.5.6.). You will pay our weekly additional training rate for ~~is~~[this](#) support, plus the expenses incurred by any personnel visiting your Restaurant.

2. Advice and written materials (including updates to the Manual) concerning techniques of managing and operating the Restaurant, including new developments and improvements in equipment, food products, packaging and preparation. (Franchise Agreement, Section 5.7.)

3. Training programs and seminars and other related activities regarding the operation of the Restaurant as we may conduct for you or Restaurant personnel generally, which may be mandatory for your General Manager and/or other Restaurant personnel. (Franchise Agreement, Section 6.4.)

4. At your request or if we determine it is necessary, additional on-site training or assistance at your Restaurant. You must pay our weekly fee for each trainer providing the training and you must reimburse our expenses. (Franchise Agreement, Section 6.4.)

5. Administration of the Brand Development Fund. (Franchise Agreement, Section 8.3.)

6. Indemnification against and reimbursement for all damages for which you are held liable in any proceeding arising out of your use of any of the Marks (including settlement amounts), if you and your Controlling Principals have fully complied with the terms of the Franchise Agreement. (Franchise Agreement, Section 9.4.)

7. Designate the maximum prices you may charge, as permitted by applicable law. (Franchise Agreement, Section 7.13.) Our designation of the maximum pricing is not a guarantee that you will achieve a specific level of sales or profitability.

8. At our option, hold a meeting of our franchisees to discuss new menu offerings, new standards of operation, provide training, and other matters pertaining to the franchise. We may designate that attendance at a franchisee meeting is mandatory for your General Manager and/or other Restaurant personnel. (Franchise Agreement, Section 6.5.)

**Site Selection:** You must assume all costs, liabilities, expenses and responsibility for locating, obtaining and developing a site for the Restaurant and for constructing and equipping the Restaurant at the accepted site. You will select the site for the Restaurant subject to our acceptance and using our site selection criteria. Before you lease or purchase the site for the Restaurant, you must locate a site that satisfies our site selection guidelines. If we deem it necessary, we will conduct one on-site evaluation, but before we conduct the evaluation you must submit to us in the form we specify a description of the site, including evidence that the site satisfies our site selection guidelines, together with other information and materials that we may reasonably require, including a letter of intent or other evidence that confirms your favorable prospects for obtaining the site. If we conduct an on-site evaluation of your proposed site, you must pay to us our per diem fee of \$950 for each representative we send for the evaluation. You must also reimburse the representatives' expenses including travel, lodging and meals. We have the right to approve deviations from our site selection standards based on the individual factors and components of a particular site.

Within 60 days after you signed the Franchise Agreement, you must have located a site you propose for your Restaurant, have it approved by us, and have secured the site by lease, sublease or purchase agreement. Within this timeframe, you must submit to us, for our review, all information we require regarding the site you propose for your Restaurant, and we will have 30 days after we receive all required information and materials from you to accept or decline the proposed site as the location for your KPOT Restaurant. If we do not provide our specific acceptance of a proposed site, the site is deemed not accepted. Our acceptance only means that the site meets our minimum requirements for a Restaurant, subject to any deviation from our standards as we may permit.

We will provide you with our current written site selection guidelines and any other site selection counseling and assistance we think is advisable. Our criteria for site selection include: location of the site and its setting (free-standing building, shopping center, downtown location, etc.); availability of parking; visibility from main roads; availability, size and placement of signage; co-tenants in the shopping center or immediate area; other businesses in the immediate area; accessibility to the site; condition of the premises and how much build-out or construction it will need; proximity to competitive businesses; availability of utilities; and base population and median income in the immediate area. We will use these and other factors in determining the suitability of your proposed site for a KPOT Restaurant. We generally do not own the premises and lease it to you. Once the location for your Restaurant has been determined, your Restaurant may not be relocated without our prior written consent. You must provide us with a copy of the signed lease for your Restaurant location.

If you are not able to locate and secure by lease, sublease or purchase agreement a suitable site for your Restaurant within 60 days after you sign the Franchise Agreement, we may terminate your Franchise Agreement.

**Opening:** We estimate that the time from when the Franchise Agreement is signed to the opening of the Restaurant will be approximately ~~nine to~~ 12 to 21 months. Your total timeframe may be shorter or longer depending on the time necessary to obtain an accepted site, to obtain financing, to obtain the permits and licenses for the construction and operation of the Restaurant, to complete construction or remodeling as it may be affected by weather conditions, shortages, delivery schedules and other similar factors, to complete the interior and exterior of the Restaurant, including decorating, purchasing and installing fixtures, equipment and signs, and to complete preparation for operating the Restaurant, including purchasing inventory and supplies. We do not provide assistance with conforming the site to local ordinances and building codes, obtaining the permits and licenses for the construction of the Restaurant, completing construction or remodeling, or hiring and training your employees. You must open the Restaurant and begin business within ~~12~~21 months after you sign the Franchise Agreement. If you are not able to open your Restaurant within this period, we have the right to terminate your Franchise Agreement or we may extend the period of time for you to open. You may not open your Restaurant for business until we have approved you to do so.

We do not provide assistance with equipment, signs, fixtures, opening inventory or supplies except that you will purchase your supply of proprietary sauces and spice blends, food packaging and logoed paper products and uniforms from us. You must also give us the money for the point of sale system and we will purchase it for you. No other assistance is given by us except by our providing a list of approved suppliers in the Manual and by providing our written specifications. We do not deliver or install these items.

If you are a Multi-Unit Developer, you must sign your first Franchise Agreement at the same time you sign the Multi-Unit Development Agreement. The typical length of time between the signing of the Franchise Agreement and the opening of your first Restaurant is the same as for an individual franchisee. Each additional Restaurant you develop must be opened according to the terms of your minimum performance schedule.

**Grand Opening Marketing:** You must conduct a marketing campaign announcing the grand opening of your Restaurant, and you must spend at least \$10,000 for this campaign. Your grand opening marketing campaign must be conducted in the initial 60 days of operation. We may designate a different time period for you to conduct the grand opening marketing. Your grand opening marketing campaign must include giveaways of food samples and other promotions, as we require, and we must approve of your grand opening marketing campaign before it is conducted. Your grand opening must include a ribbon cutting ceremony.

**Brand Development Fund:** We have established a Brand Development Fund (“Fund”) to promote the System, KPOT Restaurants and the products and services offered by KPOT Restaurants and to maintain the KPOT system websites (Franchise Agreement, Section 8.3.) You must pay a non-refundable Brand Development Fee to the Fund in the amount of \$2,000 per month. We reserve the right to increase the Brand Development Fee may be increased to \$2,500 per month after 30 days written notice to you.

During the ~~2022~~2023 fiscal year, we collected \$~~105,994.85~~672,103 in Brand Development Fund fees, 100% of which was spent on production and social media management.

The Fund will be used for national and regional advertising, marketing, publicity and promotional activity relating to our business and to maintain our websites. We will determine, in our fully unrestricted discretion, the manner in which the Fund will be spent. Some portion of the Fund may be used for creative concept production, marketing surveys, test marketing and related purposes. As stated in Item 8, we may contribute Allowances we receive from approved suppliers to the Fund. If we choose to do this, it does not reduce or eliminate your obligation to pay the Brand Development Fee.

We have the right to direct all advertising activities with sole discretion over creative concepts, materials and media used, as well as their placement and allocation. We also have the right to determine, in our sole discretion, the composition of all geographic and market areas for the implementation of these advertising and promotional activities. The Fund may be used to meet any and all costs of maintaining, administering, directing and preparing national and/or regional advertising materials, programs and public relations activities (including, without limitation, the cost of preparing and conducting television, radio, magazine, billboard, newspaper, direct mail and other media programs and activities, for conducting marketing surveys, test marketing, employing advertising agencies to assist therewith, and providing promotional brochures, coupons and other marketing materials to all franchisees of the System). The Fund is intended to maximize general public recognition in all media of the Proprietary Marks and patronage of KPOT Restaurants and we have no obligation to ensure that expenditures of the Fund in or affecting any geographic area are proportionate or equivalent to payments of the Brand Development Fee by franchisees operating in that geographic area, or that any Restaurant will benefit directly or in proportion to the Brand Development Fees paid for the development of advertising and marketing materials or the placement of advertising. No amount of the Fund will be spent for advertising that is principally a solicitation for the sale of franchises.

We have the right to reimburse ourselves out of the Fund for the total costs (including indirect costs such as salaries for our employees who devote time and effort to Fund related activities and overhead expenses) of developing, producing and distributing any advertising materials and collecting the Brand Development Fee (including attorneys’, auditors’ and accountants’ fees and other expenses incurred in connection with collecting any Brand Development Fee). We also reserve the right to use a portion of the Fund to subsidize the cost of presenting refresher training and/or a franchisee meeting.

Restaurants owned by us or our affiliates may, but are not required to contribute to the Fund on the same basis as you. Funds from the Brand Development Fees paid will be kept in a non-interest bearing account separate from our other funds. These funds will not be used to defray any of our general operating expenses, except as described in the paragraph above. Any sums paid to the Fund that are not spent in the year they are collected will carry over to the following year. We will prepare, and furnish to you upon written request, an annual statement of funds collected and costs incurred. We are not required to have any Fund statement audited, but if we choose to have the Fund audited it will be at the Fund’s expense.

Although the Fund is intended to be perpetual, we may terminate the Fund at any time. The Fund will not be terminated until all monies in the Fund have been spent for advertising or promotional purposes or returned to contributors on a pro rata basis. If we terminate the Fund, we have the right to reinstate it at any time and you must again contribute to the Fund. Any reinstated Fund will be maintained as described above.

Money in the Fund can be used to produce commercials and ad layout templates that you must adapt for your Restaurant and use in local marketing, at your expense. The Fund may also develop new menus and table tents for use by all KPOT Restaurants in the System, and we may designate that our approved supplier will automatically ship these items to you, at your expense, when they are to be used.

**Local Marketing:** Once you have completed the grand opening marketing campaign, you must conduct local marketing in your designated territory and you must spend at least \$1,700 each month on local marketing for your Restaurant. We are not required to spend any amount on advertising in your designated territory. Within 30 days of our request, you must provide us with proof of your local marketing expenditures, including verification copies of the advertisements.

We must approve all marketing materials before you use them. You must not advertise or use our Marks in any fashion on the world wide web or via other means of advertising through telecommunication, including social media, without our express written consent.

Any marketing that you propose to use that has either not been prepared by us or has not been approved by us in the immediately preceding 12-month period must be submitted to us for our review not later than 15 days before you intend to use it. Unless we provide our specific disapproval of the proposed materials, the materials are deemed approved. Any materials you submit to us for our review will become our property, and there will be no restriction on our use or distribution of these materials.

We reserve the right to require you to include certain language in your local marketing, such as “Franchises Available” and our website address and phone number.

**Cooperative Marketing:** We do not anticipate forming, or approving the formation of, marketing cooperatives. You will not be required to participate in, or contribute to, a marketing cooperative.

**Website / Intranet:** We alone may establish, maintain, modify or discontinue all internet, world wide web and electronic commerce activities pertaining to the System. We may use a portion of the Brand Development Fund for maintenance of our website.

Any websites or other modes of electronic commerce that we establish or maintain, including but not limited to any mobile applications (“apps”) that we may introduce, may – in addition to advertising and promoting the products, programs or services available at KPOT Restaurants – also be devoted in part to offering KPOT Franchises for sale and be used by us to exploit the electronic commerce rights which we alone reserve.

In addition to these activities, we may also establish an intranet through which downloads of operations and marketing materials, exchanges of franchisee email, System discussion forums and System-wide communications (among other activities) can be done. You may not maintain your own website; otherwise maintain a presence or advertise on the internet or any other mode of electronic commerce in connection with your Restaurant; establish a link to any website we establish at or from any other website or page; or at any time establish any other website, electronic commerce presence or URL

which in whole or in part incorporates the “KPOT” name or any names confusingly similar to the Proprietary Marks.

You are not permitted to promote your Restaurant or use any of the Proprietary Marks in any manner on any social or networking websites, such as Facebook, Foursquare, Instagram, LinkedIn or Twitter, without our prior written consent. We will control all social media initiatives. You must comply with our System standards regarding the use of social media in your Restaurant’s operation, including prohibitions on your and the Restaurant’s employees posting or blogging comments about the Restaurant or the System, other than on a website established or authorized by us (“social media” includes personal blogs, common social networks like Facebook, Foursquare, Instagram, LinkedIn and MySpace, professional networks like LinkedIn, live-blogging tools like Twitter, virtual worlds, file, audio and video-sharing sites, and other similar social networking or media sites or tools). We will provide access to branded social media pages/handles/assets, and you must update these regularly. We reserve the right to conduct collective/national campaigns via local social media on your behalf.

We alone will be, and at all times will remain, the sole owner of the copyrights to all material which appears on any website we establish and maintain.

**Advisory Council:** We may, in our discretion, form an advisory council to work with us to improve the System, the products offered by KPOT Restaurants, advertising conducted by the Fund, and any other matters that we deem appropriate. If an advisory council is formed, it will act solely in an advisory capacity, and will not have decision making authority. We will have the right to form, change, merge or dissolve any advisory council. We may develop by-laws for any advisory council.

If formed, an advisory council will be comprised of our representatives and franchisee representatives. Franchisee representatives may be selected by us or by a vote of other franchisees in the System. If you participate on an advisory council, you will pay any expenses you incur related to your participation, such as travel and living expenses to attend council meetings.

**Training:** No later than 30 days before the date the Restaurant begins operation, up to three trainees (including you, your General Manager and one additional manager) must have completed, to our satisfaction, our mandatory initial training program. We will conduct this training at our affiliate’s Restaurant in Union, New Jersey, or at another location we designate. Our initial training program lasts for approximately 60 days. Initial training programs will be offered at various times during the year depending on the number of new franchisees entering the System, replacement general managers and other personnel needing training, the number of new Restaurants being opened and the timing of the scheduled openings of Restaurants.

We will provide instructors and training materials for three trainees (the cost of which is included in the training fee). You may also have additional personnel trained by us for the Restaurant, at your expense. We will determine whether your trainees have satisfactorily completed initial training. If you or your General Manager do not satisfactorily complete the initial training program or if we determine that these persons cannot satisfactorily complete the training program, you must designate a replacement to satisfactorily complete the training before you will be permitted to open your Restaurant. If the replacement General Manager cannot complete the initial training program to our satisfaction, we have the right to terminate your Franchise Agreement.

Any manager subsequently designated by you must also receive and complete the initial training program to our satisfaction, even if this requires sending that manager to our headquarters training program, at your expense. You must pay to us the \$3,000 initial training fee for the initial training we provide to a replacement or successor manager if we have not approved you to provide the training. You

must also pay for all expenses your trainees incur for any training program, including costs of travel, lodging, meals and applicable wages. If you request it, we may provide the initial training to a replacement or successor manager on-site at your Restaurant, and if we agree to this, you must pay to us a weekly training fee of \$2,200 per trainer, and you must reimburse each trainer’s expenses including travel, lodging and meals. We may approve you to train replacement managers under our training program before permitting you to train your entire staff for a third or later Restaurant opening. You may not train any personnel until we have approved you as a trainer.

For the opening of the Restaurant, we will provide you with one of our representatives to provide on-site pre-opening and opening training, supervision, and assistance to you for up to seven days around your Restaurant opening. You will pay our then-current weekly additional on-site training fee for this assistance (currently ~~\$950~~2,000 per week), plus the out-of-pocket expenses our representative incurs (total estimated to be between ~~\$3,000~~15,000 and ~~\$6,000~~30,000). If you request that our representative provide additional days of on-site assistance, you must reimburse the expenses our representative incurs while providing the additional assistance, including travel, lodging and meals and you must pay our weekly additional training fee. If you are opening your second (or later) Restaurant, we reserve the right to reduce the duration of our representative’s visit or to not provide opening assistance.

If, during the term of your Franchise Agreement, you request that we provide additional training or assistance on-site at your Restaurant or if we determine that additional training or assistance is necessary, you must pay our then-current weekly fee for each trainer we provide, and you must reimburse us for any expenses our trainers incur, such as costs of travel, lodging, and meals.

The instructional materials used in the initial training include our Manual, marketing and promotion materials, materials related to the operation of the point of sale system, videos, online resources, training manuals and workbooks, and any other materials that we believe will be beneficial to our franchisees in the training process.

The training schedule and activities of the initial training program are described below:

**TRAINING PROGRAM**

| <b>Subject</b>                | <b>Schedule of Classroom Training</b> | <b>Hours of On-the-Job Training</b> | <b>Location</b> |
|-------------------------------|---------------------------------------|-------------------------------------|-----------------|
| Use of kitchen appliances     | Day 1 – Day 5                         | 5                                   | Union, NJ       |
| Health & Sanitation           | Day 6 – Day 10                        | 3                                   | Union, NJ       |
| Food Preparation and Ordering | Day 11 – Day 15                       | 5                                   | Union, NJ       |
| Food Storage                  | Day 16 – Day 20                       | 4                                   | Union, NJ       |
| Sauce Making                  | Day 21 - Day 25                       | 4                                   | Union, NJ       |
| Expo                          | Day 26 - Day 27                       | 4                                   | Union, NJ       |
| Dish Washing                  | Day 28 - Day 30                       | 4                                   | Union, NJ       |
| Training Busboys and Runners  | Day 1 - Day 5                         | 2                                   | Union, NJ       |
| Training Cashiers and Hosts   | Day 6 – Day 10                        | 5                                   | Union, NJ       |
| Training Bartenders           | Day 11 – Day 15                       | 7                                   | Union, NJ       |
| Training Servers              | Day 16 – Day 22                       | 6                                   | Union, NJ       |
| Manager Training              | Day 23 – Day 30                       | 12                                  | Union, NJ       |

The instructors primarily conducting our initial training program include Xiao Dong. Each of our instructors has at least one to two years of experience relevant to the subjects they are teaching and with us and/or our affiliates.

The entire training program is subject to change due to updates in materials, methods, manuals and personnel without notice to you. The subjects and time periods allocated to the subjects actually taught to a specific franchisee and its personnel may vary based on the individual needs and/or experience of those persons being trained.

We may choose to hold refresher training courses, and we may designate that attendance at refresher training is mandatory for your General Manager and/or other Restaurant personnel. We do not anticipate charging a fee for refresher training, but you will pay for all of the expenses incurred by your trainees, including travel, lodging, meals and wages.

We may also choose to hold an annual meeting of our franchisees to provide additional training, introduce new products or changes to the System, or for other reasons. We may designate that attendance at an annual meeting is mandatory for your General Manager and/or other Restaurant personnel. We do not anticipate charging a fee to attend the meeting, but you will pay for all of the expenses incurred by your attendees at the meeting, including travel, lodging, meals and wages. We will designate the location of any franchisee meeting, such as a resort hotel, but we will not designate an unreasonably expensive site.

In addition to our initial training program, you, your managers and any other personnel we designate must be ServSafe/BarSafe certified or other similar certifications. The cost of these certifications are not included in the initial franchise fee and we do not provide certification. You may need to receive periodic additional training and/or certification.

**Computer and Point of Sale Systems:** You must purchase or lease and use certain point of sale systems, computer hardware and software that meet our specifications and that are capable of electronically interfacing with our computer system. You must purchase a point-of-sale system with a back-office computer system. The components of the required system include software, POS terminals, cash drawers, printers, a personal computer including Microsoft Office, kitchen video monitors, remote printers, magnetic swipe cards, high-speed internet connections, firewall, office printer, related cabling and a maintenance contract for the system. The estimated cost of these systems is between \$15,000 and \$40,000. The point of sale and computer systems will provide order processing, business reports, credit card processing, inventory control and other functions.

The computer system is designed to enable us to have immediate and independent access to the information monitored by the system, and there is no contractual limitation on our access or use of the information we obtain. You must install and maintain equipment and a high-speed internet connection in accordance with our specifications to permit us to access the computer system (or other computer hardware and software) either electronically or at the Restaurant premises. This will permit us to electronically inspect and monitor information concerning your Restaurant's Gross Sales and any other information that may be contained or stored in the equipment and software. You must make sure that we have access at the times and in the manner we specify, at your cost. We may download Gross Sales and other information from your computer system, and there are no contractual limitations on our access to your computer system or the information we retrieve from your computer system.

We estimate a support and maintenance contract to cost between \$1,200 and \$1,600 annually. You must obtain any upgrades and/or updates to the software used with the computer system, at your expense. In addition, we may require you to update and/or upgrade all or a portion of your point of sale

and/or computer system during the term of your Franchise Agreement, at your expense. The Franchise Agreement does not limit our ability to require you to update and/or upgrade your point of sale and/or computer system or the cost of any update and/or upgrade. Neither we nor any affiliate of ours is responsible for providing you with any upgrades, updates or maintenance for your point of sale or computer system. We reserve the right to adopt new technology at any time, which may result in additional fees to you that are not currently known.

You must obtain and maintain high-speed internet access or other means of electronic communication, as specified by us. It will be a material default under the Franchise Agreement if you do not maintain the equipment, lines and communication methods in operation and accessible to us at all times throughout the term of the Franchise Agreement. We must have access at all times and in the manner that we specify). We may provide you with a KPOT e-mail address. We own all KPOT e-mail addresses that you are permitted to use and have full access to all communications sent and received using those addresses. When conducting business with customers, vendors or suppliers of your Restaurant via e-mail, you must use any KPOT e-mail address provided by us.

## **ITEM 12** **TERRITORY**

**Franchise Agreement:** Your Franchise Agreement will specify the site that will be the accepted location for your Restaurant. Your Franchise Agreement may also specify a designated territory. If your accepted location is in a densely populated, urban setting, your designated territory will be a two-block radius around your Restaurant. If your accepted location is in a suburban setting, your designated territory will be a five-mile radius around your Restaurant. If your accepted location is a Non-Traditional Site (as described below), you will not receive a designated territory. In addition, because we reserve the right to establish Restaurants at Non-Traditional Sites (which may be within your designated territory), your designated territory is not exclusive to you.

You will not receive an exclusive territory. You may face competition from other franchisees, from outlets that we own, or from other channels of distribution or competitive brands that we control.

During the term of the Franchise Agreement, we will not establish or operate, nor license any other person to establish or operate, a Restaurant in the designated territory, except as may be permitted under the Franchise Agreement and those exceptions are described below. There are no circumstances under which the designated territory may be altered before your Franchise Agreement expires or is terminated. Your territorial protection does not depend on your achieving a certain sales volume, market penetration, or other factor, other than compliance with the Franchise Agreement. As part of the process of renewing this Agreement, we reserve the right to re-evaluate the then-existing designated territory according to certain demographics and our then-current standards. A re-evaluation of the designated territory may result in the renewal territory being smaller or larger than the original designated territory.

If, during the term of the Franchise Agreement, you wish to relocate your Restaurant, or if the Restaurant is damaged or destroyed and cannot be repaired within 60 days, you must submit to us in writing the materials we require to consider your request, including information concerning the proposed new location for the Restaurant. You must also meet certain other requirements, such as being in compliance with the Franchise Agreement, the location meets our then-current requirements for a KPOT Restaurant and is located within your designated territory, and you must sign our then-current form of Franchise Agreement. If we permit you to relocate, you will not pay a new initial franchise fee when you sign the new Franchise Agreement, but you must pay our relocation fee.

Nothing in the Franchise Agreement will prohibit us from: (1) operating and/or franchising others to operate restaurants identified in whole or in part by the Proprietary Marks and/or utilizing the System in the designated territory that are located in gas stations or convenience stores; transportation facilities, including airports, train stations, subways and rail and bus stations; military bases and government offices; sports facilities, including stadiums and arenas; amusement parks, zoos and convention centers; car and truck rest stops and travel centers; educational facilities; recreational theme parks; hospitals; hotels; business or industrial foodservice venues; venues in which foodservice is or may be provided by a master concessionaire or contract foodservice provider; Indian reservations; casinos; or any similar captive market location not reasonably available to you (a "Non-Traditional Site"); (2) awarding national, regional or local licenses to third parties to sell products under the Proprietary Marks in foodservice facilities primarily identified by the third party's trademark; (3) merchandising and distributing products identified by the Proprietary Marks in the designated territory through any method or channel of distribution other than through the operation of a restaurant, including distribution of products (including any proprietary products) through grocery stores, club stores and similar stores; (4) selling and distributing products identified by the Proprietary Marks in the designated territory to restaurants other than Restaurants identified by the Proprietary Marks, regardless of whether the restaurants are licensed to use the Proprietary Marks in connection with their retail sales or not; (5) selling products and services through other channels of distribution, including the internet, wholesale, mail order and catalog; (6) developing and/or owning other franchise systems for the same or similar products and services using trade names and trademarks other than the Proprietary Marks at any location; and (7) purchasing, being purchased by, merging or combining with businesses that we deem to offer direct competition to KPOT Restaurants, with locations anywhere and (8) operating, licensing and/or franchising others to operate restaurants identified in whole or in part by the Proprietary Marks and/or utilizing the System in the designated territory that will not offer the full menu of products sold at a KPOT restaurant but may offer certain products utilizing KPOT's recipes and methods for preparing such products. We are not required to pay you any consideration if we exercise any right specified above in the designated territory.

If any Non-Traditional Site (as described above) is located within the physical boundaries of your designated territory, then the premises of this Non-Traditional Site will not be included in your designated territory and you will have no rights to this Non-Traditional Site.

We and our affiliates are not prohibited from: (1) operating and franchising others to operate, during the term of the Franchise Agreement, KPOT Restaurants at any location outside of the designated territory; (2) operating and franchising others to operate, after the Franchise Agreement terminates or expires, KPOT Restaurants at any location, including locations inside the designated territory; and (3) operating and franchising others to operate at any location, during or after the term of the Franchise Agreement, any type of restaurant other than a KPOT Restaurant.

The restrictions above do not apply to KPOT Restaurants in operation, under lease or construction or other commitment to open in the designated territory as of the effective date of the Franchise Agreement.

Except as expressly limited above, we and our affiliates have the right to conduct any business activities, under any name, in any geographic area and at any location, regardless of the proximity to your Restaurant or the economic effect on your Restaurant or your activities under the Franchise Agreement.

You may sell our menu items to customers who live anywhere but who choose to dine at or from your Restaurant. You may not engage in any promotional activities or sell products or services, whether directly or indirectly, through or on the internet, the world wide web, or any other similar proprietary or common carrier electronic delivery system; through catalogs or other mail order devices sent or directed

to customers or prospective customers located anywhere; or by telecopy or other telephonic or electronic communications, including toll-free numbers, directed to or received from customers or prospective customers located anywhere. While you may place advertisements in printed media and on television and radio that are targeted to customers and prospective customers located within your designated territory, you will not be deemed to be in violation of the Franchise Agreement if those advertisements, because of the natural circulation of the printed media or reach of television and radio, are viewed by prospective customers outside of your designated territory. You may not directly solicit customers outside of your designated territory. You ~~have no options, rights of first refusal, or similar rights to acquire additional franchises.~~ You may not sell any products to any business or other customer at wholesale.

You are not entitled to any automatic option, right of first refusal or any similar right to acquire additional franchises within the Territory or contiguous territories, but we reserve the right to offer franchisees such rights, in our discretion.

We and our affiliates may sell products under the Marks within and outside your designated territory through any method of distribution other than a KPOT Restaurant, including sales through channels of distribution such as the internet, catalog sales, grocery stores, club stores, specialty food stores, telemarketing or other direct marketing sales (together, “alternative distribution channels”). You may not use alternative distribution channels to make sales outside or inside your designated territory and you will not receive any compensation for our sales through alternative distribution channels.

We or our affiliate will fulfill all orders placed through the retail portion of our website and you will not be entitled to any portion of the profits received from this, even if the customer’s order is generated from or delivered to an address in your designated territory.

Neither we nor any parent or affiliate has established, or presently intends to establish, other franchised or company-owned Restaurant which sell our proprietary products or services under a different trade name or trademark, but we reserve the right to do so in the future, without first obtaining your consent. We describe earlier in this Item 12 what we may do anywhere and at any time.

**Multi-Unit Development Agreement:** Under the Multi-Unit Development Agreement we grant you the right to develop and operate the number of KPOT Restaurants in the Development Area that is specified in the minimum performance schedule, which is an exhibit to the Multi-Unit Development Agreement. The Development Area is typically described in terms of municipal or county boundaries but may be defined as a specified trade area in a municipality. The actual size of the Development Area will vary depending upon the availability of contiguous markets, our long-range development plans, your financial and operational resources, the number of Restaurants you commit to develop, population, and market conditions. Our designation of a particular Development Area is not an assurance or warranty that there are a sufficient number of suitable sites for Restaurants in the Development Area for you to meet your minimum performance schedule. The responsibility to locate and prepare a sufficient number of suitable sites is solely yours and we have no obligation to accept sites which do not meet our criteria for you to meet the minimum performance schedule.

Except as described below, during the term of the Multi-Unit Development Agreement, we and our affiliates will not operate or grant a franchise for the operation of Restaurants to be located within the Development Area. However, we have the right to terminate this exclusivity if you are not in full compliance with all of the terms and conditions of the Multi-Unit Development Agreement and all of the Franchise Agreements signed under it. Your territorial rights to the Development Area may or may not, in our discretion, include the right to develop Restaurants at any Non-Traditional Site. Because we

reserve the right to develop Restaurants at Non-Traditional Sites, as described above, your Development Area is not exclusive to you.

You will not receive an exclusive territory. You may face competition from other franchisees, from outlets that we own, or from other channels of distribution or competitive brands that we control.

Except as expressly limited by the Multi-Unit Development Agreement, we and our affiliates retain all rights with respect to Restaurants, the Marks, and any products and services anywhere in the world including the right: (a) to produce, offer and sell and to grant others the right to produce, offer and sell the products offered at Restaurants and any other goods displaying the Marks or other trade and service marks through alternative distribution channels, as described above, both within and outside your Development Area, and under any terms and conditions we deem appropriate; (b) to operate and to grant others the right to operate Restaurants located outside the Development Area under any terms and conditions we deem appropriate and regardless of proximity to your Restaurants; (c) to operate and to grant others the right to operate Restaurants at Non-Traditional Sites within and outside the Development Area under any terms and conditions we deem appropriate. If a Non-Traditional Site becomes available within the Development Area during the term of the Multi-Unit Development Agreement, we may, in our sole discretion, offer you the opportunity to develop a Restaurant at the Non-Traditional Site. You will have 30 days after we notify you that the site is available to accept this right of first refusal; and (d) the right to acquire and operate a business operating one or more restaurants or food service businesses located or operating in your Development Area, except that these businesses will not operate using the Proprietary Marks.

After the final Restaurant under your minimum performance schedule has opened, if we believe that it is desirable to establish additional Restaurants within the Development Area, and if you complied with the terms of your Multi-Unit Development Agreement and are in compliance with your Franchise Agreements, we will offer you the right to develop these additional Restaurants. You must exercise this option, in full, within 60 days after our notice to you. If you do not exercise or you decline this right of first refusal, we shall have the right to sell these development rights to another multi-unit developer or to develop the Restaurants ourselves.

To maintain your rights under the Multi-Unit Development Agreement you must have open and in operation the cumulative number of Restaurants stated on the minimum performance schedule by the dates agreed upon in the minimum performance schedule. Failure to do so will be grounds for either a loss of territorial exclusivity or a termination of the Multi-Unit Development Agreement. We reserve the sole right to approve the location of all Restaurants developed and any territories for those units, utilizing our then-current standards for sites and territories.

In addition, when the last Restaurant to be developed within the Development Area opens for business, your ~~exclusive~~ rights under the Multi-Unit Development Agreement with respect to the Development Area will have expired and we and our affiliates will have the right to operate and to grant to others development rights and franchises to develop and operate Restaurants within the Development Area. This right will be subject only to the territorial rights under your franchise agreements for Restaurants in the Development Area and the right of first refusal to develop additional Restaurants described above. The Development Area may not be altered unless we and you mutually agree to do so. It will not be affected by your sales volume. You are not granted any other option, right of first refusal or similar right to acquire additional Restaurants in your Development Area under the Multi-Unit Development Agreement, except as described above.

**ITEM 13**  
**TRADEMARKS**

The Franchise Agreement grants you the right to use certain trademarks, trade names, service marks, symbols, emblems, logos and indicia of origin designated by us. These Marks may be used only in the manner we authorize and only for the operation of your Franchised Business. The Multi-Unit Development Agreement does not grant to you any right to use the Marks.

You may not use the Marks as a part of your corporate or other legal name, and you must comply with our instructions in filing and maintaining trade name or fictitious name registrations. You must sign any documents we require to protect the Marks or to maintain their continued validity and enforceability. In addition, you may not directly or indirectly contest the validity of our ownership of or our rights in and to the Marks.

Our affiliate, KPOT, Inc., owns the following principal Marks which have been registered or applied for registration with the U.S. Patent and Trademark Office (“USPTO”) on the Principal Register:

| <b>Mark</b> | <b>Registration Number</b> | <b>Registration Date</b> |
|-------------|----------------------------|--------------------------|
| KPOT        | 5570339                    | September 25, 2018       |

There are no currently effective determinations of the USPTO, the Trademark Trial and Appeal Board, the trademark administrator of any state or any court, no pending infringement, opposition or cancellation proceedings and no pending litigation involving any of the Marks that may significantly affect the ownership or use of any Mark listed above. There are no agreements currently in effect which limit our right to use or to license others to use the Marks, except for the trademark license agreement between us and our affiliate dated May 27, 2021. Under the license agreement our affiliate has licensed us to use the Proprietary Marks and to sublicense them to our franchisees in operating their locations. Our affiliate may terminate the License Agreement (which runs for 20 years and is renewable for an additional term of 20 years) if we fail to correct any material default within 30 days after written notice. In the event of such termination you may continue to use the Marks in operation of your business, unless you default under your Franchise Agreement. Our affiliate intends to file all affidavits and other documents required to maintain its interest in and to the Marks.

You must immediately notify us of any apparent infringement of the Marks or challenge to your use of any of the Marks or claim by any person of any rights in any of the Marks. You and your Controlling Principals are not permitted to communicate with any person other than us, or any designated affiliate, our counsel and your counsel involving any infringement, challenge or claim. We can take action and have the right to exclusively control any litigation or USPTO or other administrative or agency proceeding caused by any infringement, challenge or claim or otherwise relating to any of the Marks. You must sign any and all documents, and do what may, in our counsel’s opinion, be necessary or advisable to protect our interests in any litigation or USPTO or other administrative or agency proceeding or to otherwise protect and maintain our interests and the interests of any other person or entity (including any affiliate) having an interest in the Marks.

We will indemnify you against and reimburse you for all damages for which you are held liable for your use of any of the Marks, provided that the conduct of you and your Controlling Principals in the proceeding and use of the Marks is in full compliance with the terms of the Franchise Agreement.

Except as provided above, we are not obligated by the Franchise Agreement to protect any rights granted to you to use the Marks or to protect you against claims of infringement or unfair competition with respect to them. Although we are not contractually obligated to protect the Marks or your right to use them, as a matter of corporate policy we intend to defend the Marks vigorously.

We may require you, at your expense, to discontinue or modify your use of any of the Marks or to use one or more additional or substitute trade names, service marks, trademarks, symbols, logos, emblems and indicia of origin if we determine that an addition or substitution will benefit the System.

The license to use the Marks granted in the Franchise Agreement is non-exclusive to you. We have and retain certain rights in the Marks including the following:

1. To grant other licenses for the use of the Marks in addition to those licenses already granted or to be granted to franchisees;
2. To develop and establish other systems using the Marks or other names or marks, and to grant licenses or franchises in those systems without providing any rights to you; and
3. To engage, directly or indirectly, at wholesale, retail or otherwise, in (a) the production, distribution, license and sale of products and services and (b) the use of the Marks and any and all trademarks, trade names, service marks, logos, insignia, slogans, emblems, symbols, designs and other identifying characteristics we may develop for that purpose.

#### **ITEM 14** **PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION**

**Patents and Copyrights:** We do not have an ownership interest in any pending or registered patents or copyrights that are material to the franchise.

**Confidential Operations Manual:** You must operate the Restaurant in accordance with the standards and procedures specified in the Manual, if any. One copy of the Manual will be loaned to you by us for the term of the Franchise Agreement. We may, instead of providing you with a hard copy of the Manual, make our Manual available electronically via a password protected intranet.

You must treat the Manual and any other manuals we create or approve for use in your operation of the Restaurant, and the information contained in them, as confidential. You must also use all reasonable efforts to maintain this information as secret and confidential and you must not duplicate, copy, record or otherwise reproduce these materials, in whole or in part, or make them available to any unauthorized person. The Manual remains our sole property and must be kept in a secure place on the Restaurant premises.

We may revise the contents of the Manual and you must comply with each new or changed standard. You must also ~~insure~~ensure that the Manual is kept current at all times. If there is a dispute regarding the contents of the Manual, the terms of the master copy maintained by us at our home office will be controlling.

**Confidential Information:** We claim proprietary rights in certain of our recipes which are included in the Manual and which are our trade secrets. Any and all information, knowledge, know-how and techniques related to the System that we communicate to you, including the Manual, plans and specifications, marketing information and strategies and site evaluation, selection guidelines and techniques, recipes, and the terms of your agreement with us, are considered confidential. You and each

of your Controlling Principals are prohibited, during and after the term of your Agreement, from communicating, or using for the benefit of any other person or entity, and, after the term of your Agreement, from using for your or their own benefit, any confidential information, knowledge or know-how concerning the methods of operation of the Restaurant that may be communicated to you or any of your Controlling Principals or that you may learn about. You and each of your Controlling Principals may divulge this confidential information only to your employees who must have access to it to operate the Restaurant. Neither you nor your Controlling Principals are permitted at any time, without first obtaining our written consent, to copy, record or otherwise reproduce the materials or information nor make them available to any unauthorized person.

If we ask, you must have your General Manager and any of your personnel who have received or will have access to confidential information sign similar confidentiality covenants. Your Principals also must sign these covenants.

If you, your Controlling Principals, General Manager or employees develop any new concept, process or improvement in the operation or promotion of the Restaurant, you must promptly notify us and give us all necessary information, free of charge. You, your Controlling Principals, General Manager and employees must acknowledge that any of these concepts, processes or improvements will become our property and we may give the information to other franchisees.

#### **ITEM 15** **OBLIGATION TO PARTICIPATE IN THE ACTUAL** **OPERATION OF THE FRANCHISE BUSINESS**

When you sign your agreement, you must designate and retain at all times an individual to serve as the “General Manager”. We recommend that you be the General Manager, but we do not require it. If you are not actively involved in the daily operation of your Restaurant, then we may communicate with and rely on the decisions made by your General Manager ~~and~~ but you ~~must~~ are still ~~make sure~~ ultimately responsible for ensuring that your Restaurant is being operated according to the terms of your Franchise Agreement and the Manual. You must also retain other personnel as are needed to operate and manage the Restaurant.

Your General Manager must be a full-time employee, and must have successfully completed our training program and be certified by us to operate your Restaurant. You must have the number of managers and other employees sufficient to efficiently operate your Restaurant. We do not require that any of your managers have an ownership interest in you. While your Restaurant is open, you must have at least one certified manager on-site.

The General Manager must satisfy our educational and business criteria as provided to you in the Manual or other written instructions, must be individually acceptable to us, and must be approved by us to act as a General Manager. The General Manager must be responsible for the supervision and management of the Restaurant, and must devote full time and best efforts to this activity. The General Manager also must satisfy the applicable training requirements in the Franchise Agreement. If the General Manager cannot serve in the position or does not meet the requirements, he or she must be replaced within 30 days after the General Manager stops serving or no longer meets the requirements.

You must have all of your personnel sign covenants that they will maintain the confidentiality of information they receive or have access to based on their relationship with you. Our form of Confidentiality Agreement is included as Attachment D-2 to the Franchise Agreement. We will be a third-party beneficiary to each of these agreements with the independent right to enforce each agreement’s terms.

We have identified certain persons under the Franchise Agreement and Multi-Unit Development Agreement that we refer to in this Disclosure Document as your Principals. Your Principals include your spouse, if you are a married individual, your Principals also include those of your business entity's officers and directors (including the officers and directors of your general partner, if applicable) whom we designate as your Principals and all holders of an ownership interest in you and in any entity that directly or indirectly controls you, and any other person or entity controlling, controlled by, or under common control with you.

If we designate certain of your Principals as Controlling Principals, they must sign the Franchise Agreement and Multi-Unit Development Agreement, as applicable, and agree to be individually bound by certain obligations under the Agreements, including confidentiality and non-competition covenants and they must personally guarantee your performance under the Agreements. We typically designate your principal equity owners and executive officers, as well as any other affiliated entities that operate Restaurants, as Controlling Principals. All other Principals must sign our Confidentiality and Non-Competition Agreement which is Attachment D-1 to the Franchise Agreement.

#### **ITEM 16** **RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL**

You must sell or offer for sale all menu items, food products, merchandise, and other products and services we require, in the manner and style we require, including dine-in and carry-out, as expressly authorized by us in writing. You must sell and offer for sale only the menu items, products and services that we have expressly approved in writing. You must not deviate from our standards and specifications without first obtaining our written consent. You must discontinue selling and offering for sale any menu items, products or services that we may disapprove in writing at any time. We have the right to change the types of menu items, products and services offered by you at the Restaurant at any time, and there are no limits on our right to make those changes.

You must maintain in sufficient supply and use and sell only the food and beverage items, ingredients, proprietary products, merchandise, other products, materials, supplies, and paper goods that conform to our standards and specifications. You must prepare all menu items according to our recipes and procedures for preparation contained in the Manual or other written instructions, including the measurements of ingredients. You must not deviate from our standards and specifications by the use or offer of nonconforming items or differing amounts of any items, without first obtaining our written consent.

We reserve the right to vary the menu items offered at certain KPOT Restaurants based on regional or local tastes or ingredients. If we allow a KPOT Restaurant to modify its menu to accommodate regional or local tastes or ingredients, we are not required to grant to you a similar variance or modification.

You must keep the Restaurant very clean and maintain it in good repair and condition. You must make any additions, alterations, repairs and replacements, including repainting or replacement of obsolete signs, furnishings, equipment, and décor as we may reasonably direct. You must not make any changes to the premises without obtaining our written consent before you make the changes. You must obtain and pay for any new or additional equipment, including point of sale, computer hardware and software, fixtures, supplies and other products and materials that you must have to offer and sell new menu items from the Restaurant. You may not conduct any other business from the Restaurant or rent out the space without our consent.

We reserve the right to determine the maximum prices for the goods, products and services offered from your Restaurant, as permitted by applicable law.

We do not impose any other restrictions in the Franchise Agreement or otherwise, as to the goods or services that you may offer or sell or as to the customers to whom you may offer or sell, except as described in Item 12. You may not directly solicit customers outside of your designated territory.

**ITEM 17**  
**RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION**

**THE FRANCHISE RELATIONSHIP**

**This table lists certain important provisions of the franchise and related agreements. You should read these provisions in the agreements attached to this disclosure document.**

| <b>Provision</b>                                  | <b>Section in Franchise Agreement</b> | <b>Summary</b>  |
|---|---------------------------------------|---|
| a. Length of the franchise term                   | Section 3.1                           | 20 years  |
| b. Renewal or extension of the term               | Section 3.2                           | One renewal term of 10 years  |
| c. Requirements for franchisee to renew or extend | Section 3.2                           | <p>You must provide us with notice that you wish to renew, be in compliance with the terms of your Franchise Agreement, be current in all payments required by the Franchise Agreement, remodel and/or refurbish your Restaurant if we require, sign renewal Franchise Agreement, sign general release, pay renewal fee.</p> <p>You may be asked to sign a contract with materially different terms and conditions than your original contract, but the boundaries of your territory will remain the same, and the fees on renewal will not be greater than the fees that we then impose on similarly situated renewing franchisees</p> |
| d. Termination by franchisee                      | Not applicable                        | You may terminate the Franchise Agreement if you are in compliance, and we materially breach the Franchise Agreement and fail to cure the breach within 90 days of receiving your written notice, except if the breach is not susceptible to cure within 90 days, but we take action within 90 days to begin curing the breach and act diligently to complete the corrective action within a reasonable time, we will be deemed to have timely cured the breach.  |

| <b>Provision</b>                           | <b>Section in Franchise Agreement</b> | <b>Summary</b>  |
|--|---------------------------------------|---|
| e. Termination by franchisor without cause | Not applicable                        | Not applicable  |
| f. Termination by franchisor with cause    | Section 17.1.1                        | Each of your obligations under the Franchise Agreement is a material and essential obligation, the breach of which may result in termination  |
| g. "Cause" defined – curable defaults      | Sections 17.1.3 and 17.2              | We may terminate you for cause if you fail to cure certain defaults, including: if you or any of your affiliates fail to pay any monies owed to us, or our affiliates or vendors, and do not cure within five days after notice (or longer period required); fail to obtain signed copies of the confidentiality and non-competition covenants contained in the Franchise Agreement within five days after a request; fail to obtain and maintain required insurance within seven days after notice; fail to cure a failed quality assurance audit within 15 days after notice; suspension of required license or permit; use the Marks in an unauthorized manner and fail to cure within 24 hours after notice; fail to maintain quality standards; fail to cure any other default that is susceptible of cure within 30 days after notice |

| Provision  | Section in Franchise Agreement | Summary   |
|--|--------------------------------|---|
| h. "Cause" defined – non-curable defaults              | Sections 17.1.2 and 17.1.3     | We may terminate you for cause if you or your Controlling Principles engage in certain activity or fail <u>to</u> cure certain defaults, including: become insolvent, make a general assignment for benefit of creditors, file a petition or have a petition initiated against you under federal bankruptcy laws, have outstanding judgments against you for over 30 days, sell unauthorized products or services, fail to find an accepted location within time required, fail to remodel when required, fail to open Restaurant when required, fail to comply with any term and condition of any sublease or related agreement and have not cured the default within the given cure period, abandon or lose right to the Restaurant premises, are convicted of a felony or other crime that may have an adverse effect on the System or Marks, transfer any interest without our consent, required license permit is revoked, threat to public health and safety; material breach of covenants, failure to maintain insurance; fail quality assurance audit; fail to attend or pass training; repeated defaults, unauthorized use of the Marks or Confidential Information or maintain false books or records. In addition, a default under one agreement with us may result in a termination of all of your other agreements with us. This is known as a cross-default provision |
| i. Franchisee's obligations on termination/non-renewal | Section 18                     | Obligations include: You must stop operating the Restaurant and using the Marks and System and completely de-identify the business, pay all amounts due to us or our affiliates, return the Manual and all other proprietary materials, comply with confidentiality requirements, pay liquidated damages (if applicable), and at our option, sell or assign to us your rights in the Restaurant premises and the equipment and fixtures used in the business  |
| j. Assignment of contract by franchisor                | Section 14.1                   | We have the right to transfer or assign the Franchise Agreement to any person or entity without restriction.  |

| Provision   | Section in Franchise Agreement | Summary   |
|---|--------------------------------|---|
| k. “Transfer” by franchisee – defined                                   | Section 14.2.1                 | Includes sale, assignment, conveyance, pledge, mortgage or other encumbrance of any interest in the Franchise Agreement, the Restaurant or you <del>(if you are not a natural person)</del> , <u>including any ownership restructuring of You or of any owners of You.</u>  |
| l. Franchisor approval of transfer by franchisee                        | Section 14.2.2                 | You must obtain our consent before transferring any interest. <del>We will not unreasonably withhold our consent</del>  |
| m. Conditions for franchisor approval of transfer                       | Section 14.2.2                 | Conditions include: You must pay all amounts due us or our affiliates, not otherwise be in default, sign a general release, <del>and</del> pay a transfer fee, <u>and have the ability to take over the lease for the business.</u> Transferee must meet our criteria, complete training to our satisfaction and sign current Franchise Agreement |
| n. Franchisor’s right of first refusal to acquire franchisee’s business | Section 14.4                   | Within 30 days after notice, we have the option to purchase the transferred interest on the same terms and conditions <u>if you proposed to transfer any interest in the Franchised Business, the Restaurant, you or your owners.</u>   |
| o. Franchisor’s option to purchase franchisee’s business                | Section 18.12                  | Upon termination or expiration of the Franchise Agreement, we have the right to purchase certain assets of the Restaurant   |
| p. Death or disability of franchisee                                    | Section 14.5                   | If you or a Controlling Principal are a natural person, on death or permanent disability, transferee must be approved by us, or franchise must be transferred to someone approved by us within 12 months after death or within six months after notice of permanent disability  |
| q. Non-competition covenants during the term of the franchise           | Section 10.3.1                 | You are prohibited from operating or having an interest in a Competing Business that without our prior written consent. A “Competing Business” means any business that derives more than 10% of its revenue from selling Korean BBQ or Hot Pot or any business granting franchises or licenses to others to operate such a business               |

| Provision   | Section in Franchise Agreement | Summary  |
|---|--------------------------------|--|
| r. Non-competition covenants after the franchise is terminated or expires | Section 10.3.2                 | You and your Controlling Principals are prohibited for two years from expiration or termination of the franchise from operating or having an interest in a Competing Business within 15 miles of any Restaurant in the System or any business granting franchises or licenses to others to operate such a business |
| s. Modification of the agreement  | Sections 10.1.5 and 19.2       | The Franchise Agreement may not be modified unless mutually agreed to in writing. You must comply with Manual as amended   |
| t. Integration/merger clause  | Section 19.2                   | Only the terms of the Franchise Agreement are binding (subject to applicable federal and/or state law). Any representations or promises outside of the Disclosure Document and Franchise Agreement may not be enforceable  |
| u. Dispute resolution by arbitration or mediation                         | Section 19.7                   | Arbitration within the county where we maintain our headquarters (currently Morris County, New Jersey), subject to applicable state and federal law  |
| v. Choice of forum  | Section 19.8                   | The county and state where we maintain our headquarters (currently Morris County, New Jersey), subject to applicable state and federal law   |
| w. Choice of Law  | Section 19.8                   | The state where we maintain our headquarters (currently New Jersey), subject to applicable state and federal law   |

### THE MULTI-UNIT DEVELOPMENT RELATIONSHIP

| Provision   | Section in Multi-Unit Development Agreement | Summary  |
|---|---|--|
| a. Length of the franchise term                             | 6   | Length of the minimum performance schedule   |
| b. Renewal or extension of the term                         | 5   | After all Restaurants have been developed, we <del>will</del> <u>may</u> negotiate in good faith another Multi-Unit Development Agreement  |
| c. Requirements for multi-unit developer to renew or extend | Not applicable                              | Not applicable   |
| d. Termination by multi-unit developer                      | Not applicable                              | <del>You</del> <u>The Agreement does not provide for this.</u> <u>But you</u> may seek to terminate <del>on any grounds available to you at</del> <u>as provided under applicable state law.</u> |
| e. Termination by franchisor without cause                  | Not applicable                              | Not applicable   |

| Provision   | Section in Multi-Unit Development Agreement | Summary  |
|---|---|--|
| f. Termination by franchisor with cause   | 9   | We can terminate if you commit any one of several listed violations  |
| g. "Cause" defined – curable defaults   | 9   | If you use the Marks or System without our consent; participating in a competing business; failure to pay money to us when due; you begin developing a Restaurant before all of your pre-development obligations are met; failure to obtain our consent when required; you open any Restaurant before a Franchise Agreement for that Restaurant has been signed  |
| h. "Cause" defined – non-curable defaults   | 9   | Failure to meet your minimum performance schedule; failure to comply with applicable laws; if all of your Restaurants stop operating; unauthorized transfer; you make a material misrepresentation to us; conviction by you or your owners of an indictable offense; bankruptcy or insolvency; if a Franchise Agreement with us is terminated according to its terms (this is a cross-default provision) |
| i. Multi-unit developer's obligations on termination/non-renewal                  | 10  | You must stop selecting sites for Restaurants, and you may not open any more Restaurants   |
| j. Assignment of contract by franchisor   | 11  | No restriction on our right to assign. <del>However, no assignment will be made except to an assignee who, in our good faith judgment, is willing and able to assume our obligations under the Multi-Unit Development Agreement</del>  |
| k. "Transfer" by multi-unit developer – defined                                   | 11  | Includes transfer of any interest in the Multi-Unit Development Agreement <u>or in Developer or its owners.</u>  |
| l. Franchisor approval of transfer by multi-unit developer                        | 11  | We have the right to approve all transfers, <del>our consent not to be unreasonably withheld.</del>  |
| m. Conditions for franchisor approval of transfer                                 | 11  | Conditions for transfer include not being in default, at least 25% of all Restaurants required to be developed are open or under construction, all debts are paid, the buyer meets our current criteria for new Multi-Unit Developers, execution of a general release, payment of transfer fee, buyer personally guarantees all obligations.   |
| n. Franchisor's right of first refusal to acquire multi-unit developer's business | 11  | We have the right to match the offer   |
| o. Franchisor's option to purchase multi-unit developer's business                | Not applicable                              | Not applicable   |

| <b>Provision</b>  | <b>Section in Multi-Unit Development Agreement</b> | <b>Summary</b>   |
|---|--|--|
| p. Death or disability of multi-unit developer                            | 11   | If you or a majority owner are a natural person, on death or permanent disability, the transferee must be approved by us, or development rights must be transferred to someone approved by us within 12 months after death or within six months after notice of permanent disability |
| q. Non-competition covenants during the term of the franchise             | 12   | You are prohibited from operating or having an interest in a similar business without our prior written consent, except for Restaurants operated under Franchise Agreements with us  |
| r. Non-competition covenants after the franchise is terminated or expires | 12   | No competing business for two years and within 15 miles of any Restaurant in the System  |
| s. Modification of the agreement  | 18   | Multi-Unit Development Agreement may not be modified unless mutually agreed to in writing  |
| t. Integration/merger clause  | 18   | Only the terms of the Multi-Unit Development Agreement are binding (subject to applicable federal and/or state law). Any representations or promises outside of the Disclosure Document and Multi-Unit Development Agreement may not be enforceable                                  |
| u. Dispute resolution by arbitration or mediation                         | 19   | Arbitration within the county where we maintain our headquarters (currently Morris County, New Jersey), subject to applicable state and federal law  |
| v. Choice of forum  | 19   | The county and state where we maintain our headquarters (currently Morris County, New Jersey), subject to applicable state and federal law   |
| w. Choice of law  | 19   | The state where we maintain our headquarters (currently New Jersey), subject to applicable state and federal law   |

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

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 Liyu Lin at 19 Quail Run, Randolph, New Jersey 07869, and info@kpot.com, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**  
**Systemwide Outlet Summary**  
For years ~~2020~~, 2021, 2022, 2023

| Outlet Type               | Year                        | Outlets at the Start of the Year | Outlets at the End of the Year | Net Change              |
|---------------------------|-----------------------------|----------------------------------|--------------------------------|-------------------------|
| <del>Franchised</del>     | <del>2020</del>             | <del>0</del>                     | <del>0</del>                   | <del>0</del>            |
| <u>Franchised</u>         | 2021                        | 0                                | 1                              | +1                      |
|                           | 2022                        | 1                                | 7                              | +6                      |
| <del>Company-Owned*</del> | <del>2020</del> <u>2023</u> | <del>3</del> <u>7</u>            | <del>3</del> <u>39</u>         | <del>0</del> <u>+32</u> |
| <u>Company-Owned*</u>     | 2021                        | 3                                | 4                              | +1                      |
|                           | 2022                        | 4                                | 9                              | +5                      |
| <b>Total Outlets</b>      | <del>2020</del> <u>2023</u> | <del>3</del> <u>39</u>           | <del>3</del> <u>15</u>         | <del>0</del> <u>+6</u>  |
| <u>Total Outlets</u>      | <b>2021</b>                 | <b>3</b>                         | <b>5</b>                       | <b>+2</b>               |
|                           | <b>2022</b>                 | <b>5</b>                         | <b>16</b>                      | <b>+11</b>              |
|                           | <u>2023</u>                 | <u>16</u>                        | <u>54</u>                      | <u>+38</u>              |

\*The Company-Owned Outlets reflected in the chart above are owned and operated by our affiliates.

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
For years ~~2020~~, 2021, 2022, 2023

| State                 | Year                        | Number of Transfers |
|-----------------------|-----------------------------|---------------------|
| <del>All States</del> | <del>2020</del>             | <del>0</del>        |
| <u>All States</u>     | 2021                        | 0                   |
|                       | 2022                        | 0                   |
| <b>Total</b>          | <del>2020</del> <u>2023</u> | 0                   |
| <b>Total</b>          | <b>2021</b>                 | <b>0</b>            |
|                       | <b>2022</b>                 | <b>0</b>            |
|                       | <u>2023</u>                 | <u>0</u>            |

**Table No. 3**  
**Status of Franchised Outlets**  
For years ~~2020~~, 2021, 2022, 2023

| State                                  | Year            | Outlets at Start of Year | Outlets Opened | Terminations | Non-Renewals | Reacquired by Franchisor | Ceased Operations – Other Reasons | Outlets at End of the Year |
|--|-----------------|--------------------------|----------------|--------------|--------------|--------------------------|-----------------------------------|----------------------------|
| <del>Florida</del><br><u>Arkansas</u>  | <del>2020</del> | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | <u>2021</u>     | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | <u>2022</u>     | <u>0</u>                 | <u>0</u>       | <u>0</u>     | <u>0</u>     | <u>0</u>                 | <u>0</u>                          | <u>0</u>                   |
|  | <u>2023</u>     | <u>0</u>                 | <u>1</u>       | <u>0</u>     | <u>0</u>     | <u>0</u>                 | <u>0</u>                          | <u>1</u>                   |
| <u>Alabama</u>                         | 2021            | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | <u>2022</u>     | <u>0</u>                 | <u>0</u>       | <u>0</u>     | <u>0</u>     | <u>0</u>                 | <u>0</u>                          | <u>0</u>                   |
|  | <del>2022</del> | 0                        | 1              | 0            | 0            | 0                        | 0                                 | 1                          |
|  | <u>2023</u>     | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
| <del>Georgia</del><br><u>Florida</u>   | <del>2020</del> | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | <u>2021</u>     | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | <u>2022</u>     | <u>0</u>                 | <u>1</u>       | <u>0</u>     | <u>0</u>     | <u>0</u>                 | <u>0</u>                          | <u>1</u>                   |
| <u>Georgia</u>                         | <u>2023</u>     | <u>1</u>                 | <u>5</u>       | <u>0</u>     | <u>0</u>     | <u>0</u>                 | <u>0</u>                          | <u>6</u>                   |
|  | 2021            | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | 2022            | 0                        | 1              | 0            | 0            | 0                        | 0                                 | 1                          |
| <del>Kentucky</del><br><u>Illinois</u> | <del>2020</del> | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | <u>2021</u>     | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | <u>2022</u>     | <u>0</u>                 | <u>0</u>       | <u>0</u>     | <u>0</u>     | <u>0</u>                 | <u>0</u>                          | <u>0</u>                   |
| <u>Kansas</u>                          | <u>2023</u>     | <u>1</u>                 | <u>2</u>       | <u>0</u>     | <u>0</u>     | <u>0</u>                 | <u>0</u>                          | <u>3</u>                   |
|  | 2021            | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | <u>2022</u>     | <u>0</u>                 | <u>0</u>       | <u>0</u>     | <u>0</u>     | <u>0</u>                 | <u>0</u>                          | <u>0</u>                   |
| <del>Maryland</del><br><u>Kentucky</u> | <del>2020</del> | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | <u>2021</u>     | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | <u>2022</u>     | <u>0</u>                 | <u>1</u>       | <u>0</u>     | <u>0</u>     | <u>0</u>                 | <u>0</u>                          | <u>1</u>                   |
| <u>Maryland</u>                        | <u>2023</u>     | <u>1</u>                 | <u>0</u>       | <u>0</u>     | <u>0</u>     | <u>0</u>                 | <u>0</u>                          | <u>1</u>                   |
|  | 2021            | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|  | 2022            | 0                        | 1              | 0            | 0            | 0                        | 0                                 | 1                          |
|  | <u>2023</u>     | <u>1</u>                 | <u>2</u>       | <u>0</u>     | <u>0</u>     | <u>0</u>                 | <u>0</u>                          | <u>3</u>                   |

| State               | Year | Outlets at Start of Year | Outlets Opened | Terminations | Non-Renewals | Reacquired by Franchisor | Ceased Operations – Other Reasons | Outlets at End of the Year |
|---------------------|------|--------------------------|----------------|--------------|--------------|--------------------------|-----------------------------------|----------------------------|
| New Jersey Michigan | 2020 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2021 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2023 | 0                        | 2              | 0            | 0            | 0                        | 0                                 | 2                          |
| New Jersey          | 2021 | 0                        | 1              | 0            | 0            | 0                        | 0                                 | 1                          |
|                     | 2022 | 1                        | 1              | 0            | 0            | 0                        | 0                                 | 2                          |
|                     | 2023 | 2                        | 1              | 0            | 0            | 0                        | 0                                 | 3                          |
| New York            | 2021 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2022 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2023 | 0                        | 3              | 0            | 0            | 0                        | 0                                 | 3                          |
| North Carolina      | 2021 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2022 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2023 | 0                        | 3              | 0            | 0            | 0                        | 0                                 | 3                          |
| Ohio                | 2021 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2022 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2023 | 0                        | 2              | 0            | 0            | 0                        | 0                                 | 2                          |
| South Carolina      | 2021 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2022 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2023 | 0                        | 1              | 0            | 0            | 0                        | 0                                 | 1                          |
| Texas               | 2020 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2021 | 0                        | 1              | 0            | 0            | 0                        | 0                                 | 1                          |
|                     | 2023 | 1                        | 5              | 0            | 0            | 0                        | 0                                 | 6                          |
| Utah                | 2021 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2022 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2023 | 0                        | 1              | 0            | 0            | 0                        | 0                                 | 1                          |
| Total Virginia      | 2020 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2021 | 0                        | 0              | 0            | 0            | 0                        | 0                                 | 0                          |
|                     | 2023 | 0                        | 1              | 0            | 0            | 0                        | 0                                 | 1                          |
| Total               | 2021 | 0                        | 1              | 0            | 0            | 0                        | 0                                 | 1                          |
|                     | 2022 | 1                        | 6              | 0            | 0            | 0                        | 0                                 | 7                          |
|                     | 2023 | 7                        | 32             | 0            | 0            | 0                        | 0                                 | 39                         |

**Table No. 4**  
**Status of Company-Owned Outlets\***  
For years **2020**, 2021, 2022, 2023

| State | Year | Outlets at Start of Year | Outlets Opened | Outlets Reacquired from Franchisee | Outlets Closed | Outlets Sold to Franchisee | Outlets at End of the Year |
|-------|------|--------------------------|----------------|------------------------------------|----------------|----------------------------|----------------------------|
| CT    | 2020 | 0                        | 0              | 0                                  | 0              | 0                          | 0                          |
| CT    | 2021 | 0                        | 0              | 0                                  | 0              | 0                          | 0                          |

| State         | Year                 | Outlets at Start of Year | Outlets Opened | Outlets Reacquired from Franchisee | Outlets Closed | Outlets Sold to Franchisee | Outlets at End of the Year |
|---------------|----------------------|--------------------------|----------------|------------------------------------|----------------|----------------------------|----------------------------|
|               | 2022                 | 0                        | 1              | 0                                  | 0              | 0                          | 1                          |
| <del>DE</del> | <del>2020</del> 2023 | <del>0</del> 1           | <del>0</del> 1 | 0                                  | 0              | 0                          | <del>0</del> 2             |
| <u>DE</u>     | 2021                 | 0                        | 1              | 0                                  | 0              | 0                          | 1                          |
|               | 2022                 | 1                        | 0              | 0                                  | 0              | 0                          | 1                          |
| <del>FL</del> | <del>2020</del> 2023 | <del>0</del> 1           | <del>0</del> 1 | 0                                  | 0              | 0                          | <del>0</del> 2             |
| <u>FL</u>     | 2021                 | 0                        | 0              | 0                                  | 0              | 0                          | 0                          |
|               | 2022                 | 0                        | 1              | 0                                  | 0              | 0                          | 1                          |
| <del>MD</del> | <del>2020</del> 2023 | 1                        | 0              | 0                                  | 0              | 0                          | 1                          |
| <u>MD</u>     | 2021                 | 1                        | 0              | 0                                  | 0              | 0                          | 1                          |
|               | 2022                 | 1                        | 0              | 0                                  | 0              | 0                          | 1                          |
| <del>NJ</del> | <del>2020</del> 2023 | 1                        | <del>0</del> 1 | 0                                  | 0              | 0                          | <del>1</del> 2             |
| <u>NJ</u>     | 2021                 | 1                        | 0              | 0                                  | 0              | 0                          | 1                          |
|               | 2022                 | 1                        | 0              | 0                                  | 0              | 0                          | 1                          |
| <del>NY</del> | <del>2020</del> 2023 | <del>0</del> 1           | <del>0</del> 1 | 0                                  | 0              | 0                          | <del>0</del> 2             |
| <u>NY</u>     | 2021                 | 0                        | 0              | 0                                  | 0              | 0                          | 0                          |
|               | 2022                 | 0                        | 3              | 0                                  | 0              | 0                          | 3                          |
| <del>PA</del> | <del>2020</del> 2023 | <del>1</del> 3           | <del>0</del> 1 | 0                                  | 0              | 0                          | <del>1</del> 4             |
| <u>PA</u>     | 2021                 | 1                        | 0              | 0                                  | 0              | 0                          | 1                          |
|               | 2022                 | 1                        | 0              | 0                                  | 0              | 0                          | 1                          |
| <b>Total</b>  | <del>2020</del> 2023 | <del>3</del> 1           | 0              | 0                                  | 0              | 0                          | <del>3</del> 1             |
| <u>VA</u>     | <u>2021</u>          | <u>0</u>                 | <u>0</u>       | <u>0</u>                           | <u>0</u>       | <u>0</u>                   | <u>0</u>                   |
|               | <u>2022</u>          | <u>0</u>                 | <u>0</u>       | <u>0</u>                           | <u>0</u>       | <u>0</u>                   | <u>0</u>                   |
|               | <u>2023</u>          | <u>0</u>                 | <u>1</u>       | <u>0</u>                           | <u>0</u>       | <u>0</u>                   | <u>1</u>                   |
| <b>Total</b>  | <b>2021</b>          | <b>3</b>                 | <b>1</b>       | <b>0</b>                           | <b>0</b>       | <b>0</b>                   | <b>4</b>                   |
|               | <b>2022</b>          | <b>4</b>                 | <b>5</b>       | <b>0</b>                           | <b>0</b>       | <b>0</b>                   | <b>9</b>                   |
|               | <b>2023</b>          | <b>2</b>                 | <b>6</b>       | <b>0</b>                           | <b>0</b>       | <b>0</b>                   | <b>15</b>                  |

\*The Outlets in the above chart are owned and operated by our affiliates.

**Table No. 5**  
**Projected Openings as of December 31, ~~2022~~2023**

| States           | Franchise Agreements Signed But Outlet Not Opened | Projected New Franchised Outlets in the Next Fiscal Year | Projected New Company-Owned Outlets in the Next Fiscal Year |
|------------------|---|--|---|
| <del>CO</del> AZ | 1   | <del>1</del> 0   | 0   |
| <del>CO</del>    | <u>1</u>  | <u>0</u>   | <u>0</u>  |
| FL               | <del>6</del> 1                                    | 3  | 0   |
| GA               | 1   | 1  | 0   |
| IL               | <del>3</del> 1                                    | <del>1</del> 0   | 0   |
| <del>K</del> SKY | 1   | 1  | 0   |
| <del>M</del> DMA | 2   | <del>1</del> 0   | 0   |
| <del>M</del> HMD | <del>2</del> 1                                    | 1  | 0   |
| <del>N</del> JMI | 1   | 1  | 0   |
| <del>MO</del>    | <u>1</u>  | <u>0</u>   | <u>0</u>  |
| <del>MS</del>    | <u>1</u>  | <u>0</u>   | <u>0</u>  |
| <del>NJ</del>    | <u>3</u>  | <u>1</u>   | <u>0</u>  |
| NY               | <del>1</del> 0                                    | 1  | 1   |
| NC               | <del>4</del> 1                                    | 2  | 0   |
| OH               | <del>4</del> 2                                    | 2  | 0   |
| PA               | <del>1</del> 2                                    | 1  | 0   |
| SC               | <del>1</del> 0                                    | 1  | 0   |
| TX               | <del>5</del> 1                                    | 2  | 0   |
| UT               | <del>1</del> 0                                    | 1  | 0   |
| VA               | 1   | 1  | 1   |
| WI               | 2   | 1  | 0   |
| <b>Total</b>     | <b><del>37</del>24</b>                            | <b><del>22</del>21</b>                                   | <b>2</b>  |

A list of the names of all franchisees and multi-unit developers and the addresses and ~~telephones~~telephone numbers of their franchises will be provided in Exhibit D to this disclosure document when applicable.

The name, city, state and current business telephone number (or if unknown, the last known home telephone number) of every franchisee or multi-unit developer who had a franchise terminated, cancelled, not renewed or otherwise voluntarily or involuntarily ceased to do business under the applicable Agreement during the most recently completed fiscal year or who has not communicated with us within 10 weeks of the issuance date of this disclosure document will be listed on Exhibit E to this disclosure document when applicable. **If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.**

During the last three fiscal years, ~~we have not had any~~some franchisees ~~sign~~have signed confidentiality provisions ~~that would restrict~~. In some instances, current and former franchisees sign provisions restricting their ability to speak openly about their experience with the KPOT Systemus. You may wish to speak with current and former franchisees but be aware that not all such franchisees will be able to communication with you. No prospects signed our Multi-Unit Development Agreement in our last fiscal year.

There are no trademark-specific organizations formed by our franchisees that are associated with the KPOT System.

## **ITEM 21** **FINANCIAL STATEMENTS**

Attached to this Disclosure Document as Exhibit A is our audited financial statements as of December 31, 2021 ~~and~~, December 31, 2022 and December 31, 2023 and our unaudited financial statements ~~as of May 31, 2023~~through June 30, 2024.

~~We have not been in business for three years or more and cannot include all the financial statements required by the Rule for our last three fiscal years.~~ Our fiscal year end is December 31<sup>st</sup>.

## **ITEM 22** **CONTRACTS**

Attached as exhibits to this Disclosure Document are the following contracts and their attachments:

1. Franchise Agreement Exhibit B
  - A - Accepted Location and Designated Territory
  - B - Collateral Assignment of Lease
  - C - Statement of Ownership Interests and Franchisee's Principals; Guaranty of Controlling Principals
  - D -1 Confidentiality and Non-Competition Agreement (Principals)
  - D -2 Confidentiality Agreement (Employees)
  - E - Electronic Funds Transfer Authorization
  - F - Internet Websites and Listing Agreement; Telephone Listing Agreement
  - G - Power of Attorney (Tax)
  - H - Assignment of a Franchise to a Corporation or Limited Liability Company
  - I - Franchisee Disclosure Acknowledgment Statement
  - J - Americans with Disabilities Act Certification
  
2. Multi-Unit Development Agreement Exhibit C
3. Form of General Release Exhibit I

## **ITEM 23** **RECEIPTS**

Two copies of an acknowledgment of your receipt of this Disclosure Document appear at the end of the Disclosure Document. Please return one signed copy to us and retain the other for your records.

**Exhibit A**

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FINANCIAL STATEMENTS

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KPOT FRANCHISE, LLC



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## ***KPOT FRANCHISE LLC***

**Financial Statements for the  
Years Ended December 31, 2023 and 2022  
and Independent Auditors' Report**

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# **KPOT FRANCHISE LLC**

## **FINANCIAL STATEMENTS FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

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## INDEPENDENT AUDITORS' REPORT

To the Members of the  
KPOT Franchise LLC

### *Opinion*

We have audited the accompanying financial statements of KPOT Franchise LLC (the "Company"), which comprise the balance sheets as of December 31, 2023 and 2022, and the related statements of operations and changes in member's (deficit) and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial positions of the Company as of December 31, 2023 and 2022, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### *Basis for Opinion*

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### *Responsibilities of Management for the Financial Statements*

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.



### *Auditor's Responsibilities for the Audit of the Financial Statements*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.



We are required to communicate with members regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

*Wei Wei & Co. LLP*

Flushing, New York

April 8, 2024

# KPOT FRANCHISE LLC

## BALANCE SHEETS DECEMBER 31, 2023 AND 2022

| <b>ASSETS</b>                                   | <b>2023</b>       | <b>2022</b>       |
|---|-------------------|-------------------|
| <b>Current assets:</b>                          |                   |                   |
| Cash (Notes 2 and 3)                            | \$ 194,241        | \$ 54,691         |
| Accounts receivable (Note 2)                    | 498,034           | 191,328           |
| Due from related party (Note 4)                 | 16,900            | 15,000            |
| Total current assets                            | 709,175           | 261,019           |
| <b>Non-current assets:</b>                      |                   |                   |
| Right-of-use asset                              | -                 | 374,914           |
| <b>TOTAL ASSETS</b>                             | <b>\$ 709,175</b> | <b>\$ 635,933</b> |
| <b>LIABILITIES AND MEMBERS' (DEFICIT)</b>       |                   |                   |
| <b>Current liabilities:</b>                     |                   |                   |
| Accounts payable                                | \$ 13,283         | \$ 40,638         |
| Payroll payable                                 | 22,119            | 66,487            |
| Accrued expenses                                | 53,362            | 56,749            |
| Current deferred revenues (Notes 2 and 5)       | 44,063            | 34,250            |
| Due to related party (Note 4)                   | 594,889           | 87,599            |
| Current lease liabilities (Note 6)              | -                 | 156,410           |
| Total current liabilities                       | 727,716           | 442,133           |
| <b>Non-current liabilities:</b>                 |                   |                   |
| Non-current deferred revenues (Notes 2 and 5)   | 1,335,043         | 1,216,398         |
| Non-current lease liabilities (Note 6)          | -                 | 218,504           |
| Total non-current liabilities                   | 1,335,043         | 1,434,902         |
| Total liabilities                               | 2,062,759         | 1,877,035         |
| <b>Commitments and contingencies (Note 6)</b>   |                   |                   |
| Total member's (deficit)                        | (1,353,584)       | (1,241,102)       |
| <b>TOTAL LIABILITIES AND MEMBER'S (DEFICIT)</b> | <b>\$ 709,175</b> | <b>\$ 635,933</b> |

See independent auditors' report and accompanying notes to financial statements.

## KPOT FRANCHISE LLC

### STATEMENTS OF OPERATIONS AND CHANGES IN MEMBER'S (DEFICIT) FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

|   | 2023                  | 2022                  |
|---|-----------------------|-----------------------|
| <b>REVENUES:</b>                                      |                       |                       |
| Initial franchise fee                                 | \$ 296,542            | \$ 71,517             |
| Royalty fee   | 2,076,390             | 328,363               |
| License fee   | 60,000                | 60,000                |
| Labor fee   | -                     | 78,788                |
| Marketing fee   | 672,103               | 105,995               |
| Gift card   | -                     | 2,209                 |
| Professional Fee                                      | 1,548                 | -                     |
| <b>Total revenues</b>                                 | <b>3,106,583</b>      | <b>646,872</b>        |
| <b>EXPENSES:</b>                                      |                       |                       |
| Selling   | 694,148               | 113,635               |
| General, and administrative                           | 2,569,818             | 1,610,113             |
| <b>Total expenses</b>                                 | <b>3,263,966</b>      | <b>1,723,748</b>      |
| <b>OTHER INCOME (EXPENSE):</b>                        |                       |                       |
| Interest expense                                      | -                     | (1,750)               |
| ERC - Employee Retention Tax Credit ( <i>Note 7</i> ) | 44,901                | -                     |
| Bank refund   | -                     | 49                    |
| <b>NET (LOSS)</b>                                     | <b>(112,482)</b>      | <b>(1,078,577)</b>    |
| Member's (deficit), beginning of year                 | (1,241,102)           | (162,525)             |
| <b>MEMBER'S (DEFICIT), END OF YEAR</b>                | <b>\$ (1,353,584)</b> | <b>\$ (1,241,102)</b> |

See independent auditors' report and accompanying notes to financial statements.

## KPOT FRANCHISE LLC

### STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

|  | 2023              | 2022             |
|--|-------------------|------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>                                     |                   |                  |
| Net (loss)   | \$ (112,482)      | \$ (1,078,577)   |
| Adjustment to reconcile net (loss) to net cash provided by operating activities: |                   |                  |
| Amortization of right-of-use asset   | 374,914           | 113,276          |
| Change in operating assets and liabilities:                                      |                   |                  |
| (Increase) in accounts receivable  | (306,706)         | (178,383)        |
| Decrease in prepaid expenses   | -                 | 3,500            |
| (Increase) in due from related party   | (1,900)           | (15,000)         |
| (Decrease) increase in accounts payable  | (27,355)          | 34,950           |
| (Decrease) increase in payroll payable   | (44,368)          | 42,006           |
| (Decrease) increase in accrued expenses  | (3,387)           | 38,750           |
| Increase in deferred revenue   | 128,458           | 1,108,483        |
| (Decrease) in lease liabilities  | (374,914)         | (113,276)        |
| Increase in due to related party   | 507,290           | 84,499           |
| <b>Net cash provided by operating activities</b>                                 | <b>139,550</b>    | <b>40,228</b>    |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>                                     |                   |                  |
| Repayment in loan payable  | -                 | (101,250)        |
| <b>Net cash (used in) financing activities</b>                                   | <b>-</b>          | <b>(101,250)</b> |
| <b>NET CHANGE IN CASH</b>  | <b>139,550</b>    | <b>(61,022)</b>  |
| <b>CASH – BEGINNING OF YEAR</b>  | <b>54,691</b>     | <b>115,713</b>   |
| <b>CASH – END OF YEAR</b>  | <b>\$ 194,241</b> | <b>\$ 54,691</b> |
| <b>SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:</b>                        |                   |                  |
| Cash paid for interest   | \$ -              | \$ 1,750         |
| Cash paid for income taxes   | \$ -              | \$ -             |
| <b>NON-CASH TRANSACTIONS OF INVESTING AND FINANCING ACTIVITIES:</b>              |                   |                  |
| Initial recognition of right-of-use assets and lease liabilities                 | \$ -              | \$ 488,191       |

See independent auditors' report and accompanying notes to financial statements.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023 AND 2022

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### 1. THE COMPANY

KPOT Franchise LLC (the “Company”) was organized as a limited liability company under the laws of the State of New Jersey on May 27, 2021. The Company offers and sells the brand name “KPOT” franchises throughout the U.S. under a licensing agreement (the “Agreement”) entered into with KPOT, Inc. (the “Licensor”), an entity related to the Company by common ownership and control. Pursuant to the Company’s standard franchise agreement, franchisees will operate hot pot and barbecue restaurants using the Company’s proprietary recipes, proprietary sauces and spices, operational techniques, trade uniform, trademarks and logos.

Since the Company is a limited liability company, the members are not liable for the debts, obligations, or liabilities of the Company, whether arising in contract, tort or otherwise, unless a member has signed a specific guarantee.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Presentation**

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

#### **Cash and Cash Equivalents**

For the purposes of the statement of cash flows, the Company considers all demand deposits, money market funds, and liquid securities with original maturities of three months or less to be cash equivalents. The Company has no cash equivalents at December 31, 2023 and 2022.

#### **Use of Estimates**

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and disclosure of contingent assets and liabilities at the date of the financial statements, and reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023 AND 2022

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Revenue Recognition

In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (“ASU”) No. 2014-09, “Revenue from Contracts with Customers.” This standard, along with its related amendments, requires companies to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

The Company applies the five-step approach outlined in the new revenue standard as follows:

- Step 1: Identify the contract with a customer;
- Step 2: Identify the performance obligations in the contract;
- Step 3: Determine the transaction price;
- Step 4: Allocate the transaction price to the performance obligations in the contract; and
- Step 5: Recognize revenue when (or as) the Company satisfies a performance obligation at a point in time.

The Company’s primary performance obligation under the franchise agreement mainly includes granting certain rights to access the Company’s intellectual property and a variety of activities relating to opening a franchise unit, including site selection, training and other such activities commonly referred to collectively as “preopening activities.” The Company has determined that certain training services provided to the franchisee are not brand-specific and provides the franchisee with relevant general business information that is separate and distinct from the operation of a company-branded franchise unit. The portion of training services provided that is not brand-specific is deemed to be distinct as it provides a benefit to the franchisee and is not highly interrelated or interdependent to the access of the Company’s intellectual property and therefore is accounted for as a separate distinct performance obligation. All other pre-opening activities have been determined to be highly interrelated and interdependent to the access of the Company’s intellectual property and therefore are accounted for as a single performance obligation, which is satisfied by granting certain rights to access the intellectual property over the term of each franchise agreement.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023 AND 2022

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Revenue Recognition (continued)

The Company estimates the stand-alone selling price of training services that are not brand-specific using an adjusted market assessment approach. The Company first allocates the initial franchise fees and the fixed consideration under the franchise agreement to the stand-alone selling price of the training services that are not brand-specific and the residual, if any, to the right to access the Company's intellectual property. Consideration allocated to training services that are not brand-specific are recognized ratably as the training services are rendered. The Company has no revenues from training services for the year ended December 31, 2023 and 2022.

Initial and renewal franchise fees allocated to the right to access the Company's intellectual property are recognized as revenue on a straight-line basis over the term of the respective franchise agreement. Multi-Unit Operator Agreement generally consists of an obligation to grant the right to open two or more units. These development rights are not distinct from franchise agreements; therefore, up-front fees paid by franchisees for development rights are deferred and apportioned to each franchise agreement signed by the franchisee. The pro-rata amount apportioned to each franchise agreement is recognized as revenue in the same manner as the initial and renewal franchise fees.

Royalties are earned based on a percentage of franchisee revenues. Franchise royalties represent sales-based royalties that are related entirely to the use of the Company's intellectual property. Royalties are recognized as franchisee sales occur and the royalty is deemed collectible.

Termination fees are recognized upon the termination date.

All other fees are recognized as services are rendered or when payment is received.

The Company derives its revenues from the following:

#### Franchise Fees and Royalties

Contract consideration from franchising primarily consists of initial or renewal franchise fees, sales-based royalties, and transfer fees payable by a franchisee for the transfer of a franchise unit to a new franchisee. The Company also offers multi-unit franchise agreements ("MUOAs") which grant a franchisee the right to develop two or more franchise units. The Company collects upfront fees for the grant of such rights.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023 AND 2022

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Franchise Fees and Royalties (continued)

The initial franchise fees are nonrefundable and collected when the underlying franchise agreement is signed by the franchisees.

The royalties are payable monthly. Renewal fees and transfer fees are payable when an existing franchisee renews the franchise agreement for an additional term or when a transfer to a third party occurs.

#### Fair Value of Financial Instruments

FASB Accounting Standards Codification (“ASC”) 820, “Fair Value Measurement”, defines fair value as the price that would be received upon sale of an asset or paid upon transfer of a liability in an orderly transaction between market participants at the measurement date and in the principal or most advantageous market for that asset or liability. The fair value should be calculated based on assumptions that market participants would use in pricing the asset or liability, not on assumptions specific to the entity. FASB ASC 820 specifies a hierarchy of valuation techniques based upon whether the inputs to those valuation techniques reflect assumptions other market participants would use based upon market data obtained from independent sources (observable inputs). In accordance with FASB ASC 820, the following summarizes the fair value hierarchy:

Level 1 Inputs – Unadjusted quoted market prices for identical assets and liabilities in an active market that the Company has the ability to access.

Level 2 Inputs – Inputs other than the quoted prices in level 1 that are observable either directly or indirectly.

Level 3 Inputs – Inputs based on prices or valuation techniques that are both unobservable and significant to the overall fair value measurements.

As of December 31, 2023 and 2022, none of the assets and liabilities were required to be reported at fair value on a recurring basis. Carrying values of non-derivative financial instruments, including cash, revenue, and accrued expenses, approximate their fair value due to the short-term nature of these financial instruments.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023 AND 2022

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Fair value measurements (continued)

In August 2018, the FASB issued ASU 2018-13, “Fair Value Measurement (Topic 820): Disclosure Framework—Changes to the Disclosure Requirements for Fair Value Measurement” (“ASU 2018-13”). ASU 2018-13 removes, modifies and adds certain disclosure requirements in Topic 820 “Fair Value Measurement”. ASU 2018-13 eliminates certain disclosures related to transfers and the valuations process, modifies disclosures for investments that are valued based on net asset value, clarifies the measurement uncertainty disclosure, and requires additional disclosures for Level 3 fair value measurements. ASU 2018-13 is effective for the Company for annual and interim reporting periods beginning after December 15, 2019.

#### Accounts Receivable and Allowance for Doubtful Accounts

At the beginning of the 2023, the Company adopted the FASB ASU No. 2016-13, Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments (“ASU 2016-13”), which modifies the measurement of expected credit losses on certain financial instruments. The Company adopted ASU 2016-13 utilizing the modified retrospective transition method. The adoption of ASU 2016-13 did not have a material impact on the Company’s financial statements. The Company carries its accounts receivable at cost less an allowance for doubtful accounts, when required. On a periodic basis, management evaluates accounts receivable balances and establishes an allowance for doubtful accounts, based on the history of past write-offs and collections. Based on the management’s evaluation of each customer, the Company considers all accounts receivable to be fully collectible and, therefore, did not provide an allowance for doubtful accounts as of December 31, 2023 and 2022.

#### Franchise Outlets

The following data reflects the status of the Company’s franchise outlets as of December 31, 2023 and 2022:

|  | 2023 | 2022 |
|--|------|------|
| Franchises sold                        | 74   | 51   |
| Franchised outlets in operations       | 53   | 11   |
| Franchisor-owned outlets in operations | -    | -    |

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023 AND 2022

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Advertising Expenses

Advertising expenses are the selling costs associated with promoting the Company's brand and service mainly through posting on social media platforms and publishing in journals. Advertising expense for the year ended December 31, 2023 and 2022 were \$694,148 and \$113,635, respectively.

#### Income Taxes

As a limited liability company, the Company is treated as a partnership for federal and state income tax purposes. Accordingly, no provision has been made for income taxes in the accompanying financial statements, since all items of income or loss are required to be reported on the income tax return of the members, who are responsible for any taxes thereon.

### 3. CONCENTRATION OF CREDIT RISK

The Company maintains its cash accounts at Bank of America and Cathay Bank. The Federal Deposit Insurance Corporation ("FDIC") insures up to \$250,000 for the total cash balances in each financial institution. At December 31, 2023 and 2022, the Company did not have any cash balances in excess of FDIC insured limits.

The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer. In the normal course of business, the Company grants credit to its customers based on credit evaluations of their financial condition and generally requires no collateral or other security. All customers are accounted for relatively equal percentage of trade receivables as of December 31, 2023. These customers include new franchisees in 2023 and prior-year franchisees. The trade receivables are mainly franchise fee revenue and royalty revenue. Two major customers accounted for approximately 29% of trade receivables as of December 31, 2022.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023 AND 2022

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### 4. RELATED PARTY TRANSACTIONS

#### Due to Related Party

During 2023, one of the Company's related parties, KPOT Distribution LLC paid part of the management fee on behalf of the Company to HR Management Group Inc. ("HR Management"). The balance due to KPOT Distribution LLC was \$556,077 and nil as of December 31, 2023 and 2022.

During 2023, the Company entered into a new management agreement with HR Management for monthly office rent and employee payroll. HR Management outsource employees to the Company for daily operations, and HR Management charges the Company the pre-tax wages of these employees as management fees. HR Management shares the same major shareholders with the Company. The balance due to HR Management was \$38,812 and \$45,000 as of December 31, 2023 and 2022, respectively.

#### Due from Related Party

During 2023, the Company loaned \$5,000 to the KPOT Enterprise LLC (the "Parent") for general management purpose. Since the Company borrowed \$3,100 from the Parent in 2021 and had not paid back yet, the net balance due from the Parent was \$16,900 as of December 31, 2023. During 2022, the Company loaned \$15,000 to the Parent for general management purpose. The balance due from the Parent was \$15,000 as of December 31, 2022.

### 5. DEFERRED REVENUE

Deferred revenue is comprised of unamortized initial franchise fees received from franchisees. A summary of significant changes in deferred revenue as of December 31, 2023 and 2022 is as follow:

|   | 2023                | 2022             |
|---|---------------------|------------------|
| Deferred revenue at beginning of period               | \$ 1,250,647        | 142,165          |
| Additions for initial/renewal franchise fees received | 425,000             | 1,180,000        |
| Revenue recognized during the period                  | (296,542)           | (71,518)         |
| <b>Deferred revenue at end of year</b>                | <b>\$ 1,379,105</b> | <b>1,250,647</b> |

**KPOT FRANCHISE LLC**

**NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023 AND 2022**

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**5. DEFERRED REVENUE (continued)**

Deferred revenue is expected to be recognized as revenue over the remaining term of the associated franchise agreements as of December 31, 2023, as follows:

| Year Ending December<br>31, | Amount                          |
|-----------------------------|---------------------------------|
| 2024                        | \$ 44,063                       |
| 2025                        | 44,063                          |
| 2026                        | 44,063                          |
| 2027                        | 44,063                          |
| 2028                        | 44,063                          |
| Thereafter                  | 1,158,790                       |
|                             | <hr/> <b>\$ 1,379,105</b> <hr/> |

**6. CONTINGENCIES AND COMMITMENT**

**Operating leases**

The Company first entered a sublease agreement with HR Management. for general office use at a monthly rate of \$3,500. The lease started on August 1, 2021, and has a two-year term set to expire on August 1, 2023. In May 2022, the company moved to a new office space that was also sublet by HR Management Group, Inc. The original sublease agreement was renewed on May 1, 2022, at a rate of \$14,000 per month, with a lease term of three years set to expire on May 1, 2025. The company started paying rent for its new office space in April 2022, as it had reserved the space for the moving-in process. The renewed sublease agreement offers general office space in Flushing, New York. The rent expense for the year ended December 31, 2022 was \$141,355.

The Company terminated the previously renewed sublease agreement, and entered into a nonbinding management fee agreement with HR Management on January 1, 2023. The new management fee agreement includes both labor fee charges and monthly office rent, \$14,000 per month. The rent expense charged month by month and can terminate in anytime. The rent expense paid as through management fee for the year ended December 31, 2023 was \$168,000.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023 AND 2022

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### 7. ERC - EMPLOYEE RETENTION TAX CREDIT

The Employee Retention Credit (“ERC”) is a refundable tax credit for certain eligible businesses that had employees and were affected during the COVID-19 pandemic. The Company received \$44,901 ERC on June 5, 2023, covering the tax benefits for the third quarter and the fourth quarter of 2021.

### 8. SUBSEQUENT EVENTS

The Company’s management has performed subsequent events procedures through April 8, 2024, which is the date the financial statements were available to be issued. There were no subsequent events requiring adjustment to the financial statements or disclosures as stated herein.

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***KPOT FRANCHISE LLC***

**Financial Statements for the  
Years Ended December 31, 2022 and 2021  
and Independent Auditors' Report**

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# KPOT FRANCHISE LLC

## FINANCIAL STATEMENTS FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021

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## INDEPENDENT AUDITORS' REPORT

To the Member of the  
KPOT Franchise LLC

### *Opinion*

We have audited the accompanying financial statements of KPOT Franchise LLC (the "Company"), which comprise the balance sheets as of December 31, 2022 and 2021, and the related statements of operations and changes in member's (deficit) and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Company as of December 31, 2022 and 2021, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### *Basis for Opinion*

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### *Responsibilities of Management for the Financial Statements*

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.



### *Auditor's Responsibilities for the Audit of the Financial Statements*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.



We are required to communicate with members regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

*Weiwei & Co. LLP*

Flushing, New York  
June 13, 2023

# KPOT FRANCHISE LLC

## BALANCE SHEETS DECEMBER 31, 2022 AND 2021

| ASSETS  | 2022              | 2021              |
|---|-------------------|-------------------|
| <b>Current assets:</b>                          |                   |                   |
| Cash (Notes 2 and 3)                            | \$ 54,691         | \$ 115,713        |
| Accounts receivable (Note 2)                    | 191,328           | 12,945            |
| Prepaid expenses                                | -                 | 3,500             |
| Due from related party (Note 4)                 | 15,000            | -                 |
| Total current assets                            | 261,019           | 132,158           |
| <b>Non-current assets:</b>                      |                   |                   |
| Right-of-use asset (Note 5)                     | 374,914           | -                 |
| <b>TOTAL ASSETS</b>                             | <b>\$ 635,933</b> | <b>\$ 132,158</b> |
| <b>LIABILITIES AND MEMBERS' (DEFICIT)</b>       |                   |                   |
| <b>Current liabilities:</b>                     |                   |                   |
| Accounts payable                                | \$ 40,638         | \$ 3,687          |
| Payroll payable                                 | 66,487            | 24,481            |
| Accrued expenses                                | 56,749            | 18,000            |
| Loan payable (Note 4)                           | -                 | 101,250           |
| Current deferred revenues (Notes 2 and 6)       | 34,250            | 142,165           |
| Due to related party (Note 4)                   | 87,599            | 5,100             |
| Current lease liabilities (Note 5)              | 156,410           | -                 |
| Total current liabilities                       | 442,133           | 294,683           |
| <b>Non-current liabilities:</b>                 |                   |                   |
| Non-current deferred revenues (Notes 2 and 6)   | 1,216,398         | -                 |
| Non-current lease liabilities (Note 5)          | 218,504           | -                 |
| Total non-current liabilities                   | 1,434,902         | -                 |
| Total liabilities                               | 1,877,035         | 294,683           |
| <b>Commitments and contingencies (Note 5)</b>   |                   |                   |
| Total member's (deficit)                        | (1,241,102)       | (162,525)         |
| <b>TOTAL LIABILITIES AND MEMBER'S (DEFICIT)</b> | <b>\$ 635,933</b> | <b>\$ 132,158</b> |

See independent auditors' report and accompanying notes to financial statements.

## KPOT FRANCHISE LLC

### STATEMENTS OF OPERATIONS AND CHANGES IN MEMBER'S (DEFICIT) FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021

|  | 2022                  | 2021                |
|--|-----------------------|---------------------|
| <b>REVENUES:</b>                       |                       |                     |
| Initial franchise fee                  | \$ 71,517             | \$ 7,835            |
| Royalty fee                            | 328,363               | 38,859              |
| License fee                            | 60,000                | 26,500              |
| Labor fee                              | 78,788                | 21,188              |
| Advertising fee                        | -                     | 3,809               |
| Marketing fee                          | 105,995               | 12,000              |
| Gift card                              | 2,209                 | -                   |
| <b>Total revenues</b>                  | <b>646,872</b>        | <b>110,191</b>      |
| <b>EXPENSES:</b>                       |                       |                     |
| Selling                                | 113,635               | 271,466             |
| General, and administrative            | 1,610,113             | -                   |
| <b>Total expenses</b>                  | <b>1,723,748</b>      | <b>271,466</b>      |
| <b>OTHER INCOME (EXPENSE):</b>         |                       |                     |
| Interest expense                       | (1,750)               | (1,250)             |
| Bank refund                            | 49                    | -                   |
| <b>NET (LOSS)</b>                      | <b>(1,078,577)</b>    | <b>(162,525)</b>    |
| Member's (deficit), beginning of year  | (162,525)             | -                   |
| <b>MEMBER'S (DEFICIT), END OF YEAR</b> | <b>\$ (1,241,102)</b> | <b>\$ (162,525)</b> |

See independent auditors' report and accompanying notes to financial statements.

# KPOT FRANCHISE LLC

## STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021

|  | 2022             | 2021              |
|--|------------------|-------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>                                     |                  |                   |
| Net (loss)   | \$ (1,078,577)   | \$ (162,525)      |
| Adjustment to reconcile net (loss) to net cash provided by operating activities: |                  |                   |
| Amortization of right-of-use asset   | 113,276          | -                 |
| Change in operating assets and liabilities:                                      |                  |                   |
| (Increase) in accounts receivable  | (178,383)        | (12,945)          |
| Decrease (increase) in prepaid expenses  | 3,500            | (3,500)           |
| (Increase) in due from related party   | (15,000)         | -                 |
| Increase in accounts payable and accrued liabilities                             | 34,950           | 5,687             |
| Increase in payroll payable  | 42,006           | 24,481            |
| Increase in accrued expenses   | 38,750           | 18,000            |
| Increase in deferred revenue   | 1,108,483        | 142,165           |
| (Decrease) in lease liabilities  | (113,276)        | -                 |
| Increase in due to related party   | 84,499           | 3,100             |
| <b>Net cash provided by operating activities</b>                                 | <b>40,228</b>    | <b>14,463</b>     |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>                                     |                  |                   |
| (Decrease) increase in loan payable  | (101,250)        | 101,250           |
| <b>Net cash provided by financing activities</b>                                 | <b>(101,250)</b> | <b>101,250</b>    |
| <b>NET CHANGE IN CASH</b>  | <b>(61,022)</b>  | <b>115,713</b>    |
| <b>CASH – BEGINNING OF YEAR</b>  | <b>115,713</b>   | <b>-</b>          |
| <b>CASH – END OF YEAR</b>  | <b>\$ 54,691</b> | <b>\$ 115,713</b> |
| <b>SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:</b>                        |                  |                   |
| Cash paid for interest   | \$ 1,750         | \$ -              |
| Cash paid for income taxes   | \$ -             | \$ -              |
| <b>NON-CASH TRANSACTIONS OF INVESTING AND FINANCING ACTIVITIES:</b>              |                  |                   |
| Initial recognition of right-of-use assets and lease liabilities                 | \$ 488,191       | \$ -              |

See independent auditors' report and accompanying notes to financial statements.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022 AND 2021

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### 1. THE COMPANY

KPOT Franchise LLC (the “Company”) was organized as a limited liability company under the laws of the State of New Jersey on May 27, 2021. The Company offers and sells the brand name “KPOT” franchises throughout the U.S. under a licensing agreement (the “Agreement”) entered into with KPOT, Inc. (the “Licensor”), an entity related to the Company by common ownership and control. Pursuant to the Company’s standard franchise agreement, franchisees will operate hot pot and barbecue restaurants using the Company’s proprietary recipes, proprietary sauces and spices, operational techniques, trade uniform, trademarks and logos.

Since the Company is a limited liability company, the members are not liable for the debts, obligations, or liabilities of the Company, whether arising in contract, tort or otherwise, unless a member has signed a specific guarantee.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Presentation**

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

#### **Cash and Cash Equivalents**

For the purposes of the statement of cash flows, the Company considers all demand deposits, money market funds, and liquid securities with original maturities of three months or less to be cash equivalents. The Company has no cash equivalents at December 31, 2022 and 2021.

#### **Use of Estimates**

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and disclosure of contingent assets and liabilities at the date of the financial statements, and reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022 AND 2021

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Revenue Recognition

In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2014-09, “Revenue from Contracts with Customers.” This standard, along with its related amendments, requires companies to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. This update was effective for the Company beginning on May 27, 2021 (inception).

The Company applies the five-step approach outlined in the new revenue standard as follows:

- Step 1: Identify the contract with a customer;
- Step 2: Identify the performance obligations in the contract;
- Step 3: Determine the transaction price;
- Step 4: Allocate the transaction price to the performance obligations in the contract; and
- Step 5: Recognize revenue when (or as) the Company satisfies a performance obligation at a point in time.

The Company’s primary performance obligation under the franchise agreement mainly includes granting certain rights to access the Company’s intellectual property and a variety of activities relating to opening a franchise unit, including site selection, training and other such activities commonly referred to collectively as “preopening activities.” The Company has determined that certain training services provided to the franchisee are not brand-specific and provides the franchisee with relevant general business information that is separate and distinct from the operation of a company-branded franchise unit. The portion of training services provided that is not brand-specific is deemed to be distinct as it provides a benefit to the franchisee and is not highly interrelated or interdependent to the access of the Company’s intellectual property and therefore is accounted for as a separate distinct performance obligation. All other pre-opening activities have been determined to be highly interrelated and interdependent to the access of the Company’s intellectual property and therefore are accounted for as a single performance obligation, which is satisfied by granting certain rights to access the intellectual property over the term of each franchise agreement.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022 AND 2021

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Revenue Recognition (continued)

The Company estimates the stand-alone selling price of training services that are not brand-specific using an adjusted market assessment approach. The Company first allocates the initial franchise fees and the fixed consideration under the franchise agreement to the stand-alone selling price of the training services that are not brand-specific and the residual, if any, to the right to access the Company's intellectual property. Consideration allocated to training services that are not brand-specific are recognized ratably as the training services are rendered. The Company has no revenues from training services for the year ended December 31, 2022 and 2021.

Initial and renewal franchise fees allocated to the right to access the Company's intellectual property are recognized as revenue on a straight-line basis over the term of the respective franchise agreement. MUOA generally consists of an obligation to grant the right to open two or more units. These development rights are not distinct from franchise agreements; therefore, up-front fees paid by franchisees for development rights are deferred and apportioned to each franchise agreement signed by the franchisee. The pro-rata amount apportioned to each franchise agreement is recognized as revenue in the same manner as the initial and renewal franchise fees.

Royalties are earned based on a percentage of franchisee revenues. Franchise royalties represent sales-based royalties that are related entirely to the use of the Company's intellectual property. Royalties are recognized as franchisee sales occur and the royalty is deemed collectible.

Termination fees are recognized upon the termination date.

All other fees are recognized as services are rendered or when payment is received.

The Company derives its revenues from the following:

#### Franchise Fees and Royalties

Contract consideration from franchising primarily consists of initial or renewal franchise fees, sales-based royalties, and transfer fees payable by a franchisee for the transfer of a franchise unit to a new franchisee. The Company also offers multi-unit franchise agreements ("MUOAs") which grant a franchisee the right to develop two or more franchise units. The Company collects upfront fees for the grant of such rights. The initial

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022 AND 2021

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Franchise Fees and Royalties (continued)

franchise fees are nonrefundable and collected when the underlying franchise agreement is signed by the franchisees.

The Royalties are payable monthly. Renewal fees and transfer fees are payable when an existing franchisee renews the franchise agreement for an additional term or when a transfer to a third party occurs.

#### Fair Value of Financial Instruments

Financial Accounting Standards Board (“FASB”) Accounting Standards Codification (“ASC”) 820, *Fair Value Measurement*, defines fair value as the price that would be received upon sale of an asset or paid upon transfer of a liability in an orderly transaction between market participants at the measurement date and in the principal or most advantageous market for that asset or liability. The fair value should be calculated based on assumptions that market participants would use in pricing the asset or liability, not on assumptions specific to the entity. FASB ASC 820 specifies a hierarchy of valuation techniques based upon whether the inputs to those valuation techniques reflect assumptions other market participants would use based upon market data obtained from independent sources (observable inputs). In accordance with FASB ASC 820, the following summarizes the fair value hierarchy:

Level 1 Inputs – Unadjusted quoted market prices for identical assets and liabilities in an active market that the Company has the ability to access.

Level 2 Inputs – Inputs other than the quoted prices in level 1 that are observable either directly or indirectly.

Level 3 Inputs – Inputs based on prices or valuation techniques that are both unobservable and significant to the overall fair value measurements.

As of December 31, 2022 and 2021, none of the assets and liabilities were required to be reported at fair value on a recurring basis. Carrying values of non-derivative financial instruments, including cash, revenue, and accrued expenses, approximate their fair value due to the short-term nature of these financial instruments.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022 AND 2021

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Fair value measurements (continued)

In August 2018, the FASB issued ASU 2018-13, “Fair Value Measurement (Topic 820): Disclosure Framework—Changes to the Disclosure Requirements for Fair Value Measurement” (“ASU 2018-13”). ASU 2018-13 removes, modifies and adds certain disclosure requirements in Topic 820 “Fair Value Measurement”. ASU 2018-13 eliminates certain disclosures related to transfers and the valuations process, modifies disclosures for investments that are valued based on net asset value, clarifies the measurement uncertainty disclosure, and requires additional disclosures for Level 3 fair value measurements. ASU 2018-13 is effective for the Company for annual and interim reporting periods beginning after December 15, 2019. The Company adopted this ASU on May 27, 2021 and the adoption had no significant impact to the Company’s financial statements as a whole.

#### Accounts Receivable and Allowance for Doubtful Accounts

The Company carries its accounts receivable at cost less an allowance for doubtful accounts, when required. On a periodic basis, management evaluates accounts receivable balances and establishes an allowance for doubtful accounts, based on the history of past write-offs and collections. Based on the management’s evaluation of each customer, the Company considers all accounts receivable to be fully collectible and, therefore, did not provide an allowance for doubtful accounts as of December 31, 2022 and 2021.

#### Franchise Outlets

The following data reflects the status of the Company’s franchise outlets as of December 31, 2022 and 2021:

|  | 2022 | 2021 |
|--|------|------|
| Franchises sold                        | 51   | 5    |
| Franchised outlets in operations       | 11   | 1    |
| Franchisor-owned outlets in operations | 0    | 0    |

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022 AND 2021

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Right-of-Use Asset and Lease Liabilities**

In February 2016, the FASB issued ASU 2016-02 “Leases (Topic 842).” The new standard requires lessees to recognize lease assets (“right of use”) and related lease obligations (“lease liabilities”) for leases previously classified as operating leases under generally accepted accounting principles on the balance sheet for leases with terms in excess of 12 months. The standard is effective for private company’s annual periods beginning after December 15, 2021. The Company adopted this standard as of January 1, 2022.

Upon adoption, the Company recognized approximately \$488,191 of a right-of-use (“ROU”) assets and same amount of lease liabilities based on the present value of the future minimum rental payments of leases, using an incremental borrowing rate of 4% based on the duration of lease terms.

#### **Advertising Expenses**

Advertising expenses are the selling costs associated with promoting the Company’s brand and service mainly through posting on social media platforms and publishing in journals. Advertising expense for the year ended December 31, 2022 was \$113,635. Advertising expense for the period from inception on May 27, 2021 to December 31, 2021 was \$10,539.

#### **Income Taxes**

As a limited liability company, the Company is treated as a partnership for federal and state income tax purposes. Accordingly, no provision has been made for income taxes in the accompanying financial statements, since all items of income or loss are required to be reported on the income tax return of the members, who are responsible for any taxes thereon. The Company files income tax returns in the U.S. federal jurisdiction and in various states.

#### **Reclassifications**

Certain reclassifications have been made to the 2021 financial statement to conform with the current year presentation.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022 AND 2021

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### 3. CONCENTRATION OF CREDIT RISK

The Company maintains its cash accounts at Bank of America and Cathay Bank. The Federal Deposit Insurance Corporation (“FDIC”) insures up to \$250,000 for the total cash balances in each financial institution. At December 31, 2022 and 2021, the Company did not have any cash balances in excess of FDIC insured limits.

The Company’s exposure to credit risk is influenced mainly by the individual characteristics of each customer. In the normal course of business, the Company grants credit to its customers based on credit evaluations of their financial condition and generally requires no collateral or other security. Two major customers accounted for approximately 29% of trade receivables as of December 31, 2022. These two customers are new franchisees in 2022 and the trade receivables are franchise fee revenue. No concentration of credit risk as of December 31, 2021.

### 4. RELATED PARTY TRANSACTIONS

#### Loan Payable

On August 1, 2021, the Company entered into a loan agreement with KPOT Group LLC. The loan agreement offers the Company \$100,000 with 3% interest, compounded annually. The maturity date is August 1, 2022. The Company has paid off \$100,000 loan principal and \$3,000 interests by July 29, 2022. Interest expense for the year ended December 31, 2022 was \$1,750. Interest expense for the period from inception on May 27, 2021 to December 31, 2021 was \$1,250.

#### Due to Related Party

During 2021, one of the members of the Company’s parent company, KPOT Enterprise LLC (“Parent”), advanced \$3,100 to the Company for opening a bank account. The balance due to that member was \$3,100 as of December 31, 2022 and 2021.

During 2022, the Company entered into a new sublease and management agreement with HR Management Group Inc. (“HR Management”) for a new office in Flushing. HR Management shares the same major shareholders with the Company. The balance due to HR Management was \$45,000 and nil as of December 31, 2022 and 2021, respectively.

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022 AND 2021

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### 4. RELATED PARTY TRANSACTIONS (continued)

#### Due to Related Party (continued)

In 2021, the Company hired N & C Media Inc. (“N & C”) for advertising and marketing services. N & C shares the same major shareholders with the Company. The balance due to N & C was \$39,499 and \$2,000 as of December 31, 2022 and 2021, respectively.

#### Due from Related Party

During 2022, the Company loaned \$15,000 to the Parent for general management purpose. The balance due from the Parent was \$15,000 and nil as of December 31, 2022 and 2021, respectively.

### 5. CONTINGENCIES AND COMMITMENT

#### Operating leases

The Company first entered a sublease agreement with HR Management Group, Inc. for general office use at a monthly rate of \$3,500. The lease started on August 1, 2021, and has a two-year term set to expire on August 1, 2023. In May 2022, the company moved to a new office space that was also sublet by HR Management Group, Inc. The original sublease agreement was renewed on May 1, 2022, at a rate of \$14,000 per month, with a lease term of three years set to expire on May 1, 2025. The company started paying rent for its new office space in April 2022, as it had reserved the space for the moving-in process. The renewed sublease agreement offers general office space in Flushing, New York. The rent expense for the year ended December 31, 2022 was \$141,355, while the rent expense for the period from inception on May 27, 2021 to December 31, 2021 was \$14,935.

Future minimum lease commitments are as follows:

Year Ending December 31,

---

|                                    |    |          |
|------------------------------------|----|----------|
| 2023                               | \$ | 168,000  |
| 2024                               |    | 168,000  |
| 2025                               |    | 56,000   |
|                                    |    | <hr/>    |
| Total lease payments               |    | 392,000  |
| Less: interest                     |    | (17,086) |
|                                    |    | <hr/>    |
| Present value of lease liabilities | \$ | 374,914  |

# KPOT FRANCHISE LLC

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022 AND 2021

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### 6. DEFERRED REVENUE

Deferred revenue is comprised of unamortized initial franchise fees received from franchisees. A summary of significant changes in deferred revenue as of December 31, 2022 is as follow:

---

|   |           |                  |
|---|-----------|------------------|
| Deferred revenue at beginning of period               | \$        | 142,165          |
| Additions for initial/renewal franchise fees received |           | 1,180,000        |
| Revenue recognized during the period                  |           | (71,517)         |
| <b>Deferred revenue at end of period</b>              | <b>\$</b> | <b>1,250,648</b> |

---

Deferred revenue is expected to be recognized as revenue over the remaining term of the associated franchise agreements as of December 31, 2022, as follows:

| Year Ending December<br>31, | Amount              |
|-----------------------------|---------------------|
| 2023                        | \$ 34,250           |
| 2024                        | 34,250              |
| 2025                        | 34,250              |
| 2026                        | 34,250              |
| 2027                        | 34,250              |
| Thereafter                  | 1,079,398           |
|                             | <b>\$ 1,250,648</b> |

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### 7. SUBSEQUENT EVENTS

The Company's management has performed subsequent events procedures through June 13, 2023, which is the date the financial statements were available to be issued. There were no subsequent events requiring adjustment to the financial statements or disclosures as stated herein.

**Exhibit B**

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FRANCHISE AGREEMENT

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KPOT FRANCHISE, LLC

**KPOT FRANCHISE LLC**  
**FRANCHISE AGREEMENT**

\_\_\_\_\_  
**FRANCHISEE**

\_\_\_\_\_  
**DATE OF AGREEMENT**

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**ATTACHMENTS**

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- B - Collateral Assignment of Lease
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- E - Electronic Funds Transfer Authorization
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- I - Franchisee Disclosure Acknowledgment Statement
- J - Americans with Disabilities Act Certification

**KPOT FRANCHISE LLC**  
**FRANCHISE AGREEMENT**

**THIS FRANCHISE AGREEMENT** (the “Agreement”) is made and entered into by and between KPOT Franchise LLC, a New Jersey limited liability company having its principal place of business at 19 Quail Run, Randolph, New Jersey 07869 (“we”, “us” or “our”), and \_\_\_\_\_, a \_\_\_\_\_ corporation/limited liability company/partnership, having its principal place of business at \_\_\_\_\_ (“you” or “your”), on the date this Agreement is executed by us below (the “Effective Date”).

**W I T N E S S E T H:**

**WHEREAS**, as the result of the expenditure of time, skill, effort and money, we and our affiliate have developed and own a unique and distinctive system (hereinafter “System”) relating to the establishment and operation of a KPOT Hot Pot & Barbecue full service restaurant (“Restaurant” or “Franchised Business”), offering Korean BBQ and other dishes prepared in a Hot Pot cooking method at the dining table, containing a variety of East Asian food and ingredients, and where allowed by law, a full alcohol bar, unless we permit operation without a full bar, and;

**WHEREAS**, the distinguishing characteristics of the System include, without limitation, distinctive exterior and interior design, décor, color scheme, and furnishings; proprietary products and ingredients; proprietary recipes and special menu items; uniform standards, specifications, and procedures for operations; quality and uniformity of products and services offered; procedures for inventory, management and financial control; training and assistance; and advertising and promotional programs; all of which may be changed, improved, and further developed by us from time to time;

**WHEREAS**, the System is identified by means of certain trade names, service marks, trademarks, logos, emblems and indicia of origin, including, but not limited to, the mark “KPOT” and such other trade names, service marks, and trademarks as are now designated (and may hereafter be designated by us in writing) for use in connection with the System (hereinafter referred to as “Marks”);

**WHEREAS**, we and our affiliate continue to develop, use and control the use of such Marks in order to identify for the public the source of services and products marketed thereunder and under the System, and to represent the System’s high standards of quality, appearance and service;

**WHEREAS**, you understand and acknowledge the importance of our high standards of quality, cleanliness, appearance and service and the necessity of operating the business franchised hereunder in conformity with our standards and specifications; and

**WHEREAS**, you desire to use the System in connection with the operation of a Restaurant at the location accepted by us as herein provided, as well as to receive the training and other assistance provided by us in connection therewith.

**NOW, THEREFORE**, the parties, in consideration of the mutual undertakings and commitments set forth herein, the receipt and sufficiency of which are hereby acknowledged, agree as follows:

## **ARTICLE 1**

### **GRANT**

#### **1.1 Grant of Franchise**

In reliance on the representations and warranties of you and your Controlling Principals (as defined in Section 19.17) hereunder, we hereby grant to you, upon the terms and conditions in this Agreement, the right and license, and you hereby accept the right and obligation, to operate a KPOT Restaurant under the Marks and the System in accordance with this Agreement. You and the Controlling Principals have represented to us that you have entered into this Agreement with the intention to comply fully with the obligations to construct a Restaurant hereunder and not for the purpose of reselling the rights to develop the Restaurant hereunder. You and the Controlling Principals understand and acknowledge that we have granted such rights in reliance on the business skill, financial capacity, personal character of, and expectations of performance hereunder by, you and the Controlling Principals and that this Agreement and the rights and obligations hereunder may not be transferred until after the Restaurant is open for business to the public in accordance with Section 2.6, and then only in accordance with Article 14 hereof.

#### **1.2 Accepted Location**

The specific street address of the Restaurant location accepted by us shall be set forth in Attachment A (“Location” or “Accepted Location”) when such Location is determined. You shall not relocate the Restaurant without our express prior written consent, which consent shall not be unreasonably withheld. This Agreement does not grant to you the right or license to operate the Restaurant or to offer or sell any products or services described under this Agreement at or from any location other than the Accepted Location.

#### **1.3 Relocation**

If you are unable to continue the operation of the Restaurant at the Accepted Location because of the occurrence of a force majeure event (~~as described in Section 17.1.3(e)~~), then you may request our approval to relocate the Restaurant to another location in the Designated Territory, as that term is defined below, which approval shall not be unreasonably withheld. Any other relocation outside the Designated Territory or a relocation of the Restaurant not caused by force majeure shall also be subject to our prior approval. If we elect to grant you the right to relocate the Restaurant, then you shall comply with the site selection and construction procedures set forth in Article 2. Upon our approval of your relocation request, you shall pay to us a relocation fee in an amount equal to Five Thousand Dollars (\$5,000).

#### **1.4 Designated Territory**

Upon the execution of this Agreement or when the Accepted Location is determined, whichever occurs later, you may be assigned a territory (the “Designated Territory”) that will also be described in Attachment A. You understand and acknowledge that if your Accepted Location is a Non-Traditional Site (as described in Section 1.5 below), you will not receive a Designated Territory.

Except as provided in this Agreement, and subject to your and the Controlling Principals’ material compliance with this Agreement, any other agreement among you or any of your affiliates (defined for the purposes hereof as any entity that is controlled by, controlling or under common control with such other entity) and us, we shall not establish or authorize any other person or entity, other than you, to establish a Restaurant in the Designated Territory during the term of this Agreement and any extensions hereof. You acknowledge and understand that the rights granted hereunder pertain only to the establishment of a Restaurant. You acknowledge and agree that our affiliates currently operate, or may in the future operate, restaurants under different marks and with operating systems that are the same as or

similar to the System, and that any such restaurants might compete with your Restaurant. You further agree and acknowledge that the license granted hereby is only for the operation of one (1) Restaurant and only at a location accepted by us.

## 1.5 Our Reserved Rights

1.5.1 Nothing in this Agreement will prohibit us from: (a) operating and/or franchising others to operate restaurants identified in whole or in part by the Proprietary Marks and/or utilizing the System in the Designated Territory that are located in gas stations or convenience stores; transportation facilities, including airports, train stations, subways and rail and bus stations; military bases and government offices; sports facilities, including stadiums and arenas; amusement parks, zoos and convention centers; car and truck rest stops and travel centers; educational facilities; recreational theme parks; hospitals; business or industrial foodservice venues; venues in which foodservice is or may be provided by a master concessionaire or contract foodservice provider; Indian reservations; casinos; or any similar captive market location not reasonably available to you (“Non-Traditional Site”); (b) awarding national, regional or local licenses to third parties to sell products under the Proprietary Marks in foodservice facilities primarily identified by the third party’s trademark; (c) merchandising and distributing products identified by the Proprietary Marks in the Designated Territory through any method or channel of distribution other than through the operation of a restaurant, including distribution of proprietary products through grocery stores, club stores and similar stores; (d) selling and distributing products identified by the Proprietary Marks in the Designated Territory to restaurants other than Restaurants identified by the Proprietary Marks, provided those restaurants are not licensed to use the Proprietary Marks in connection with their retail sales; (e) selling products and services through other channels of distribution, including the internet, wholesale, mail order and catalogue; (f) developing and/or owning other franchise systems for the same or similar products and services using trade names and trademarks other than the Proprietary Marks at any location; (g) purchasing, being purchased by, merging or combining with, businesses that we deem to offer direct competition to KPOT Restaurants, with locations anywhere; and (h) operating, licensing and/or franchising others to operate restaurants identified in whole or in part by the Proprietary Marks and/or utilizing the System in the designated territory that will not offer the full menu of products sold at a KPOT restaurant but may offer certain products utilizing KPOT’s recipes and methods for preparing such products.

1.5.2 You understand and acknowledge that if any Non-Traditional Site (as described above) is located within the physical boundaries of your Designated Territory, then the premises of this Non-Traditional Site will not be ~~included~~include  
d in your Designated Territory and you will have no rights to this Non-Traditional Site.

1.5.3 This Section 1.5 does not prohibit us or our affiliates from: (a) operating and franchising others to operate, during the Initial Term, KPOT Restaurants at any location outside of the Designated Territory; (b) operating and franchising others to operate, after this Agreement terminates or expires, KPOT Restaurants at any location, including locations inside the Designated Territory; and (c) operating and franchising others to operate at any location, during or after the Initial Term, any type of restaurant other than a KPOT Restaurant.

1.5.4 The restrictions contained in this Section do not apply to KPOT Restaurants in operation, under lease or construction or other commitment to open in the Designated Territory as of the Effective Date.

1.5.5 Except as expressly limited by this Section 1.5, we and our affiliates have the right to conduct any business activities, under any name, in any geographic area and at any location,

regardless of the proximity to the Restaurant or the economic effect on your Restaurant or activities under this Agreement.

## **1.6 Forms of Agreement**

You acknowledge that, over time, we have entered, and will continue to enter, into agreements with other franchisees that may contain provisions, conditions and obligations that differ from those contained in this Agreement. The existence of different forms of agreement and the fact that we and other franchisees may have different rights and obligations does not affect our or your duties to comply with the terms of this Agreement.

## **ARTICLE 2** **SITE SELECTION, PLANS AND CONSTRUCTION**

### **2.1 Your Responsibility to Locate a Site**

You assume all cost, liability, expense and responsibility for locating, obtaining and developing a site for the Restaurant within the Designated Territory, and for constructing and equipping the Restaurant at such site. You shall not make any binding commitment to a prospective vendor or lessor of real estate with respect to a site for the Restaurant unless the site is accepted by us as set forth below. You acknowledge that the location, selection, procurement and development of a site for the Restaurant is your responsibility; that in discharging such responsibility you shall consult with real estate and other professionals of your choosing, unless we designate a supplier for these services; and that our approval of a prospective site and the rendering of assistance in the selection of a site does not constitute a representation, promise, warranty or guarantee, express or implied, by us that the Restaurant operated at that site will be profitable or otherwise successful.

### **2.2 Site Selection**

2.2.1 If you do not already have possession of a location that we have accepted upon your execution of this Agreement, then within sixty (60) days of the date this Agreement is executed you shall (a) locate a site for the Restaurant that satisfies the site selection guidelines provided to you by us pursuant to Section 5.1, (b) submit to us in the form specified by us a description of the site, including evidence reasonably satisfactory to us demonstrating that the site satisfies our site selection guidelines, together with such other information and materials as we may reasonably require, including, but not limited to, a letter of intent or other evidence satisfactory to us which confirms your favorable prospects for obtaining the site, and (c) secure the site accepted by us by lease, sublease or purchase agreement. We shall have thirty (30) days after receipt of this information and materials to accept or decline, in our sole discretion, the proposed site as the location for the Restaurant. We may, if we determine it is necessary, conduct one (1) on-site evaluation of the proposed location for the Restaurant. You shall pay to us our then-current per diem fee for each representative we send to conduct the on-site evaluation, and you shall be responsible for any and all expenses incurred by our representatives in connection with the on-site evaluation including, without limitation, costs of travel, lodging and meals. No site may be used for the location of the Restaurant unless it is first accepted in writing by us. You acknowledge and agree that our acceptance of a location for the Restaurant is not a warranty or guaranty, express or implied, that you will achieve any particular level of success at the location or that your Restaurant will be profitable. Our acceptance of a location for the Restaurant only signifies that the location meets our then-current minimum criteria for a KPOT Restaurant. We reserve the right to approve deviations from our site selection standards based on the individual factors and components of a particular site, but any such approvals shall be granted in our sole discretion. If you are unable to locate and secure a site for your Restaurant within sixty (60) days after this Agreement is executed, we may terminate this Agreement.

2.2.2 If you elect to purchase the premises for the Restaurant, you shall submit a copy of the proposed contract of sale to us for our written approval prior to its execution and shall furnish to us a copy of the executed contract of sale within ten (10) days after execution. If you will occupy the premises of the Restaurant under a lease or sublease, you shall submit a copy of the lease or sublease to us for written acceptance prior to its execution and shall furnish to us a copy of the executed lease or sublease within ten (10) days after execution. No lease or sublease for the Restaurant premises shall be accepted by us unless a Collateral Assignment of Lease, prepared by us and executed by us, you and the lessor or sublessor, in substantially the form attached as Attachment B, is attached to the lease and incorporated therein. We shall have ten (10) days after receipt of the lease, sublease or the proposed contract of sale to either accept or decline such documentation prior to its execution. If we do not provide our specific approval of the lease, sublease or contract of sale within this ten (10) day period, then it shall be deemed not accepted.

2.2.3 After we have accepted the location for your Restaurant and that Accepted Location is acquired by you pursuant to this Agreement, the Accepted Location and your Designated Territory shall be described in Attachment A.

### **2.3 Zoning Clearances, Permits, and Licenses**

You shall be responsible for obtaining all zoning classifications and clearances which may be required by state or local laws, ordinances or regulations or which may be necessary as a result of any restrictive covenants relating to the Accepted Location. Prior to beginning the construction of the Restaurant, you shall (i) obtain all permits, licenses and certifications required for the lawful construction or remodeling and operation of the Restaurant, and (ii) certify in writing to us that the insurance coverage specified in Article 12 is in full force and effect (or provide us with a certificate of insurance evidencing coverage) and that all required approvals, clearances, permits and certifications have been obtained. Upon written request, you shall provide to us additional copies of your insurance policies or certificates of insurance and copies of all such approvals, clearances, permits and certifications.

### **2.4 Design of Restaurant**

You must obtain any architectural, engineering and design services required for the construction of the Restaurant at your own expense from an architectural design firm approved or designated by us. You shall adapt the prototypical architectural and design plans and specifications for construction of the Restaurant provided to you by us in accordance with Section 5.3 as necessary for the construction of the Restaurant and shall submit such adapted plans to us for our review. Such plans must comply with applicable laws (including the Americans with Disabilities Act), ordinances and building codes for the city and state in which the Restaurant will be located. If we determine, in our reasonable discretion, that any such plans are not consistent with the best interests of the System, we may prohibit the implementation of such plans, and in this event will notify you of any objection(s) within ten (10) days of receiving such plans. If we fail to notify you of an objection to the plans within this time period, you may use such plans. If we object to any such plans, we shall provide you with a reasonably detailed list of changes necessary to make the plans acceptable. We shall, upon a re-submission of the plans with such changes, notify you within ten (10) days of receiving the resubmitted plans whether the plans are acceptable. If we fail to notify you in writing of any objection within such time period, you may use the resubmitted plans. You acknowledge that our review of such plans relates only to compliance with the System and that acceptance by us of such plans does not constitute a representation, warranty, or guarantee, express or implied, by us that such plans are accurate or free of error concerning their design or structural application, or that such plans comply with any laws, ordinances or building codes applicable to the Accepted Location.

## 2.5 Build-Out of Restaurant

You shall commence and diligently pursue construction or remodeling (as applicable) of the Restaurant. Commencement of construction shall be defined as the time at which any site work is initiated by you or on your behalf at the location accepted for the Restaurant. Site work includes, without limitation, paving of parking areas, installing outdoor lighting and sidewalks, extending utilities, demising of interior walls and demolishing of any existing premises. During the time of construction or remodeling, you shall provide us with such periodic reports regarding the progress of the construction or remodeling as may be reasonably requested by us. In addition, we may make such on-site inspections as we may deem reasonably necessary to evaluate such progress. You shall notify us of the scheduled date for completion of construction or remodeling no later than thirty (30) days prior to such date. Within a reasonable time after the date of completion of construction or remodeling, we may, at our option, conduct an inspection of the completed Restaurant. You acknowledge and agree that you will not open the Restaurant for business without our written authorization and that authorization to open shall be conditioned upon your strict compliance with this Agreement and your certification to us, in the form attached hereto as Attachment J, that the Restaurant has been constructed in compliance with the Americans with Disabilities Act.

## 2.6 Opening Date; Time is of the Essence

You acknowledge that time is of the essence. Subject to your compliance with the conditions stated below, you shall open the Restaurant and commence business not later than ~~twelve~~twenty one (~~12~~21) months after the Effective Date. The date the Restaurant actually opens for business to the public is herein called the "Opening Date". Prior to opening, you shall complete all exterior and interior preparations for the Restaurant, including installation of equipment, fixtures, furnishings and signs, pursuant to the plans and specifications reasonably approved by us, and shall comply with all of your other pre-opening obligations, including, but not limited to, those obligations described in Sections 6.2 through 6.7, to our reasonable satisfaction. If you fail to reasonably comply with any of such obligations, ~~except for delay caused by a force majeure event as described in Section 17.1.3(e),~~ we shall have the right to prohibit you from commencing business. Prior to opening the Franchised Business, and before any renovation to the Franchised Business, you shall execute an Americans with Disabilities Act Certification in the form attached to this Agreement as Attachment J that certifies in writing to us that the Franchised Business and any proposed renovations comply with the Americans with Disabilities Act. If you are unable to open your Restaurant within the timeframe required herein, we may terminate this Agreement.

# ARTICLE 3

## TERM AND RENEWAL

### 3.1 Term

Unless sooner terminated as provided in Article 17 hereof, the term of this Agreement shall continue from the date stated on the first page hereof for a period of twenty (20) years ("Initial Term").

### 3.2 Renewal

If you satisfy each of the requirements set forth below, you may renew for up to one (1) additional term of ten (10) years.

3.2.1 You shall have been, throughout the initial term of this Agreement (and any previous and then-current renewal term, as the case may be), in substantial compliance, and at the expiration of such Initial Term (and any previous and then-current renewal term, as the case may be) are in full compliance, with this Agreement, your lease or sublease and all other agreements between you and us or companies or persons associated or affiliated with us.

3.2.2 You shall, within six (6) months before the expiration of the Initial Term or then-current renewal term, as the case may be, but not later than three (3) months before the expiration of the Initial Term or then-current renewal term, as the case may be, provide written notice to us that you wish to renew this Agreement, and we, in turn, shall provide you with any documents that you are required to execute for the renewal term, which documents may include, but are not limited to, a general release, our then-current Franchise Agreement and all other ancillary agreements, instruments and documents then customarily used by us in the granting of KPOT franchises (all of which will contain terms and fees substantially the same as those included in Franchise Agreements being executed at the time of renewal, and which will not obligate you to pay a further initial franchise fee, but will require payment of the then-current renewal fee) (the “Renewal Franchise Documents”). As part of the process of renewing this Agreement, we reserve the right to re-evaluate the then-existing Territory according to certain demographics and our then-current standards. A re-evaluation of the Territory may result in the renewal Territory being smaller or larger than the original Territory.

3.2.3 You shall execute the Renewal Franchise Documents and all other documents and instruments that we require in order to renew this Agreement. You shall return the executed Renewal Franchise Documents to us by no later than the expiration date of the Initial Term. If we do not receive the executed documents by such expiration date, then this Agreement shall expire, you shall have no further rights under this Agreement, and you shall comply with the provisions of Article 18 and any other provisions that survive termination or expiration of this Agreement.

3.2.4 After we have received from you all executed Renewal Franchise Documents and the renewal fee, we shall inspect your Restaurant to determine the extent of any required updating, remodeling, redecorating or other refurbishment for the Restaurant in order to bring the Restaurant up to our then-current image and standards for new KPOT Restaurants. We will provide notice to you of the modifications you shall be required to make and you shall have six (6) months from the date of such notice to effectuate such modifications. If you fail or refuse to make the required modifications, we shall have the right to terminate the Renewal Franchise Documents.

### **3.3 Refusal to Renew Franchise Agreement**

We can refuse to renew your franchise if your lease, sublease or other document by which you have the right to occupy the Accepted Location is not extended before your renewal term is to take effect to cover the period of the renewal or if you do not have a written commitment from your landlord to renew the lease or sublease for a period at least equal to the renewal term. We may also refuse to renew your franchise under other circumstances, including, but not limited to, your failure to substantially comply with the terms of this Agreement, your failure to pay amounts owed to us when due, or your failure to cure of any defaults incurred during the initial term of this Agreement, if applicable.

### **3.4 Renewal Under Law**

Even though we decline the renewal of your franchise, it is possible that we can be required to renew it under a law, rule, regulation, statute, ordinance, or legal order that is applicable at the time. If that happens, to the extent it is allowed by the applicable law, rule, regulation, statute, ordinance or order, your renewal term will be subject to the conditions of the Franchise Agreement we are using for new franchisees at the time the renewal period begins. If we are not then offering new franchises, your renewal period will be subject to the terms in the then-current Franchise Agreement that we indicate. If for any reason that is not allowed, the renewal term will be governed by the terms of this Agreement.

### **3.5 Your Election Not to Renew**

For the purposes hereof, you shall be deemed to have irrevocably elected not to renew the Franchise hereunder (and the option to do so shall thereupon terminate) if you fail to execute and return to us any of the Renewal Franchise Documents required by us for a renewal franchise or if you provide written notice to us within the final sixty (60) days of the Initial Term or then-current renewal term, as the case may be, indicating that you do not wish to renew this Agreement.

## **ARTICLE 4**

### **FEES**

#### **4.1 Initial Franchise Fee; Training Fee**

4.1.1 You shall pay to us an initial franchise fee of Fifty Thousand Dollars (\$50,000) which shall be paid upon the execution of this Agreement, less any amount credited against the initial franchise fee pursuant to the terms of a multi-unit development agreement between you (as multi-unit developer) and us. The amount of the initial franchise fee when paid, shall be deemed fully earned in consideration of the administrative and other expenses incurred by us in granting the franchise hereunder and for our lost or deferred opportunity to grant such franchise to another party, and the initial franchise fee is not refundable under any circumstances.

4.1.2 In addition to the initial franchise fee, not later than thirty (30) days before your trainees are scheduled to attend our initial training program, you shall pay to us a training fee equal to Three Thousand Dollars (\$3,000) per trainee for up to three (3) trainees. For any additional trainees, you agree to pay our then-current per person training fee as described in Section 6.4 below. The training fee shall be fully earned upon receipt and shall not be refundable under any circumstances.

#### **4.2 Royalty Fees**

4.2.1 During the term of this Agreement, you shall pay to us, in partial consideration for the rights herein granted, a continuing monthly royalty fee equal to five percent (5%) of Gross Sales ("Royalty Fee"). Such royalty fee shall be due and payable by the fifth (5<sup>th</sup>) of each calendar month based on the Gross Sales for the previous calendar month, provided that such day is a business day. If the date on which such payments would otherwise be due is not a business day, then payment shall be due on the next business day.

4.2.2 Each such royalty fee shall be preceded by a royalty report itemizing the Gross Sales for the preceding calendar month ("Royalty Report") and any other reports required hereunder. Notwithstanding the foregoing, you shall provide us with such Royalty Report by the fifth (5<sup>th</sup>) of each calendar month by modem or, if not reasonably available, by facsimile transmission or such other method of delivery as we may reasonably direct. As stated herein, we have the right to poll your point of sale system directly to obtain such Gross Sales information, but this does not diminish your responsibility to provide us with the required Royalty Report.

4.2.3 If any state imposes a sales or other tax on the Royalty Fees, then we have the right to collect this tax from you.

4.2.4 If a state or local law in which the Restaurant is located prohibits or restricts in any way your ability to pay and our ability to collect Royalty Fees or other amounts based on Gross Sales derived from the sale of alcoholic beverages at the Restaurant then we and you shall increase the percentage rate for calculating Royalty Fees, and change the definition of Gross Sales to exclude sales of alcoholic beverages, in a manner such that the Royalty Fees to be paid by you, and received by us, shall

be equal to such amounts as you would have been required to pay, and we would have received, if sales from alcoholic beverages were included in Gross Sales.

#### **4.3 Brand Development Fee**

4.3.1 In addition to the Royalty Fee described in Section 4.2 above, you agree to pay to us a Brand Development Fee in an amount equal to Two Thousand Dollars (\$2,000) per month once the Brand Development Fund is established. Such amount shall be contributed to a Brand Development Fund maintained by us, as described in Section 8.3 below. The Brand Development Fee is payable to us at the same time and in the same manner as the Royalty Fee. We shall have the right, with thirty (30) days' prior written notice to you, to increase the Brand Development Fee up to Two Thousand Five Hundred Dollars (\$2,500) per month.

4.3.2 We may periodically receive allowances, rebates or other payments from approved suppliers based on purchases from such suppliers by our franchisees, and we may elect to contribute such allowances, rebates or other payments to the Brand Development Fund. You understand and acknowledge, however, that any such contribution of these amounts by us to the Brand Development Fund does not in any manner diminish or eliminate your obligation to pay the Brand Development Fee.

**4.4 Technology Fee.** During the term of this Agreement, we reserve the right to establish a Technology Fee in an amount then-determined by us. The Technology Fee includes software development and maintenance fees of any software that we require you to obtain from us. The Technology Fee is payable to us at the same time and in the same manner as the Royalty Fee. If we do establish a Technology Fee, we reserve the right to increase it upon thirty (30) days written notice.

**4.5 Field Representative Fee.** During the term of this Agreement, you shall pay us our then-current Field Representative Fee.

#### **4.6 Payments to Us**

You will pay the Royalty Fee, Brand Development Fee and any other payments due to us and/or our affiliates by check only. If you do not provide a Royalty Report when required, we may charge you one hundred twenty percent (120%) of the last Royalty Fee that you paid or owed. If the Royalty Fee charged is less than the Royalty Fee you actually owe to us, once we have been able to determine the Restaurant's true and correct Gross Sales, we will invoice your account for the balance. If the Royalty Fee we invoice is greater than the Royalty Fee you actually owe, we will credit the excess against the amount payable to us by you, during the following calendar month. If payments are not received when due, interest may be charged by us in accordance with Section 4.6 below.

#### **4.7 Interest on Overdue Amounts**

You shall not be entitled to withhold payments due us under this Agreement on grounds of alleged non-performance by us hereunder. Any payment or report not actually received by us on or before its due date shall be deemed overdue. Time is of the essence with respect to all payments to be made by you to us. All unpaid obligations under this Agreement shall bear interest from the date due until paid at the lesser of (i) eighteen percent (18%) per annum; or (ii) the maximum rate allowed by applicable law. Notwithstanding anything to the contrary contained herein, no provision of this Agreement shall require the payment or permit the collection of interest in excess of the maximum rate allowed by applicable law. If any excess of interest is provided for herein, or shall be adjudicated to be so provided in this Agreement, the provisions of this paragraph shall govern and prevail, and neither you nor your Controlling Principals shall be obligated to pay the excess amount of such interest. If for any reason interest in excess of the maximum rate allowed by applicable law shall be deemed charged, required or

permitted, any such excess shall be applied as a payment and reduction of any other amounts which may be due and owing hereunder, and if no such amounts are due and owing hereunder then such excess shall be repaid to the party that paid such interest.

#### **4.8 Definition of Gross Sales**

“Gross Sales” shall mean the total selling price of all services and products and all income of every other kind and nature related to the Restaurant, whether for cash or credit and regardless of collection in the case of credit. If a cash shortage occurs, the amount of Gross Sales will be determined based on the records of the point of sale system and any cash shortage will not be considered in the determination. Gross Sales expressly excludes taxes collected from your customers and paid to the appropriate taxing authority and customer refunds or adjustments.

#### **4.9 Insufficient Funds Fees**

If there are not sufficient funds in your account to permit us to debit the account for the payments you owe us, you will pay to us our then-current insufficient funds fee. This fee is in addition to interest on any overdue amount, as described in Section 4.6 above, and any fees charged by your bank. If you incur three (3) insufficient funds fees within any twelve (12) month period, we may terminate this Agreement without providing you the opportunity to cure the default.

#### **4.10 Payment of Additional Fees**

You shall pay such other fees or amounts described in this Agreement.

### **ARTICLE 5** **OUR OBLIGATIONS**

We agree to provide the services described below with regard to the Restaurant:

#### **5.1 Site Selection Guidelines**

We will provide our written site selection guidelines and such site selection assistance as we may deem advisable.

#### **5.2 On-Site Evaluation**

We will, if we deem it necessary, conduct one (1) on-site evaluation of a site that you propose to us for your Restaurant, provided that we have received all required information and materials concerning such site prepared pursuant to Article 2.

#### **5.3 Design Plans**

We will provide, on loan, one (1) set of prototypical architectural and design plans and specifications for a Restaurant. You shall, at your expense, have such architectural and design plans and specifications adapted for construction of the Restaurant in accordance with Article 2 using an architect or design that we have approved or designated.

#### **5.4 Confidential Operations Manual**

If we elect to develop an operations manual, we will provide, on loan, one (1) set of such confidential operations manuals and such other manuals and written materials as we shall have developed for use in the Franchised Business (as the same may be revised by us from time to time, the “Manuals”),

as more fully described in Section 10.1, when such Manuals are available. The Manuals may, in our discretion, be provided electronically or via an intranet website for all KPOT Restaurants in the System.

#### **5.5 Visits and Evaluations**

We will visit the Restaurant and evaluate the products sold and services rendered therein from time to time as reasonably determined by us, as more fully described in Section 7.5.6.

#### **5.6 Marketing and Promotional Materials**

We shall have the right to review and approve or disapprove all marketing and promotional materials that you propose to use, pursuant to Article 8.

#### **5.7 Management and Operations Advice**

We will provide advice and written materials concerning techniques of managing and operating the Restaurant from time to time developed by us, including new developments and improvements in Restaurant equipment, food products and the packaging and preparation thereof, and menu items. Notwithstanding the foregoing, you understand and acknowledge that we reserve the right, in our sole discretion, to grant to certain KPOT Restaurants variances from our standard menu to accommodate regional or local tastes or ingredients. Nothing in this Agreement requires us to grant to you a similar variance.

#### **5.8 Products for Resale**

From time to time and at our reasonable discretion, at a reasonable cost, we shall make available for resale to your customers certain merchandise identifying the System, such as logoed merchandise and memorabilia, and other proprietary products in sufficient amounts to meet customer demand. We may specify that you must purchase such merchandise from us, our affiliate, or another designated supplier.

#### **5.9 Approved Suppliers**

We will provide a list of approved suppliers as described in Section 7.4 from time to time as we deem appropriate.

#### **5.10 Initial Training Program**

We will provide an initial training program for up to three (3) people, as well as other training programs in accordance with the provisions of Section 6.4.

#### **5.11 Opening Assistance**

We will provide on-site opening assistance at the Restaurant in accordance with the provisions of Section 6.4.

#### **5.12 Brand Development Fund**

We will establish and administer a brand development fund in accordance with Article 8.

**ARTICLE 6**  
**YOUR AGREEMENTS, REPRESENTATIONS, WARRANTIES AND COVENANTS**

**6.1 Use Commercially Reasonable Efforts**

Each of you and the Controlling Principals covenants and agrees that they shall make all commercially reasonable efforts to operate the Restaurant so as to achieve optimum sales.

**6.2 Representations of Corporate Entity**

If you are a corporation, limited liability company, or partnership, you and the Controlling Principals represent, warrant and covenant that:

6.2.1 You are duly organized and validly existing under the state law of your formation;

6.2.2 You are duly qualified and are authorized to do business in each jurisdiction in which your business activities or the nature of the properties owned by you require such qualification;

6.2.3 Your corporate charter, operating agreement, or written partnership agreement shall at all times provide that your activities are confined exclusively to the operation of the Restaurant, unless otherwise consented to in writing by us;

6.2.4 The execution of this Agreement and the consummation of the transactions contemplated hereby are within your corporate power, if you are a corporation, or if you are a limited liability company, permitted under your operating agreement, or if you are a partnership, permitted under your written partnership agreement and have been duly authorized by you;

6.2.5 If you are a corporation or a limited liability company, copies of your articles of incorporation, bylaws, operating agreement, other governing documents, any amendments thereto, resolutions of the Board of Directors authorizing entry into and performance of this Agreement, and any certificates, buy-sell agreements or other documents restricting the sale or transfer of stock of the corporation, and any other documents as may be reasonably required by us shall be furnished to us prior to the execution of this Agreement; or, if you are a partnership, copies of your written partnership agreement, other governing documents and any amendments thereto shall be furnished to us prior to the execution of this Agreement, including evidence of consent or approval of the entry into and performance of this Agreement by the requisite number or percentage of partners, if such approval or consent is required by your written partnership agreement;

6.2.6 If you are a corporation, partnership or other form of legal entity other than an individual, the ownership interests in you are accurately and completely described in Attachment C. Further, if you are a corporation, you shall maintain at all times a current list of all owners of record and all beneficial owners of any class of voting securities in you or, if you are a partnership or other form of legal entity, you shall maintain at all times a current list of all owners of an interest in the partnership or entity. You shall immediately provide a copy of the updated list of all owners to us upon the occurrence of any change of ownership and otherwise make your list of owners available to us upon reasonable written request;

6.2.7 If you are a corporation, you shall maintain stop-transfer instructions against the transfer on your records of any of equity securities and each stock certificate representing stock of the corporation shall have conspicuously endorsed upon it a statement in a form satisfactory to us that it is held subject to all restrictions imposed upon assignments by this Agreement. If you are a partnership or

limited liability company, your written agreement shall provide that ownership of an interest in the entity is held subject to all restrictions imposed upon assignments by this Agreement;

6.2.8 You must have provided us with your most recent financial statements. Such financial statements present fairly your financial position, at the dates indicated therein and with respect to you, the results of your operations and your cash flow for the years then ended. You agree that you shall maintain at all times, during the term of this Agreement, sufficient working capital to fulfill your obligations under this Agreement. Each of the financial statements mentioned above shall be certified as true, complete and correct and shall have been prepared in conformity with generally accepted accounting principles applicable to the respective periods involved and, except as expressly described in the applicable notes, applied on a consistent basis. No material liabilities, adverse claims, commitments or obligations of any nature exist as of the date of this Agreement, whether accrued, unliquidated, absolute, contingent or otherwise, which are not reflected as liabilities on your financial statements.

6.2.9 If, after the execution of this Agreement, any person ceases to qualify as one of your Principals (defined in Section 19.17) or if any individual succeeds to or otherwise comes to occupy a position which would, upon designation by us, qualify him as one of your Principals, you shall notify us within ten (10) days after any such change and, upon designation of such person by us as one of your Principals or as a Controlling Principal, as the case may be, such person shall execute such documents and instruments (including, as applicable, this Agreement) as may be required by us to be executed by others in such positions;

6.2.10 Your Principals shall each execute and bind themselves to the confidentiality and non-competition covenants set forth in the Confidentiality and Non-Competition Agreement which forms Attachment D-1 to this Agreement (see Sections 10.2.2 and 10.3.4). The Controlling Principals shall, jointly and severally, guarantee your performance of all of your obligations, covenants and agreements hereunder pursuant to the terms and conditions of the guaranty contained herein, and shall otherwise bind themselves to the terms of this Agreement as stated herein; and

6.2.11 You and the Controlling Principals acknowledge and agree that the representations, warranties and covenants set forth above in Sections 6.2.1 through 6.2.10 are continuing obligations of you and the Controlling Principals, as applicable, and that any failure to comply with such representations, warranties and covenants shall constitute a material event of default under this Agreement. You and the Controlling Principals will cooperate with us in any efforts made by us to verify compliance with such representations, warranties and covenants.

### **6.3 Restaurant Management**

~~You shall act as general manager (When you sign your agreement, you must designate and retain at all times an individual to serve as the “General Manager”) to direct the operation and management of the Restaurant and. We recommend that you be the General Manager. Your General Manager must be a full-time employee, and must have successfully completed our training program and be certified by us to operate your Restaurant. If the General Manager cannot serve in the position or does not meet the requirements, he or she must be replaced within 30 days after the General Manager stops serving or no longer meets the requirements. You must have the number of managers and other employees sufficient to efficiently operate your Restaurant. We do not require that any of your managers have an ownership interest in you. While your Restaurant is open, you must have at least one certified manager on-site. You will determine the number of additional managers and other personnel required to efficiently operate the Restaurant in accordance with our System. At all times while your Restaurant is open and operating, you must be on-site at your Restaurant. As General Manager, you~~Notwithstanding any delegation to any additional managers you hire, you are ultimately responsible for the conduct of the Franchised Business

and for ensuring compliance with this Agreement. You shall be responsible for the daily operation of the Restaurant. ~~As General Manager, you~~ You shall continue to meet the following qualifications, for the entire term of the Franchise Agreement:

6.3.1 You will continue to satisfy our educational and business experience criteria as set forth in the Manuals as defined herein or otherwise in writing by us;

6.3.2 You will continue to devote full time and best efforts to the supervision and management of the Restaurant;

6.3.3 You shall satisfy continuing training requirements, in addition to those set forth in Section 6.4.

#### **6.4 Training**

You agree that it is necessary to the continued operation of the System and the Restaurant that your personnel receive such training as we may reasonably require, and accordingly agree as follows:

6.4.1 (a) Not later than thirty (30) days prior to the Opening Date, up to three (3) trainees (including you, your General Manager, and one (1) additional manager) shall have completed, to our reasonable satisfaction, our initial training program, including classroom training and training in an operating Restaurant at such location(s) as may be designated by us. If you request that we provide our initial training program to any additional trainees, you shall pay our then-current, per person training fee for each additional trainee. You shall be responsible for any and all expenses incurred by your trainees in connection with any initial training program, including, without limitation, costs of travel, lodging, meals and applicable wages, as well as payment of our training fee, as described in Section 4.1.

(b) We shall determine, in our reasonable discretion, whether you have satisfactorily completed initial training. If the initial training program is (i) not completed within the timeframe required by us, (ii) not satisfactorily completed by you, or (iii) if we in our reasonable business judgment, based upon your performance as General Manager, determine that the training program cannot be satisfactorily completed by you, we have the right to terminate this Agreement.

(c) Any manager subsequently designated by you must also receive and complete the initial training program to our satisfaction, even if this requires sending that manager to our headquarters training program, at your expense. We reserve the right to charge a reasonable fee for the initial training we provide to a replacement or successor employee if we have not approved you to provide the training. You must also pay for all expenses you, your managers and other personnel incur for any training program, including costs of travel, lodging, meals and applicable wages. We may approve you to train replacement managers under our training program before permitting you to train your entire staff, if this Agreement is for your third or later Restaurant. You may not train any personnel until we have approved you as a trainer.

6.4.2 In connection with the opening of the Restaurant, we shall provide you with one (1) of our representatives to provide on-site opening assistance and training for up to seven days around your Restaurant opening. You shall pay our then-current weekly additional training fee for this assistance plus the out-of-pocket expenses our representative incurs. If you request that our representative provide additional days of on-site assistance, you agree to all expenses our representative incurs while providing the additional assistance, including, without limitation, our then-current weekly fee and any additional travel, lodging and meals expenses. If this Agreement is for your second (2<sup>nd</sup>) or later Restaurant, we

reserve the right to reduce the duration of such representative's visit or to not provide pre-opening assistance and training.

6.4.3 Upon your reasonable request and if we agree that additional training or assistance is necessary, we shall, during the term hereof and subject to the availability of personnel, provide you with additional trained representatives who shall provide on-site remedial training and assistance to your Restaurant personnel. For this additional training and assistance, you shall pay the weekly fee then being charged to franchisees under the System for the services of such trained representatives, plus their costs of travel, lodging, and meals.

6.4.4 We reserve the right to conduct additional or refresher training programs, seminars and other related activities regarding the operation of the Restaurant. Such training programs and seminars may be offered to you, your managers or other Restaurant personnel generally, and we may designate that such training programs and seminars are mandatory for you as General Manager and/or other Restaurant personnel. We do not anticipate charging a fee for any refresher training, but you will pay for all of the expenses incurred by your trainees, including travel, lodging, meals and wages.

6.4.5 Industry Certifications. In addition to our training requirements, we require you, your General Manager, managers and additional employees we designate to maintain industry certifications from an approved food safety and handling program (ServSafe or a similar program) and approved alcohol service training program (BarSafe or a similar program). These training and certification programs will be at your sole expense, including program fees, travel, lodging, meals and applicable wages. Recertification may be necessary based on the specific requirements of each industry certification program.

## **6.5 Franchisee Meetings**

We reserve the right to hold meetings for all franchisees and other KPOT Restaurant operators, which meetings shall not occur more frequently than annually. We shall not be required to hold such meetings until we believe it is prudent to do so. These meetings may be used to provide additional training, introduce new products or changes to the System, or for other reasons. We reserve the right to designate that attendance at any franchisee meeting is mandatory for you and other Restaurant personnel. We do not anticipate charging a fee for the meeting, but you will pay for all of the expenses incurred by your attendees at the meeting, including travel, lodging, meals and wages.

## **6.7 Compliance with Laws**

You shall comply with all requirements of federal, state and local laws, rules, regulations, and orders, including but not limited to obtaining the appropriate licenses and permits required by your local or state government.

You and your Principals agree to comply, and to assist us to the fullest extent possible in our efforts to comply, with Anti-Terrorism Laws (defined below). In connection with that compliance, you and your Principals certify, represent, and warrant that none of your property or interests is subject to being blocked under, and that you and your Principals otherwise are not in violation of, any of the Anti-Terrorism Laws. "Anti-Terrorism Laws" mean Executive Order 13224 issued by the President of the United States, the USA PATRIOT Act, and all other present and future federal, state, and local laws, ordinances, regulations, policies, lists, and other requirements of any governmental authority addressing or in any way relating to terrorist acts and acts of war. Any violation of the Anti-Terrorism Laws by you or your Principals, or any blocking of your or your Principals' assets under the Anti-Terrorism Laws, shall constitute good cause for immediate termination of this Agreement.

## **6.8 Compliance with All Other Obligations**

You shall comply with all other requirements and perform such other obligations as provided hereunder.

# **ARTICLE 7**

## **FRANCHISE OPERATIONS**

### **7.1 Compliance with Standards**

You understand the importance of maintaining uniformity among all of the Restaurants and the importance of complying with all of our standards and specifications relating to the operation of the Restaurant.

### **7.2 Maintenance of Restaurant**

7.2.1 You shall maintain the Restaurant in a high degree of sanitation, repair and condition, and in connection therewith shall make such additions, alterations, repairs and replacements thereto (but no others without our prior written consent) as may be required for that purpose, including, without limitation, such periodic repainting or replacement of obsolete signs, furnishings, equipment (including, but not limited to, point of sale or computer hardware and software systems), and décor as we may reasonably direct in order to maintain System-wide integrity and uniformity. You shall also obtain, at your cost and expense, any new or additional equipment (including point of sale or computer hardware and software systems), fixtures, supplies and other products and materials which may be reasonably required by us for you to offer and sell new menu items from the Restaurant or to provide the Restaurant services by alternative means, such as through catering or delivery arrangements. No material alterations or improvements or changes of any kind in design, equipment, signs, interior or exterior décor items, fixtures or furnishings shall be made in or about the Restaurant or its premises without our prior written approval, which shall not be unreasonably withheld.

7.2.2 In the event we notify you of any additions, alterations, repairs and replacements required to be made to your Restaurant or the Accepted Location and you fail to make such additions, alterations, repairs and replacements within the timeframe we require, we shall have the right, without liability for trespass or tort, to enter the Accepted Location and make the additions, alterations, repairs and replacements, and you agree to promptly reimburse us for our expenses in so acting.

### **7.3 Remodeling and Redecorating**

To assure the continued success of the Restaurant, you shall, upon our request, upgrade, remodel and/or redecorate the Restaurant premises, equipment (including point of sale or computer hardware and software systems), signs, interior and exterior décor items, fixtures, furnishings, supplies and other products and materials required for the operation of the Restaurant to our then-current System-wide standards and specifications. We agree that we shall not request such upgrading, remodeling and/or redecorating more frequently than every five (5) years during the term of this Agreement, except that if the Restaurant franchise is transferred pursuant to Article 14, we may request that the transferee remodel and/or redecorate the Restaurant premises as described herein.

### **7.4 Approved Suppliers**

7.4.1 You shall comply with all of our standards and specifications relating to the purchase of all food and beverage items, ingredients, supplies, materials, fixtures, furnishings, equipment (including point of sale and computer hardware and software systems) and other products used or offered for sale at the Restaurant. Except as provided in Sections 7.6 and 7.7 with respect to certain materials

bearing the Marks and proprietary products, you shall obtain such items from suppliers (including manufacturers, distributors and other sources) who continue to demonstrate the ability to meet our then-current standards and specifications for food and beverage items, ingredients, supplies, materials, fixtures, furnishings, equipment and other items used or offered for sale at Restaurants and who possess adequate quality controls and capacity to supply your needs promptly and reliably; and who have been approved in writing by us prior to any purchases by you from any such supplier; and who have not thereafter been disapproved by us.

7.4.2 If you desire to purchase, lease or use any unapproved products or other items, or you desire to purchase or lease from an unapproved supplier, you shall submit to us a written request for approval of such product or supplier, or shall request the supplier itself to do so. You shall ~~pay our then-current evaluation fee for each product or supplier you request to have approved, and you shall~~ reimburse the reasonable expenses we incur related to our evaluation of the proposed product or supplier. You shall not purchase or lease any product or from any supplier until and unless such product or supplier has been approved in writing by us. We shall have the right to require that our representatives be permitted to inspect the proposed supplier's facilities, and that samples from the supplier be delivered, either to us or to an independent laboratory designated by us, for testing. We reserve the right, at our option, to re-inspect from time to time the facilities and products of any such approved supplier and to revoke our approval upon the supplier's failure to continue to meet any of our then-current criteria. Nothing herein shall be construed to require us to approve any particular supplier.

7.4.3 You understand and acknowledge that we may periodically receive payments from approved suppliers, such as in the form of rebates, based on such approved suppliers' sales of products and services to our franchisees. We reserve the right to direct that any supplier rebates, refunds, advertising allowances or other consideration payable or paid as a result of your purchases of non-proprietary goods, services or equipment be paid to us or any affiliate that we may designate. If we do so, then you hereby acknowledge that you will not assert any interest in such monies.

## **7.5 Operation of Restaurant in Compliance with Our Standards**

To ensure that the highest degree of quality and service is maintained, you shall operate the Restaurant in strict conformity with such of our methods, standards and specifications set forth in the Manuals and as may from time to time otherwise be prescribed in writing. In particular, you also agree:

7.5.1 To sell or offer for sale all menu items, products and services required by us and in the method, manner and style of distribution prescribed by us and only as expressly authorized by us in writing in the Manuals or otherwise in writing and to keep the Restaurant open during those days and hours prescribed by us.

7.5.2 To sell and offer for sale only the menu items, products and services that have been expressly approved for sale in writing by us; to refrain from conducting any other business out of your Restaurant or from renting out your Restaurant for purposes which are not affiliated with KPOT and approved by us; to refrain from deviating from our standards and specifications without our prior written consent; and to discontinue selling and offering for sale any menu items, products or services which we may, in our sole discretion, disapprove in writing at any time. Notwithstanding the foregoing, you understand and agree that we have the right, in our sole discretion, to grant to certain KPOT Restaurants variances from our standard menu to accommodate regional or local tastes or ingredients, and that nothing in this Agreement requires us to grant to you a similar variance.

7.5.3 To maintain in sufficient supply and to use and sell at all times only such food and beverage items, ingredients, other products, materials, merchandise, supplies and paper goods that

conform to our standards and specifications; to prepare all menu items in accordance with our recipes and procedures for preparation contained in the Manuals or other written directives, including, but not limited to, the prescribed measurements of ingredients; and to refrain from deviating from our standards and specifications by the use or offer of non-conforming items or differing amounts of any items, without our prior written consent.

7.5.4 To permit us or our agents, during normal business hours, to remove a reasonable number of samples of food or non-food items from your inventory or from the Restaurant, without payment therefor, in amounts reasonably necessary for testing by us or an independent laboratory to determine whether such samples meet our then-current standards and specifications. In addition to any other remedies we may have under this Agreement, we may require you to bear the cost of such testing if the supplier of the item has not previously been approved by us or if the sample fails to conform with our reasonable specifications.

7.5.5 To purchase or lease and install, at your expense, all fixtures, furnishings, equipment (including point of sale and computer hardware and software systems), décor items, signs, delivery vehicles, and related items as we may reasonably direct from time to time in the Manuals or otherwise in writing; and to refrain from installing or permitting to be installed on or about the Restaurant premises, without our prior written consent, any fixtures, furnishings, equipment, delivery vehicles, décor items, signs, games, vending machines or other items not previously approved as meeting our standards and specifications. If any of the property described above is leased by you from a third party, such lease shall be approved by us, in writing, prior to execution. Our approval shall be conditioned upon such lease containing a provision which permits any interest of yours in the lease to be assigned to us upon the termination or expiration of this Agreement and which prohibits the lessor from imposing an assignment or related fee upon us in connection with such assignment.

7.5.6 To grant us and our agents the right to enter upon the Restaurant premises and any delivery/catering vehicle, during normal business hours, for the purpose of conducting inspections; to cooperate with our representatives in such inspections by rendering such assistance as they may reasonably request; and, upon notice from us or our agents and without limiting our other rights under this Agreement, to take such steps as may be necessary to correct immediately any deficiencies detected during any such inspection. Should you, for any reason, fail to correct such deficiencies within fifteen (15) days, we shall have the right and authority (without, however, any obligation to do so) to correct such deficiencies and charge you a reasonable fee for our expenses in so acting, payable by you immediately upon demand, or in our discretion we may terminate this Agreement. In addition, we may require you to attend remedial training at our headquarters or we may send a trainer to your Restaurant to provide remedial training, at your expense, which may include training or weekly fees and reimbursement of travel and living expenses.

7.5.7 To maintain a competent, conscientious, trained staff and to take such steps as are necessary to ensure that your employees preserve good customer relations and comply with such dress code as we may reasonably prescribe from time to time.

7.5.8 To install and maintain equipment and a telecommunications line in accordance with our specifications to permit us to access and retrieve by telecommunication any information stored on a point of sale system (or other computer hardware and software) you are required to utilize at the Restaurant premises as specified by us, thereby permitting us to inspect and monitor electronically information concerning your Restaurant, Gross Sales and such other information as may be contained or stored in such equipment and software. You shall obtain and maintain high speed internet access and/or other means of electronic communication, as specified by us from time to time. It shall be a material default under this Agreement if you fail to maintain such equipment, lines and communication methods in

operation and accessible to us at all times throughout the term of this Agreement. We shall have access as provided herein at such times and in such manner as we shall from time to time specify.

7.5.9 To honor all credit, charge, courtesy or cash cards or other credit devices required or approved by us. You must obtain our written approval prior to honoring any previously unapproved credit, charge, courtesy or cash cards or other credit devices.

7.5.10 To sell or otherwise issue gift cards or certificates (together "Gift Cards") that have been prepared utilizing the standard form of Gift Card provided or designated by us, and only in the manner specified by us in the Manuals or otherwise in writing. You shall fully honor all Gift Cards that are in the form provided or approved by us and issued by you or at your Restaurant. You shall sell, issue, and redeem (without any offset against any Royalty Fees) Gift Cards in accordance with procedures and policies specified by us in the Manuals or otherwise in writing, including those relating to procedures by which you shall request reimbursement for Gift Cards issued by other KPOT Restaurants and for making timely payment to us, other operators of KPOT Restaurants, or a third-party service provider for Gift Cards issued from the Restaurant that are honored by us or other KPOT Restaurant operators. We reserve the right to alter the terms and conditions of any gift card or loyalty programs, including reserving the right to apply changes retroactively to benefits already accrued under such programs.

7.5.11 To issue and honor any loyalty cards that we designate or approve for the System.

## **7.6 Proprietary Products**

You acknowledge and agree that we and our affiliates have developed and may continue to develop for use in the System certain products which are prepared from confidential proprietary recipes and which are trade secrets of us and our affiliates, and other proprietary products bearing the Marks. Because of the importance of quality and uniformity of production and the significance of such proprietary products in the System, it is to the mutual benefit of the parties that we closely control the production and distribution of such proprietary products. Accordingly, you agree that if such proprietary products become a part of the System, you shall use only our secret recipes and proprietary products and shall purchase all of your requirements for such proprietary products solely from us or from a source designated by us. You further agree to purchase from us or our designated supplier for resale to your customers proprietary products and other merchandise identifying the System as we shall require, such as logoed merchandise, memorabilia and promotional products, in amounts sufficient to satisfy your customer demand.

## **7.7 Advertising and Promotional Materials**

You shall require all advertising and promotional materials, signs, decorations, paper goods (including menus and all forms and stationery used in the Franchised Business), and other items which may be designated by us to bear the Marks in the form, color, location and manner prescribed by us, including, without limitation, notations about the ownership of the Marks.

## **7.8 Complaints**

You shall process and handle all consumer complaints connected with or relating to the Restaurant, and shall promptly notify us by telephone and in writing of all of the following complaints: (i) food related illnesses, (ii) environmental, safety or health violations, (iii) claims exceeding Five Hundred Dollars (\$500), and (iv) any other material claims against or losses suffered by you. You shall maintain for our inspection any governmental or trade association inspection reports affecting the Restaurant or

equipment located in the Restaurant during the term of this Agreement and for thirty (30) days after the expiration or earlier termination of this Agreement.

#### **7.9 Power of Attorney for Telephone Listings, etc.**

Upon the execution of this Agreement or at anytime thereafter, you shall, at our option, execute such forms and documents as we deem necessary, including the agreements attached hereto as Attachment F, to appoint us as your true and lawful attorney-in-fact with full power and authority for the sole purpose of assigning to us only upon the termination or expiration of this Agreement, as required under Section 18.15: (i) all rights to the telephone numbers of the Restaurant and any related and other business listings; and (ii) internet listings, domain names, internet accounts, advertising on the internet or world wide web, websites, listings with search engines, email addresses or any other similar listing or usages related to the Franchised Business. You agree that you have no authority to and shall not establish any website or listing on the internet or world wide web without our express written consent, which consent may be denied without reason.

#### **7.10 Power of Attorney for Taxes**

Upon execution of this Agreement or at any time thereafter, you shall, at our option, execute such forms and documents as we deem necessary, including, but not limited to, Attachment G hereto, to appoint us as your true and lawful attorney-in-fact with full power and authority for the sole purpose of obtaining any and all returns and reports filed by you with any state or federal taxing authority relating to the Franchised Business.

#### **7.11 Customer Surveys**

You shall participate in all customer surveys and satisfaction audits, which may require that you provide discounted or complimentary products, provided that such discounted or complimentary sales shall not be included in the Gross Sales of the Restaurant. Additionally, you shall participate in any complaint resolution and other programs as we may reasonably establish for the System, which programs may include, without limitation, providing discounts or refunds to customers.

#### **7.12 Mystery Shopper Service**

We may designate an independent evaluation service to conduct a “mystery shopper” quality control and evaluation program with respect to Restaurants. You agree that the Restaurant will participate in such mystery shopper program, as prescribed and required by us, provided that Restaurants owned by us, our affiliates and our franchisees also will participate in such program to the extent we have the right to require such participation.

#### **7.13 Pricing**

Where permitted by applicable law, we may provide you written advice regarding the maximum prices which you may charge your customers for menu items, products and services provided or sold under the System. Any such advice, if given at all, will be binding on you and you agree to comply with our pricing guidelines. Nothing contained herein shall be deemed a representation by us that if you follow such guidelines you will, in fact, generate a profit. You are obligated to inform us of all prices charged for products sold by you and to inform us of any modifications of your prices. We may exercise rights with respect to pricing programs and products to the fullest extent permitted by then-applicable law. These rights may include (without limitation) establishing the maximum retail prices which you may charge customers for the programs or products offered and sold at your Restaurant; recommending retail prices; advertising specific retail prices for some or all programs, products or sold by your Restaurant, which prices you agree to observe (sometimes known as “price point advertising campaigns”); engaging

in advertising, promotional and related programs which you must participate in and which may directly or indirectly impact your retail prices (such as “buy one, get one free”); and otherwise mandating, directly or indirectly, the maximum retail prices which your Restaurant may charge the public for the programs, products and services it offers. We may engage in any such activity at any time throughout the term of this Agreement. Further, we may engage in such activity only in certain geographic areas (towns, cities, states, regions) and not others, or with regard to certain subsets of franchisees and not others. You acknowledge and agree that any maximum or other prices we establish or suggest may or may not optimize the revenues or profitability of your Restaurant. You entirely waive any and all claims related to our establishment of prices charged at your Restaurant.

#### **7.14 Motor Vehicles**

When you provide catering or delivery services, we anticipate that your employees will use their personal vehicles to provide such services from your Restaurant. We reserve the right to require you to have temporary signage placed on each delivery vehicle. We expect that all delivery vehicles will be kept clean, in good working order and be properly insured. You must have each person providing those services to comply with all laws, regulations and rules of the road and to use due care and caution operating and maintaining the motor vehicles. Except as described in this paragraph, we do not have any standards or exercise control over any motor vehicle that you use.

#### **7.15 Unapproved Products and Services**

In the event you sell any food, beverage, products, novelty items, clothing, souvenirs or perform any services that we have not prescribed, approved or authorized, you shall, immediately upon notice from us: (i) cease and desist offering or providing the unauthorized or unapproved food, beverage, product, premium, novelty item, clothing, souvenir or from performing such services and (ii) pay to us, on demand, our then-current prohibited product or service fine. The prohibited product or service fine shall be in addition to all other remedies available to us under this Agreement or at law.

#### **7.16 On-line Ordering**

When we establish an on-line ordering program, you must participate in our on-line ordering program, which will allow your customers to order menu items on-line for pick-up or delivery (if we permit you to offer delivery services). You agree to pay the costs associated with participation in our on-line ordering program, whether directly to the designated supplier for such program or to us as a reimbursement.

### **ARTICLE 8** **MARKETING AND PROMOTION**

Recognizing the value of marketing and the importance of the standardization of marketing programs to the furtherance of the goodwill and public image of the System, the parties agree as follows:

#### **8.1 Participation in Marketing; Brand Development Programs**

We may from time to time develop and create advertising and sales promotion programs designed to promote and enhance the collective success of all Restaurants operating under the System. You shall participate in all such advertising and sales promotion programs in accordance with the terms and conditions established by us for each program. In all aspects of these programs, including, without limitation, the type, quantity, timing, placement and choice of media, market areas and advertising agencies, the standards and specifications established by us shall be final and binding upon you.

We may, from time to time, incorporate into the System programs, products or services which we either develop or otherwise obtain rights to, which are offered and sold under names, trademarks and/or service marks other than the Proprietary Marks and which your Restaurant, along with other KPOT Restaurants, will be required to offer and sell. This activity, referred to as “cobranding”, may involve changes to the Proprietary Marks and may require you to make modifications to your premises and the furniture, fixtures, equipment, signs and trade dress of your Restaurant. If you receive written notice that we are instituting a cobranding program, you agree promptly to implement that program at your Restaurant at the earliest commercially reasonable time and to execute any and all instruments required to do so. Under no circumstance will any cobranding program increase your Royalty Fees, Brand Development Fee or local marketing expenditure obligations under this Agreement.

## **8.2 Local Marketing**

In addition to the ongoing marketing contributions set forth herein, you shall spend each month throughout the Initial Term an amount equal to One Thousand Seven Hundred Dollars (\$1,700) on marketing and promotion of your Restaurant in your Designated Territory (“Local Marketing”). You shall submit to us, within thirty (30) days of our request, advertising expenditure reports accurately reflecting your Local Marketing expenditures, including verification copies of all marketing and any other information that we require. While you may place advertisements in printed media and on television and radio that are targeted to customers and prospective customers located within your designated territory, you will not be deemed to be in violation of this Agreement if those advertisements, because of the natural circulation of the printed media or reach of television and radio, are viewed by prospective customers outside of your designated territory. You may not directly solicit customers outside of your designated territory. You may not sell any products to any business or other customer at wholesale.

## **8.3 Brand Development Fund**

Recognizing the value of uniform marketing, advertising and promotion to the goodwill and public image of the System, you agree that we or our designee shall have the right to establish, maintain and administer a Brand Development Fund (hereinafter referred to as the “Fund”) for such national and regional advertising programs as we may deem necessary or appropriate, in our sole discretion, as follows:

8.3.1 We shall direct all national and regional brand development programs with sole discretion over the creative concepts, materials, endorsements and media used therein, and the placement and allocation thereof. You understand and acknowledge that the Fund is intended to maximize general public recognition and acceptance of the System and the Marks for the benefit of all KPOT Restaurants operating under the System, and that we undertake no obligation in administering the Fund to ensure that expenditures from the Fund are proportionate or equivalent to your contributions made for your Restaurant, or that any particular Restaurant or franchisee benefits directly or pro rata from the placement of any such advertising.

8.3.2 You agree that the Fund may be used to meet any and all costs of maintaining, administering, directing and preparing national and/or regional advertising materials, programs and public relations activities (including, without limitation, the cost of preparing and conducting television, radio, magazine, billboard, newspaper, direct mail and other media programs and activities, for conducting marketing surveys, test marketing, employing advertising agencies to assist therewith, and providing promotional brochures, coupons and other marketing materials to all franchisees of the System). The Fund may also be used to maintain and optimize our websites. The Fund shall be held in a non-interest bearing account separate from our other funds, and shall not be used to defray any of our general operating expenses, except that we have the right to reimburse ourselves out of the Fund for the total costs (including indirect costs such as salaries for our employees who devote time and effort to Fund related

activities and overhead expenses) of developing, producing and distributing any advertising materials and collecting the Brand Development Fee (including attorneys', auditors' and accountants' fees and other expenses incurred in connection with collecting any Brand Development Fee). We also reserve the right to use a portion of the Fund to subsidize the cost of presenting refresher training and/or a franchisee meeting.

8.3.3 A statement of the operations of the Fund shall be prepared annually by our accountants and shall be made available to you on written request. The cost of the statement shall be paid by the Fund. We are not required to have any Fund statement audited, but if we choose to have the Fund audited it will be at the Fund's expense. Except as expressly provided in this Section 8.3, we assume no direct or indirect liability or obligation to you with respect to the maintenance, direction or administration of the Fund.

8.3.4 Restaurants owned by us or our affiliates may, but are not required to, make contributions to the Fund on the same basis as our franchisees.

8.3.5 Any monies remaining in the Fund at the end of any year will carry over to the next year. Although the Fund is intended to be of perpetual duration, we may terminate the Fund. The Fund shall not be terminated, however, until all monies in the Fund have been expended for advertising or promotional purposes or returned to contributing Stores or those operated by us, without interest, on the basis of their respective contributions.

8.3.6 If we elect to terminate the Fund, we may, in our sole discretion, reinstate the Fund at any time. If we so choose to reinstate the Fund, said reinstated Fund shall be operated as described herein.

8.3.7 Notwithstanding the foregoing, money in the Fund can be used to produce commercials and ad layout templates that you must adapt for your Restaurant and use in Local Marketing, at your expense. The Fund may also develop new menus and table tents for use by all KPOT Restaurants in the System, and we may designate that our approved supplier will automatically ship these items to you, at your expense, when they are to be used.

#### **8.4 Conduct of Marketing; Our Approval**

All marketing and promotion by you in any medium shall be conducted in a professional manner and shall conform to our standards and requirements as set forth in the Manuals or otherwise. You shall obtain our approval of all marketing and promotional plans and materials prior to use if such plans and materials have not been prepared by us or previously approved by us during the twelve (12) months prior to their proposed use. You shall submit such unapproved plans and materials to us not later than fifteen (15) days prior to the date you intend to use them. If we do not provide our specific disapproval of the proposed materials, the proposed materials are deemed to be approved. Any plans and materials that you submit to us for our review will become our property and there will be no restriction on our use or dissemination of such materials. You shall not advertise or use the Marks in any fashion on the internet, world wide web or via other means of advertising through telecommunication without our express written consent.

We reserve the right to require you to include certain language on all marketing to be used locally by you, including, but not limited to, "Franchises Available" and reference to our telephone number and/or website.

## **8.5 Grand Opening Marketing**

In addition to the ongoing marketing contributions and expenditures set forth herein, you shall be required to spend between Ten Thousand Dollars (\$10,000) and Fifty Thousand Dollars (\$50,000) on a grand opening marketing campaign to promote the opening of the Restaurant. The grand opening marketing campaign shall be conducted generally in the initial sixty (60) days following the Restaurant's opening, or such other period of time as we may designate. All marketing proposed to be used in the grand opening marketing campaign are subject to our review and approval in the manner set forth in this Article 8. Your grand opening marketing campaign must include the giveaways and other promotions as we require, and must include a ribbon cutting ceremony.

## **8.6 Websites**

We alone may establish, maintain, modify or discontinue all internet, world wide web and electronic commerce activities pertaining to the System. We have established one or more websites accessible through one or more uniform resource locators ("URLs"). Any websites or other modes of electronic commerce that we establish or maintain, including but not limited to any mobile applications ("apps") that we may introduce, may – in addition to advertising and promoting the products, programs or services available at KPOT Restaurants – also be devoted in part to offering KPOT franchises for sale and be used by us to exploit the electronic commerce rights which we alone reserve.

In addition to these activities, we may also establish an intranet through which downloads of operations and marketing materials, exchanges of franchisee email, System discussion forums and System-wide communications (among other activities) can be done. You may not maintain your own website; otherwise maintain a presence or advertise on the internet or any other mode of electronic commerce in connection with your Restaurant; establish a link to any website we establish at or from any other website or page; or at any time establish any other website, electronic commerce presence or URL which in whole or in part incorporates the "KPOT" name or any names confusingly similar to the Proprietary Marks.

You are not permitted to promote your Restaurant or use any of the Proprietary Marks in any manner on any social or networking websites, such as Facebook, Foursquare, Instagram, LinkedIn or Twitter, without our prior written consent. We will control all social media initiatives. You must comply with our System standards regarding the use of social media in your Restaurant's operation, including prohibitions on your and the Restaurant's employees posting or blogging comments about the Restaurant or the System, other than on a website established or authorized by us ("social media" includes personal blogs, common social networks like Facebook, Foursquare, Instagram and MySpace, professional networks like LinkedIn, live-blogging tools like Twitter, virtual worlds, file, audio and video-sharing sites, and other similar social networking or media sites or tools). We will provide access to branded social media pages/handles/assets, and you must update these regularly. We reserve the right to conduct collective/national campaigns via local social media on your behalf.

We alone will be, and at all times will remain, the sole owner of the copyrights to all material which appears on any website we establish and maintain.

## **8.7 Advisory Council**

We may, in our discretion, form an advisory council to work with us to improve the System, the products offered by KPOT Restaurants, advertising conducted by the Brand Development Fund, and any other matters that we deem appropriate. If an advisory council is formed, it will act solely in an advisory capacity, and will not have decision making authority. We will have the right to form, change, merge or dissolve any advisory council. We may develop by-laws for the governance of any advisory council.

If formed, an advisory council will be comprised of our representatives and franchisee representatives. Franchisee representatives may be selected by us or by a vote of other franchisees in the System. If you participate on an advisory council, you will pay any expenses you incur related to your participation, such as travel and living expenses to attend council meetings.

## **ARTICLE 9** **MARKS**

### **9.1 Use of Marks**

We grant you the right to use the Marks during the term of this Agreement in accordance with the System and related standards and specifications.

### **9.2 Ownership of Marks; Limited License**

You expressly understand and acknowledge that:

9.2.1 We are the owner or the licensee of the owner of all right, title and interest in and to the Marks and the goodwill associated with and symbolized by them. All references herein to our right, title and interest in the Marks shall be deemed to include the owner's right, title and interest in the Marks.

9.2.2 Neither you nor any Controlling Principal shall take any action that would prejudice or interfere with the validity of our rights with respect to the Marks. Nothing in this Agreement shall give the you any right, title, or interest in or to any of the Marks or any service marks, trademarks, trade names, trade dress, logos, copyrights or proprietary materials, except the right to use the Marks and the System in accordance with the terms and conditions of this Agreement for the operation of the Restaurant and only at or from its accepted location or in approved advertising related to the Restaurant.

9.2.3 You understand and agree that the limited license to use the Marks granted hereby applies only to such Marks as are designated by us, and which are not subsequently designated by us as being withdrawn from use, together with those which may hereafter be designated by us in writing. You expressly understand and agree that you are bound not to represent in any manner that you have acquired any ownership or equitable rights in any of the Marks by virtue of the limited license granted hereunder, or by virtue of your use of any of the Marks.

9.2.4 You understand and agree that any and all goodwill arising from your use of the Marks and the System shall inure solely and exclusively to our benefit, and upon expiration or termination of this Agreement and the license herein granted, no monetary amount shall be assigned as attributable to any goodwill associated with your use of the Marks.

9.2.5 You shall not contest the validity of or our interest in the Marks or assist others to contest the validity of or our interest in the Marks.

9.2.6 You acknowledge that any unauthorized use of the Marks shall constitute an infringement of our rights in the Marks and a material event of default hereunder. You agree that you shall provide us with all assignments, affidavits, documents, information and assistance we reasonably request to fully vest in us all such rights, title and interest in and to the Marks, including all such items as are reasonably requested by us to register, maintain and enforce such rights in the Marks.

9.2.7 If it becomes advisable at any time, in our discretion, to modify or discontinue use of any Mark and/or to adopt or use one or more additional or substitute proprietary marks, then you shall be obligated to comply with any such instruction by us. We shall not have any obligation in such event to reimburse you for your documented expenses of compliance. You waive any other claim arising from or relating to any Mark change, modification or substitution. We will not be liable to you for any expenses, losses or damages sustained by you as a result of any Mark addition, modification, substitution or discontinuation. You covenant not to commence or join in any litigation or other proceeding against us for any of these expenses, losses or damages.

### **9.3 Limitation on Use of Marks**

With respect to your licensed use of the Marks pursuant to this Agreement, you further agree that:

9.3.1 Unless otherwise authorized or required by us, you shall operate and advertise the Restaurant only under the name “KPOT” without prefix or suffix. You shall not use the Marks as part of your corporate or other legal name, and shall obtain our approval of a trade name or “d/b/a” prior to filing it with the applicable state authority.

9.3.2 During the term of this Agreement and any renewal hereof, you shall identify yourself as the independent owner of the Restaurant in conjunction with any use of the Marks, including, but not limited to, uses on invoices, order forms, receipts and contracts, as well as the display of a notice in such content and form and at such conspicuous locations on the premises of the Restaurant or any delivery vehicle as we may designate in writing.

9.3.3 You shall not use the Marks to incur any obligation or indebtedness on our behalf;

9.3.4 You shall comply with our instructions in filing and maintaining the requisite trade name or fictitious name registrations, and shall execute any documents deemed necessary by us or our counsel to obtain protection of the Marks or to maintain their continued validity and enforceability.

### **9.4 Notification of Infringement or Claim**

You shall notify us immediately by telephone and thereafter in writing of any apparent infringement of or challenge to your use of any Mark, of any claim by any person of any rights in any Mark, and you and the Controlling Principals shall not communicate with any person other than us, our counsel and your counsel in connection with any such infringement, challenge or claim. We shall have complete discretion to take such action as we deem appropriate in connection with the foregoing, and the right to control exclusively, any settlement, litigation or Patent and Trademark Office or other proceeding arising out of any such alleged infringement, challenge or claim or otherwise relating to any Mark. You agree to execute any and all instruments and documents, render such assistance, and do such acts or things as may, in our opinion, reasonably be necessary or advisable to protect and maintain our interests in any litigation or other proceeding or to otherwise protect and maintain the interests of us or any other interested party in the Marks. We will indemnify you and hold you harmless from and against any and all claims, liabilities, costs, damages and reasonable expenses for which you are held liable in any proceeding arising out of your use of any of the Marks (including settlement amounts), provided that the conduct of you and the Controlling Principals with respect to such proceeding and use of the Marks is in full compliance with the terms of this Agreement.

## **9.5 Retention of Rights by Us**

The right and license of the Marks granted hereunder to you is non-exclusive and we thus have and retain the following rights, among others, subject only to the limitations of Article 1:

9.5.1 To grant other licenses for use of the Marks, in addition to those licenses already granted to existing franchisees;

9.5.2 To develop and establish other systems using the Marks or other names or marks and to grant licenses thereto without providing any rights to you; and

9.5.3 To engage, directly or indirectly, through our employees, representatives, licensees, assigns, agents and others, at wholesale, retail or otherwise, in (a) the production, distribution, license and sale of products and services, and (b) the use in connection with such production, distribution and sale, of the Marks and any and all trademarks, trade names, service marks, logos, insignia, slogans, emblems, symbols, designs and other identifying characteristics as may be developed or used from time to time by us.

## **9.6 No Registration**

You acknowledge that we do not make any representation or warranty to you that any of the Marks are registered or registerable, that we have the right or exclusive right to use any of the Marks, or that the Marks do not infringe any intellectual property, proprietary or other right of any person.

## **ARTICLE 10 CONFIDENTIALITY AND NON-COMPETITION COVENANTS**

### **10.1 Confidential Operations Manuals**

10.1.1 To protect our reputation and goodwill and to maintain high standards of operation under the Marks, you shall conduct your business in accordance with the Manuals, other written directives which we may reasonably issue to you from time to time whether or not such directives are included in the Manuals, and any other manuals and materials created or approved for use in the operation of the Franchised Business.

10.1.2 You and the Controlling Principals shall at all times treat the Manuals, any of our written directives, and any other manuals and materials, and the information contained therein as confidential and shall maintain such information as trade secret and confidential in accordance with this Article 10. You and the Controlling Principals shall divulge and make such materials available only to such of your employees as must have access to it in order to operate the Restaurant. You and the Controlling Principals shall not at any time copy, duplicate, record or otherwise reproduce these materials, in whole or in part, or otherwise make the same available to any person other than those authorized above.

10.1.3 The Manuals, written directives, other manuals and materials and any other confidential communications provided or approved by us shall at all times remain our sole property, shall at all times be kept in a secure place on the Restaurant premises, and shall be returned to us immediately upon request or upon termination or expiration of this Agreement.

10.1.4 The Manuals, any written directives, and any other manuals and materials issued by us and any modifications to such materials shall supplement and be deemed part of this Agreement.

10.1.5 We may from time to time revise the contents of the Manuals and the contents of any other manuals and materials created or approved for use in the operation of the Franchised Business. You shall remove and return to us all pages of the Manuals that have been replaced or updated by us. You expressly agree to comply with each new or changed standard.

10.1.6 You shall at all times ensure that the Manuals are kept current and up to date. In the event of any dispute as to the contents of the Manuals, the terms of the master copy of the Manuals maintained by us at our headquarters shall control.

## **10.2 Confidential Information**

10.2.1 Neither you nor any Controlling Principal shall, during the term of this Agreement or thereafter, communicate, divulge or use for the benefit of any other person, persons, partnership, association or corporation and, following the expiration or termination of this Agreement, they shall not use for their own benefit any confidential information, knowledge or know-how concerning the methods of operation of the Franchised Business which may be communicated to them or of which they may be apprised in connection with the operation of the Restaurant under the terms of this Agreement. You and the Controlling Principals shall divulge such confidential information only to such of your employees as must have access to it in order to operate the Restaurant and you shall be liable to us for the actions of any such individuals with respect to the Confidential Information. Any and all information, knowledge, know-how, techniques and any materials used in or related to the System which we provide to you in connection with this Agreement, including but not limited to the Manuals, plans and specifications, marketing information and strategies and site evaluation, selection guidelines and techniques, recipes, and the terms of this Agreement, shall be deemed confidential for purposes of this Agreement. Neither you nor the Controlling Principals shall at any time, without our prior written consent, copy, duplicate, record or otherwise reproduce such materials or information, in whole or in part, nor otherwise make the same available to any unauthorized person. The covenants in this Section shall survive the expiration, termination or transfer of this Agreement or any interest herein and shall be perpetually binding upon you and each of the Controlling Principals.

10.2.2 You shall require and obtain the execution of covenants similar to those set forth in Section 10.2.1 from all personnel who have received or will have access to confidential information. Such covenants shall be substantially in the form set forth in Attachment D-2. All of your Principals not required to sign this Agreement as a Controlling Principal, must also, execute such covenants in the form of Attachment D-1.

10.2.3 If you, the Controlling Principals, or any of your employees develop any new concept, process, product, recipe, or improvement in the operation or promotion of the Restaurant, you are required to promptly notify us and provide us with all necessary related information, without compensation. You and the Controlling Principals acknowledge that any such concept, process product, recipe, or improvement will become our property, and we may use or disclose such information to other franchisees as we determine to be appropriate.

## **10.3 Non-Competition**

10.3.1 You and the Controlling Principals specifically acknowledge that, pursuant to this Agreement, you and the Controlling Principals will receive valuable training, trade secrets and confidential information, including, without limitation, information regarding the operational, sales, promotional and marketing methods and techniques of us and the System which are beyond the present skills and experience of you and the Controlling Principals and your managers and employees. You and the Controlling Principals acknowledge that such specialized training, trade secrets and confidential information provide a competitive advantage and will be valuable to them in the development and

operation of the Restaurant, and that gaining access to such specialized training, trade secrets and confidential information is, therefore, a primary reason why they are entering into this Agreement. In consideration for such specialized training, trade secrets and confidential information (including, without limitation, information regarding the operational, sales, promotional and marketing methods and techniques of us and the System which are beyond the present skills and experience of you and the Controlling Principals and your managers and employees), you and the Controlling Principals covenant that with respect to you, during the term of this Agreement (or with respect to each of the Controlling Principals, during the term of this Agreement for so long as such individual or entity satisfies the definition of “Controlling Principals” as described in Section 19.17 of this Agreement), except as otherwise approved in writing by us, which approval may be withheld or denied in our sole and absolute discretion, neither you nor any of the Controlling Principals shall, either directly or indirectly, for themselves or through, on behalf of or in conjunction with any person(s), partnership or corporation:

(a) Divert, or attempt to divert, any business or customer of the Franchised Business to any competitor, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Marks and the System.

(b) Own, maintain, operate, engage in, be employed by, or have any financial or beneficial interest in (including any interest in corporations, partnerships, trusts, unincorporated associations or joint ventures), advise, assist or make loans to, any business located within the United States, its territories, states or commonwealths, or any other country, province, state or geographic area in which we have used, sought registration of or registered the same or similar Marks or operates or licenses others to operate a business under the same or similar Marks, which business is of a character and concept similar to the Franchised Business, including a food service business which business that derives more than 10% of its revenue from selling Korean BBQ or Hot Pot or any business granting franchises or licenses to others to operate such a business (a “Competitive Business”) without our prior written consent.

10.3.2 With respect to you, and for a continuous uninterrupted period commencing upon the expiration, termination of, or transfer of all of your interest in, this Agreement (or, with respect to each of the Controlling Principals, commencing upon the earlier of: (i) the expiration, termination of, or transfer of all of your interest in, this Agreement or (ii) the time such individual or entity ceases to satisfy the definition of “Controlling Principals” as described in Section 19.17 of this Agreement) and continuing for two (2) years thereafter, except as otherwise approved in our sole and absolute discretion, neither you, nor any of the Controlling Principals shall, directly or indirectly, for themselves, or through, on behalf of or in conjunction with any person, persons, partnership, or corporation:

(a) Divert, or attempt to divert, any business or customer of the Franchised Business hereunder to any competitor, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Marks and the System.

(b) Employ, or seek to employ, any person who is at that time or was within the preceding ninety (90) days employed by us, or by any other franchisee of ours, or otherwise directly or indirectly induce such person to leave that person’s employment, except as may be permitted under any existing franchise agreement between us and you.

(c) Own, maintain, operate, engage in, be employed by, or have any financial or beneficial interest in (including any interest in corporations, partnerships, trusts, unincorporated associations or joint ventures), advise, assist or make loans to any Competitive Business,

which business is, or is intended to be, located within a fifteen (15) mile radius of the location of any Restaurant in the System.

10.3.3 The parties acknowledge and agree that each of the covenants contained herein are reasonable limitations as to time, geographical area, and scope of activity to be restrained and do not impose a greater restraint than is necessary to protect our goodwill or other business interests. The parties agree that each of the covenants herein shall be construed as independent of any other covenant or provision of this Agreement. If all or any portion of a covenant in this Section is held unreasonable or unenforceable by a court or agency having valid jurisdiction in an unappealed final decision to which we are a party, you and the Controlling Principals expressly agree to be bound by any lesser covenant subsumed within the terms of such covenant that imposes the maximum duty permitted by law, as if the resulting covenant were separately stated in and made a part of this Section.

(a) You and the Controlling Principals understand and acknowledge that we shall have the right, in our sole and absolute discretion, to reduce the scope of any covenant set forth in this Section 10.3, or any portion thereof, without their consent, effective immediately upon notice to you; and you and the Controlling Principals agree that they shall comply forthwith with any covenant as so modified, which shall be fully enforceable notwithstanding the provisions of Section 19.2 hereof.

(b) You and the Controlling Principals expressly agree that the existence of any claims they may have against us, whether or not arising from this Agreement, shall not constitute a defense to our enforcement of the covenants in this Section.

(c) Sections 10.3.1(b) and 10.3.2(c) shall not apply to ownership of less than a five percent (5%) beneficial interest in the outstanding equity securities of any publicly held company.

10.3.4 You shall require and obtain execution of covenants similar to those set forth in this Section 10.3 (including covenants applicable upon the termination of a person's employment with you) from all of your personnel who have received or will have access to training from us. Such covenants shall be substantially in the form set forth in Attachment D-2. All of your Principals not required to sign this Agreement as a Controlling Principal also must execute such covenants in the form of Attachment D-1. Notwithstanding the foregoing, we reserve the right, in our sole discretion, to decrease the period of time or geographic scope of the non-competition covenant set forth in Attachment D-1 or eliminate such non-competition covenant altogether for any party that is required to execute such agreement under this Section 10.3.4.

#### **10.4 Failure to Comply**

You and the Controlling Principals acknowledge that any failure to comply with the requirements of this Section shall constitute a material event of default under Article 17 hereof. You and the Controlling Principals acknowledge that a violation of the terms of this Section would result in irreparable injury to us for which no adequate remedy at law may be available, and you and the Controlling Principals accordingly consent to the issuance of an injunction prohibiting any conduct by you or the Controlling Principals in violation of the terms of this Section. You and the Controlling Principals agree to pay all court costs and reasonable attorneys' fees incurred by us in connection with the enforcement of this Section, including payment of all costs and expenses for obtaining specific performance of, or an injunction against violation of, the requirements of such Section.

**ARTICLE 11**  
**BOOKS AND RECORDS**

**11.1 Books and Records**

You shall maintain during the term of this Agreement, and shall preserve for at least three (3) years from the dates of their preparation, full, complete and accurate books, records and accounts, including, but not limited to, sales slips, coupons, purchase orders, payroll records, check stubs, bank statements, sales tax records and returns, cash receipts and disbursements, journals and ledgers, and backup or archived records of information maintained on any computer system in accordance with generally accepted accounting principles and in the form and manner prescribed by us from time to time in the Manuals or otherwise in writing.

**11.2 Reports**

In addition to the Royalty Report required by Article 4 hereof, you shall comply with the following reporting obligations:

11.2.1 You shall, at your expense, submit to us, in the form prescribed by us, a report of Gross Sales and a profit and loss statement for each month (which may be unaudited) for you within ten (10) days after the end of each month during the term hereof. Each such statement shall be signed by your treasurer or chief financial officer or comparable officer attesting that it is true, complete and correct;

11.2.2 You shall, at your expense, provide to us a complete annual financial statement (which shall be reviewed) prepared by an independent certified public accountant by April 15<sup>th</sup> of each year during the term hereof showing the results of the Restaurant's operations during the previous calendar year. We reserve the right to require such financial statements to be audited by an independent certified public accountant satisfactory to us at your cost and expense if an inspection discloses an understatement of two percent (2%) or more in any report, pursuant to Section 11.3; and

11.2.3 You shall also submit to us, for review or auditing, such other forms, reports, records, information and data as we may reasonably designate, and which pertain to the Franchised Business, in the form and at the times and places reasonably required by us, upon request and as specified from time to time in writing.

**11.3 Inspections; Audits**

We or our designees shall have the right, during normal business hours, to review, audit, examine and copy any or all of your books and records as we may require at the Restaurant. You shall make such books and records available to us or our designees immediately upon request. If any required Royalty Fee, Brand Development Fee, or other payments due to us are delinquent, or if an inspection should reveal that such payments have been understated in any report to us, then you shall immediately pay to us the amount overdue or understated upon demand with interest determined in accordance with the provisions of Section 4.6. If an inspection discloses an underpayment of amounts owed to us or an understatement in any report of Gross Sales of two percent (2%) or more, you shall, in addition, reimburse us for all costs and expenses connected with the inspection (including, without limitation, reasonable accounting and attorneys' fees). These remedies shall be in addition to any other remedies we may have at law or in equity.

#### **11.4 Correction of Errors**

You understand and agree that our receipt or acceptance of any of the statements furnished or royalties paid to us shall not preclude us from questioning the correctness thereof at any time and, in the event that any inconsistencies or mistakes are discovered in such statements or payments, they shall immediately be rectified by you and the appropriate payment shall be made by you.

#### **11.5 Authorization of Us**

You hereby authorize (and agree to execute any other documents deemed necessary to effect such authorization) all banks, financial institutions, businesses, suppliers, manufacturers, contractors, vendors and other persons or entities with which you do business to disclose to us any requested financial information in their possession relating to you or the Restaurant. You authorize us to disclose data from your reports, if we determine, in our sole and absolute discretion, that such disclosure is necessary or advisable, which disclosure may include disclosure to prospective or existing franchisees or other third parties.

#### **11.6 We are Attorney-in-Fact**

Notwithstanding any forms and documents which may have been executed by you under Section 7.10, you hereby appoint us as your true and lawful attorney-in-fact with full power and authority, for the sole purpose of obtaining any and all returns and reports filed by you with any state and/or federal taxing authority pertaining to the Franchised Business. This power of attorney shall survive the expiration or termination of this Agreement.

### **ARTICLE 12** **INSURANCE**

12.1 You shall procure, before you begin construction of the Restaurant, and shall maintain in full force and effect at all times during the term of this Agreement (and for such period thereafter as is necessary to provide the coverages required hereunder for events having occurred during the term of this Agreement) at your expense, an insurance policy or policies protecting you and us, our successors and assigns, our affiliates, and our respective officers, directors, shareholders, partners, agents, representatives, independent contractors and employees of each of them against any demand or claim with respect to personal injury, death or property damage, or any loss, liability or expense whatsoever arising or occurring upon or in connection with the Restaurant. Such insurance policies must be written by an insurance company acceptable to us and which has a rating of "A-" or higher with A.M. Best Company.

12.2 Such policy or policies shall be written by a responsible, duly licensed carrier or carriers reasonably acceptable to us and shall include, at a minimum (except as additional coverages and higher policy limits may reasonably be specified by us from time to time), in accordance with standards and specifications set forth in writing, any insurance that you must have according to the terms of the lease for the Accepted Location and as required by applicable law. Currently you must maintain the following insurance:

12.2.1 commercial general liability insurance of One Million Dollars (\$1,000,000) per occurrence and Three Million Dollars (\$3,000,000) aggregate;

12.2.2 liquor liability insurance of One Million Dollars (\$1,000,000) per occurrence and Three Million Dollars (\$3,000,000) aggregate;

12.2.3 automobile liability insurance (including owned, hired and non-owned vehicles) of One Million Dollars (\$1,000,000) per occurrence;

12.2.4 business interruption insurance of One Million Dollars (\$1,000,000);

12.2.5 property and building insurance for replacement cost;

12.2.6 excess liability insurance of Three Million Dollars (\$3,000,000);

12.2.7 employer's liability insurance of One Million Dollars (\$1,000,000);

12.2.8 workers' compensation insurance required by law;

12.2.9 any insurance required by the terms of your lease or mortgage agreement; and

12.2.10 any insurance coverages we may require in the future.

12.3 Your obligation to obtain and maintain the foregoing policy or policies in the amounts specified shall not be limited in any way by reason of any insurance which may be maintained by us, nor shall your performance of that obligation relieve you of liability under the indemnity provisions set forth in Article 15 of this Agreement.

12.4 All general liability and property damage policies shall contain a provision that we, our affiliates and the officers, directors, shareholders, partners, agents, representatives, independent contractors, servants and employees of each of them, although named as insureds, shall nevertheless be entitled to recover under such policies on any loss occasioned to us or our servants, agents or employees by reason of the negligence of you or your servants, agents or employees.

12.5 Before construction of your Restaurant begins, and thereafter within ten (10) days prior to the expiration of any such policy, you shall deliver to us Certificates of Insurance evidencing the existence and continuation of proper coverage with limits not less than those required hereunder. In addition, if requested by us, you shall deliver to us a copy of the insurance policy or policies required hereunder. All insurance policies required hereunder, with the exception of workers' compensation, shall name us, our affiliates and the officers, directors, shareholders, partners, agents, representatives, independent contractors, servants and employees of each of them, as additional named insureds, and shall expressly provide that any interest of same therein shall not be affected by any breach by you of any policy provisions. Further, all insurance policies required hereunder shall expressly provide that no less than thirty (30) days' prior written notice shall be given to us in the event of a material alteration to or cancellation of the policies.

12.6 Should you, for any reason, fail to procure or maintain the insurance required by this Agreement, as such requirements may be revised from time to time by us in writing, we shall have the right and authority (without, however, any obligation to do so) immediately to procure such insurance and to charge same to you, which charges shall be payable by you immediately upon notice together with a ten percent (10%) administrative fee. The foregoing remedies shall be in addition to any other remedies we may have at law or in equity.

12.7 Upon written request by us, you shall procure from your insurance carrier or carriers a report of claims made and reserves set against your insurance policies.

12.8 We reserve the right to modify the types of insurance coverages and amounts of coverage that you are required to maintain for the Restaurant, and you agree to comply with any such changes, at your expense.

## **ARTICLE 13** **DEBTS AND TAXES**

### **13.1 Taxes**

You shall promptly pay when due all Taxes (as defined below), levied or assessed, and all accounts and other indebtedness of every kind incurred by you in the conduct of the Franchised Business under this Agreement. Without limiting the provisions of Article 15, you shall be solely liable for the payment of all Taxes and shall indemnify us for the full amount of all such Taxes and for any liability (including penalties, interest and expenses) arising from or concerning the payment of Taxes, whether such Taxes were correctly or legally asserted or not. You shall submit a copy of all tax filings sent to federal, state and local tax authorities to us within ten (10) business days after such filing has been made with the appropriate taxing authority.

The term “Taxes” means any present or future taxes, levies, imposts, duties or other charges of whatever nature, including any interest or penalties thereon, imposed by any government or political subdivision of such government on or relating to the operation of the Franchised Business, the payment of monies, taxes imposed on the Royalty Fees paid to us, or the exercise of rights granted pursuant to this Agreement, whether imposed upon you or us.

### **13.2 Payments to Us**

Each payment to be made to us hereunder shall be made free and clear and without deduction for any Taxes.

### **13.3 Tax Disputes**

In the event of any bona fide dispute as to your liability for taxes assessed or other indebtedness, you may contest the validity or the amount of the tax or indebtedness in accordance with the procedures of the taxing authority or applicable law. However, in no event shall you permit a tax sale or seizure by levy of execution or similar writ or warrant or attachment by a creditor to occur against the premises of the Franchised Business or any improvements thereon.

### **13.4 Compliance with Laws**

You shall comply with all federal, state and local laws, rules and regulations and shall timely obtain any and all permits, certificates or licenses necessary for the full and proper conduct of the Franchised Business, including, without limitation, licenses to do business, fictitious name registrations, sales tax permits, fire clearances, health permits, certificates of occupancy and any permits, certificates or licenses required by any environmental law, rule or regulation.

### **13.5 Notification of Action or Proceeding**

You shall notify and deliver to us, in writing within five (5) days of the commencement of any action, suit or proceeding and of the issuance of any order, writ, injunction, award or decree of any court, agency or other governmental instrumentality, which may adversely affect the operation or financial condition of the Franchised Business.

## **ARTICLE 14**

### **TRANSFER OF INTEREST**

#### **14.1 Transfer by Us**

We shall have the right to assign this Agreement and all of our attendant rights and privileges to any person, firm, corporation or other entity without restriction.

You expressly affirm and agree that we may sell our assets, our rights to the Marks or to the System outright to a third party; may go public; may engage in a private placement of some or all of our securities; may merge, acquire other corporations, or be acquired by another corporation; may undertake a refinancing, recapitalization, leveraged buyout or other economic or financial restructuring; and, with regard to any or all of the above sales, assignments and dispositions, you expressly and specifically waive any claims, demands or damages arising from or related to the loss of said Marks (or any variation thereof) and/or the loss of association with or identification of “KPOT Franchise LLC” as Franchisor. Nothing contained in this Agreement shall require us to remain in the restaurant business or to offer the same products and services, whether or not bearing the Marks, in the event that we exercise our right to assign our rights in this Agreement.

#### **14.2 Transfer by You**

14.2.1 You understand and acknowledge that the rights and duties set forth in this Agreement are personal to you, and that we have granted rights under this Agreement in reliance on the your (or your owners’) business skill, financial capacity and personal character ~~of. If you and the Controlling Principals. Accordingly, neither you nor any Controlling Principal, nor any successor or assignee of you or any Controlling Principal, shall sell, assign (including but not limited to by operation of law, such as an assignment under bankruptcy or insolvency laws, in connection with a merger, divorce or otherwise), transfer, convey, give away, pledge, mortgage or otherwise encumber any direct or indirect interest in this Agreement, in the Restaurant and/or any of the Restaurant’s material assets (other than in connection with replacing, upgrading or otherwise dealing with such assets as required or permitted by this Agreement), in you or in any Controlling Principal that is an entity, in each case without our prior written consent. Any purported assignment or transfer, by operation of law or otherwise, made in violation of this Agreement shall be null and void and shall~~ are signing as a franchisee in your individual capacity, you may not change, sell, transfer, assign or encumber your percentage of ownership interest in this Agreement or the Franchised Business, without the prior written consent of Franchisor. Any unauthorized transfer by you shall constitute a material breach of the Agreement and shall be voidable by us. If the franchisee hereunder is an entity, a transfer requiring our prior written consent shall be deemed to occur upon any sale, transfer, assignment or encumbrance of any of your interest in this Agreement or the Franchised Business. Additionally, a transfer requiring consent shall also be deemed to occur: (i) if you are a corporation or limited liability company, upon any change, assignment, sale, pledge or transfer of any of the voting stock or membership interests of you including any ownership restructuring of you or of any of your owners; or (ii) if you are a partnership, upon the change, assignment, sale, pledge or transfer of any partnership ownership, including an ownership restructuring of you or of any of your owners. You shall notify us of any change in stock ownership, membership interests or partnership ownership interests in you while this Agreement is in effect which shall result in a change, sale, transfer or assignment within the meaning of this Section. A transfer as a result of the death, disability or incapacity of a partner, shareholder or member or a transfer to an inter vivos trust where the transferring franchisee, partner, shareholder or member is the only grantor beneficiary other than a spouse, shall not be a violation of this Agreement or a ground for termination; any such ownership change shall not be subject to our right of first refusal. Any unauthorized transfer by you, including by operation of law, shall constitute a material ~~event of default under this~~ breach of the Agreement and shall be voidable by us.

14.2.2 If you wish to transfer all or part of your interest in the Restaurant, [the Franchised Business](#), any of the Restaurant's material assets (~~except as provided in Section 14.2.1 above~~) or this Agreement, or if you or a Controlling Principal wishes to transfer or permit a transfer of any ownership interest in you or in a Controlling Principal that is an entity, [including a restructuring amongst owners](#), then in each such case (any or all of which are referred to in this Article 14 as a "Restricted Transfer"), transferor and the proposed transferee shall apply to us for our consent. We ~~shall not unreasonably withhold our consent to a Restricted Transfer.~~ We may, in our sole discretion, require any or all of the following as conditions of our approval:

(a) All of the accrued monetary obligations of you or any of your affiliates and all other outstanding obligations to us arising under this Agreement or any other agreement shall have been satisfied in a timely manner and you shall have satisfied all trade accounts and other debts, of whatever nature or kind, in a timely manner;

(b) You and your affiliates shall not be in default of any provision of this Agreement, any amendment hereof or successor hereto, or any other agreement between you or any of your affiliates and us or any of our affiliates at the time of transaction;

(c) The transferor and its principals (if applicable) shall have executed a general release, in a form reasonably satisfactory to us, of any and all claims against us, our officers, directors, shareholders, partners, agents, representatives, independent contractors, servants and employees of each of them, in their corporate and individual capacities, including, without limitation, claims arising under this Agreement and federal, state and local laws, rules and regulations;

(d) The transferee shall demonstrate to our reasonable satisfaction that transferee meets the criteria considered by us when reviewing a prospective franchisee's application for a franchise, including, but not limited to, our educational, managerial and business standards; transferee's good moral character, business reputation and credit rating; transferee's aptitude and ability to conduct the business franchised herein (as may be evidenced by prior related business experience or otherwise); transferee's financial resources and capital for operation of the business; and the geographic proximity and number of other Restaurants owned or operated by transferee;

(e) The transferee shall enter into a written agreement, in a form reasonably satisfactory to us, assuming full, unconditional, joint and several liability for, and agreeing to perform from the date of the transfer, all obligations, covenants and agreements contained in this Agreement; and, if transferee is a corporation or a partnership, transferee's shareholders, partners or other investors, as applicable, shall execute such agreement as transferee's principals and guarantee the performance of all such obligations, covenants and agreements;

(f) The transferee shall execute, for a term ending on the expiration date of this Agreement and with such renewal terms as may be provided by this Agreement, the standard form franchise agreement then being offered to new System franchisees and other ancillary agreements as we may require for the Restaurant, which agreements shall supersede this Agreement and its ancillary documents in all respects and the terms of which agreements may differ from the terms of this Agreement, including, without limitation, the then-current Royalty Fee, Brand Development Fee, and Technology Fee; provided, however, that the transferee shall not be required to pay any initial franchise fee;

(g) The transferee, at its expense, shall renovate, modernize and otherwise upgrade the Restaurant and, if applicable, any delivery vehicles to conform to the then-current standards

and specifications of the System, and shall complete the upgrading and other requirements which conform to the System-wide standards within the time period reasonably specified by us;

(h) The transferor shall remain liable for all of the obligations to us in connection with the Restaurant incurred prior to the effective date of the transfer and shall execute any and all instruments reasonably requested by us to evidence such liability;

(i) At the transferee's expense, the transferee and any other applicable Restaurant personnel shall complete any training programs then in effect for franchisees of Restaurants upon such terms and conditions as we may reasonably require;

(j) You shall pay to us a transfer fee equal to Fifteen Thousand Dollars (\$15,000) to reimburse us for reviewing the application to transfer, including, without limitation, training expenses, legal and accounting fees. For any transfer of ownership interests or shares between the owners of the franchise, or if you are adding a new owner (as long as majority ownership does not change), you shall pay to us a transfer fee equal to Ten Thousand Dollars (\$10,000);

(k) If the transferee is a corporation, limited liability company or a partnership, the transferee shall make and will be bound by any or all of the representations, warranties and covenants set forth at Article 6 as we request. Transferee shall provide to us evidence satisfactory to us that the terms of such Section have been satisfied and are true and correct on the date of transfer.

[\(l\) The Transferee demonstrates it has received approval from the landlord to take over possession of the Franchised Business' lease.](#)

14.2.3 You shall not grant a security interest in the Restaurant or in any of your assets without our prior written consent, which shall not be unreasonably withheld. In connection therewith, the secured party will be required by us to agree that in the event of any default by you under any documents related to the security interest, we shall have the right and option to be substituted as obligor to the secured party and to cure any default of yours.

14.2.4 You acknowledge and agree that each condition which must be met by the transferee is reasonable and necessary to assure such transferee's full performance of the obligations hereunder.

### **14.3 Transfer to a Corporation or Limited Liability Company**

In the event the proposed transfer is from one (1) or more individuals to a corporation or limited liability company formed solely for the convenience of ownership, our consent may be conditioned upon any of the requirements set forth at Section 14.2.2, except that the requirements set forth at Sections 14.2.2(c), 14.2.2(d), 14.2.2(f), 14.2.2(g), 14.2.2(i), 14.2.2(j) and 14.2.2(k) shall not apply. With respect to a transfer to a corporation formed for the convenience of ownership, you shall be the owner of all of the voting stock or interest of the corporation and if you are more than one (1) individual, each individual shall have the same proportionate ownership interest in the entity as he had in you prior to the transfer. A transfer under this Section 14.3 may occur one (1) time only.

### **14.4 Our Right of First Refusal**

14.4.1 If you wish to transfer all or part of your interest in the Restaurant or this Agreement or [the Franchised Business or](#) if you or a Controlling Principal wish to transfer any ownership interest in you ([including a restructuring of owners](#)), pursuant to any bona fide offer received from a third

party to purchase such interest, then such proposed seller shall promptly notify us in writing of each such offer, and shall provide such information and documentation relating to the offer as we may require. We shall have the right and option, exercisable within thirty (30) days after receipt of such written notification and copies of all documentation required by us describing such offer, to send written notice to the seller that we intend to purchase the seller's interest on the same terms and conditions offered by the third party. In the event that we elect to purchase the seller's interest, closing on such purchase must occur within the latest of (i) sixty (60) days from the date of notice to the seller of the election to purchase by us, (ii) sixty (60) days from the date we receive or obtain all necessary documentation, permits and approvals, or (iii) such other date as the parties agree upon in writing. Any material change in the terms of any offer prior to closing shall constitute a new offer subject to the same right of first refusal by us as in the case of an initial offer. Our failure or refusal to exercise the option afforded by this Section 14.4 shall not constitute a waiver of any other provision of this Agreement, including all of the requirements of Article 14, with respect to a proposed transfer.

(a) In the case of a Restricted Transfer involving a bona fide purchase offer, then such proposed seller shall promptly notify us in writing of each such offer, and shall provide such information and documentation relating to the offer as we may require. We shall have the right and option, exercisable within thirty (30) days after receipt of such written notification and copies of all documentation required by us describing such offer, to send written notice to the seller that we intend to purchase the interest proposed to be transferred in the Restricted Transfer on the same terms and conditions offered by the proposed purchaser (the "Offer Terms"). In the event that we elect to purchase the seller's interest, closing on such purchase must occur within the latest of (i) sixty (60) days from the date of notice to the seller of the election to purchase by us, (ii) sixty (60) days from the date we receive or obtain all necessary documentation, permits and approvals, or (iii) such other date as the parties agree upon in writing. Any material change in the terms of any offer prior to closing shall constitute a new offer subject to the same right of first refusal by us as in the case of an initial offer. Our failure or refusal to exercise the option afforded by this Section 14.4 shall not constitute a waiver of any other provision of this Agreement, including all of the requirements of Article 14 with respect to a proposed transfer.

(b) Notwithstanding the provisions of Section 14.4.1(a) above, where the Restricted Transfer (alone or together with any other Restricted Transfer or event effected within the prior twenty-four (24) month period) results in a "Change of Control", we may elect, in our sole discretion, to treat the notice given pursuant to such Section 14.4.1(a) as an offer to assign to us all of your rights under this Agreement and to the Restaurant (including lease and contract rights and other assets of you and your affiliates used in connection with the Restaurant, excluding the assets of your benefit plans) (collectively, the "Restaurant Interests"). As used in this Section 14.4.1(b), Change of Control means any circumstance resulting in one or more of your Controlling Principals ceasing to be a Principal and/or the addition of any new Principal. In such case, we shall notify you of the special election provided for in this Section 14.4.1(b) at the time we exercise our option as provided in Section 14.4.1(a). The terms of such purchase shall be the same as the Offer Terms (subject to the other provisions of this Section 14.4), but the price shall be the lesser of (1) the Implied Market Price or (2) the fair market value of the Restaurant Interests, determined in a manner consistent with Section 18.12.1. As used herein, "Implied Market Price" shall mean an amount equal to the total price to be paid by the transferee under the Offer Terms, divided by the percentage (expressed as a decimal) of ownership of you proposed to be acquired (directly or indirectly) by the transferee, less the fair market value (determined as provided in Section 18.12.1) of any assets included in the Restricted Transfer that are not related to the Restaurant. If you have more than one (1) Restaurant, then the Implied Market Price shall, unless otherwise agreed by us and you, be allocated among all Restaurants equally.

(c) We may assign our rights under this Section 14.4 to any other person or entity, subject to Section 14.1 above.

(d) It shall be a material obligation of yours under this Agreement to cause any transferor and transferee described in this Article 14 to perform all of the obligations imposed on such persons under this Article 14.

14.4.2 In the event an offer from a third party provides for payment of consideration other than cash or involves certain intangible benefits, we may elect to purchase the interest proposed to be sold for the reasonable cash equivalent. If the parties cannot agree within a reasonable time on the reasonable cash equivalent of the non-cash part of the Offer Terms, then such amount shall be determined by two (2) appraisers, with each party selecting one (1) appraiser, and the average of their determinations shall be binding. In the event of such appraisal, each party shall bear its own legal and other costs and each shall pay one-half (1/2) of the appraisal fees. In the event that we exercise our right of first refusal herein provided, we shall have the right to set off against any payment therefor (i) all fees for any such independent appraiser due from you hereunder and (ii) all amounts due from you to us.

14.4.3 Failure to comply with the provisions of this Section prior to the transfer of any interest in you, the Restaurant or this Agreement shall constitute a material event of default under this Agreement.

## **14.5 Death or Disability**

14.5.1 Upon your death (if you are a natural person) or upon the death of any Controlling Principal who is a natural person and who has an interest in this Agreement, the Restaurant or you (the "Deceased"), the executor, administrator or other personal representative of the Deceased shall transfer such interest to a third party approved by us within twelve (12) months after the death. If no personal representative is designated or appointed or no probate proceedings are instituted with respect to the estate of the Deceased, then the distributee of such interest must be approved by us. If the distributee is not approved by us, then the distributee shall transfer such interest to a third party approved by us within twelve (12) months after the death of the Deceased.

14.5.2 Upon your permanent disability (if you are a natural person) or upon the permanent disability of any Controlling Principal who is a natural person and who has an interest in this Agreement, the Restaurant or you, we may, in our reasonable discretion, require such interest to be transferred to a third party in accordance with the conditions described in this Article 14 within six (6) months after notice to you. "Permanent disability" shall mean any physical, emotional or mental injury, illness or incapacity which would prevent a person from performing the obligations set forth in this Agreement or in the guaranty made part of this Agreement for at least ninety (90) consecutive days and from which condition recovery within ninety (90) days from the date of determination of disability is unlikely. Permanent disability shall be determined by a licensed practicing physician selected by us, upon examination of the person; or if the person refuses to submit to an examination, then such person automatically shall be deemed permanently disabled as of the date of such refusal for the purpose of this Section 14.5. The costs of any examination required by this Section shall be paid by us.

14.5.3 Upon the death or claim of permanent disability of you or any Controlling Principal, you or a representative of yours must notify us of such death or claim of permanent disability within ten (10) days of its occurrence. Any transfer upon death or permanent disability shall be subject to the same terms and conditions as described in this Section for any *inter vivos* transfer. If an interest is not transferred upon death or permanent disability as required in this Section, then such failure shall constitute a material event of default under this Agreement.

14.5.4 In order to prevent any interruption of the Restaurant operations which would cause harm to the Restaurant, thereby depreciating the value thereof, you authorize us, who may, at our option, in the event that you are absent for any reason or are incapacitated by reason of illness and are unable, in our sole and reasonable judgment, to operate the Restaurant to our required standards, operate the Restaurant for so long as we deem necessary and practical, and without waiver of any other rights or remedies we may have under this Agreement. All monies from the operation of the Restaurant during such period of operation by us shall be kept in a separate account, and the expenses of the Restaurant, including reasonable compensation and expenses for our representative, shall be charged to said account. If, as herein provided, we temporarily operate the Restaurant franchised herein for you, you agree to indemnify and hold harmless us and any representative of ours who may act hereunder, from any and all acts which we may perform, as regards the interests of you or third parties.

#### **14.6 No Waiver of Claims**

Our consent to a transfer of any interest described herein shall not constitute a waiver of any claims which we may have against the transferring party, nor shall it be deemed a waiver of our right to demand material and full compliance with any of the terms of this Agreement by the transferee.

#### **14.7 Transfer Between Owners**

If any person holding an interest in you, this Agreement or the Restaurant (other than you or a Controlling Principal, which parties shall be subject to the provisions set forth above) transfers such interest, whether to another Principal or to a new Principal, then you shall promptly submit to us a request for our approval of such proposed transfer in writing and shall provide such information relative thereto as we may reasonably request prior to such transfer, together with payment of One Thousand Five Hundred Dollars (\$1,500). Such transferee may not be a competitor of ours. Such transferee will be your Principal and as such will have to execute a confidentiality agreement and ancillary covenants not to compete in the form then required by us, which form shall be in substantially the same form attached hereto as Attachment D-1 (see Sections 10.2.2 and 10.3.4). We also reserve the right to designate the transferee as one of the Controlling Principals. Notwithstanding the provisions contained in Section 14.2 to the contrary, the Controlling Principals may freely transfer their ownership interests in you among themselves and to their family members (or to trusts for the benefit of such family members), and our right of first refusal shall be inapplicable with respect to such transfers, provided you provide us with thirty (30) days prior written notice of such transfer, which notice shall include the names and percentages transferred.

### **ARTICLE 15** **INDEMNIFICATION**

#### **15.1 Indemnification by You**

You and each of the Controlling Principals shall, at all times, indemnify and hold harmless to the fullest extent permitted by law us, our successors and assigns, and their and our respective partners and affiliates and the officers, directors, shareholders, partners, agents, representatives, independent contractors, servants and employees of each such party (“Indemnitees”), from all “losses and expenses” (as defined in Section 15.4 below) incurred in connection with any action, suit, proceeding, claim, demand, investigation or inquiry (formal or informal), or any settlement thereof (whether or not a formal proceeding or action has been instituted) which arises out of or is based upon any of the following:

15.1.1 The infringement, alleged infringement, or any other violation or alleged violation by you or any of the Controlling Principals of any patent, trademark or copyright or other proprietary right owned or controlled by third parties (except as such may occur with respect to any right

to use the Marks, any copyrights or other proprietary information granted hereunder pursuant to Article 10), including, but not limited to, the unauthorized use of any image, likeness or recording of a public figure;

15.1.2 The violation, breach or asserted violation or breach by you or any of the Controlling Principals of any federal, state or local law, regulation, ruling, standard or directive or any industry standard;

15.1.3 Libel, slander or any other form of defamation of us, the System and Indemnitee or any franchisee operating under the System, by you or by any of the Controlling Principals;

15.1.4 The violation or breach by you or by any of the Controlling Principals of any warranty, representation, agreement or obligation in this Agreement or in any other agreement between you or any of your affiliates and us and our Indemnitees; and

15.1.5 Acts, errors, or omissions of you, any of your affiliates and any of the Controlling Principals and the officers, directors, shareholders, partners, agents, representatives, independent contractors and employees of you and your affiliates in connection with the establishment and operation of the Restaurant, including, but not limited to, any acts, errors or omissions of any of the foregoing in the operation of any motor vehicle. The parties understand and agree that we cannot and do not exercise control over the manner of operation of any motor vehicles used by, or on behalf of, you or any employee, agent or independent contractor of yours and that the safe operation of any motor vehicle is, therefore, entirely your responsibility.

## **15.2 Notification of Action or Claim**

You and each of the Controlling Principals agree to give us prompt notice of any such action, suit, proceeding, claim, demand, inquiry, or investigation. At the expense and risk of you and each of the Controlling Principals, we may elect to assume (but under no circumstance are we obligated to undertake) or appoint associate counsel of our own choosing with respect to, the defense and/or settlement of any such action, suit, proceeding, claim, demand, inquiry or investigation. Such an undertaking by us shall, in no manner or form, diminish the obligation of you and each of the Controlling Principals to indemnify the Indemnitees and to hold them harmless. In the settlement of any matter hereunder, in no event shall you be permitted to admit fault on behalf of an Indemnitee nor to agree to any provision that places any obligations or restrictions on an Indemnitee (including the payment of any money by us or on our behalf) without our express written consent.

## **15.3 We May Settle**

In order to protect persons or property, or our reputation or goodwill, or the reputation or goodwill of others, we may, at any time and without notice, as we in our reasonable judgment deem appropriate, consent or agree to settlements or take such other remedial or corrective action as we deem expedient with respect to the action, suit, proceeding, claim, demand, inquiry or investigation if, in our reasonable judgment, there are reasonable grounds to believe that:

15.3.1 any of the acts or circumstances enumerated in Section 15.1.1 through 15.1.4 above have occurred; or

15.3.2 any act, error, or omission as described in Section 15.1.5 may result directly or indirectly in damage, injury, or harm to the System, any person or any property.

#### **15.4 Losses and Expenses**

All losses and expenses incurred under this Article 15 shall be chargeable to and paid by you or any of the Controlling Principals pursuant to your obligations of indemnity under this Section, regardless of any actions, activity or defense undertaken by us or the subsequent success or failure of such actions, activity, or defense.

As used in this Article 15, the phrase “losses and expenses” shall include, without limitation all losses, compensatory, exemplary or punitive damages, fines, charges, costs, expenses, lost profits, attorneys’ fees, experts’ fees, court costs, settlement amounts, judgments, compensation for damages to our reputation and goodwill, costs of or resulting from delays, financing, costs of advertising material and media time/space, and costs of changing, substituting, or replacing same, and any and all expenses of recall, refunds, compensation, public notices, and other such amounts incurred in connection with the matters described. The foregoing indemnification shall not apply to losses or expenses arising from our gross negligence or willful acts.

#### **15.5 Indemnitees Do Not Assume Liability**

The Indemnitees do not hereby assume any liability whatsoever for acts, errors, or omissions of any third party with whom you, any of the Controlling Principals, your affiliates or any of the officers, directors, shareholders, partners, agents, representatives, independent contractors and employees of you or your affiliates may contract, regardless of the purpose. You and each of the Controlling Principals shall hold harmless and indemnify the Indemnitees for all losses and expenses which may arise out of any acts, errors or omissions of you, the Controlling Principals, your affiliates, the officers, directors, shareholders, partners, agents, representatives, independent contractors and employees of you and your affiliates and any such other third parties without limitation and without regard to the cause or causes thereof or the negligence of us or any other party or parties arising in connection therewith and whether such negligence be sole, joint or concurrent, or active or passive.

#### **15.6 Recovery from Third Parties**

Under no circumstances shall the Indemnitees be required or obligated to seek recovery from third parties or otherwise mitigate their losses in order to maintain a claim against you or any of the Controlling Principals. You and each of the Controlling Principals agree that the failure to pursue such recovery or mitigate loss will in no way reduce the amounts recoverable from you or any of the Controlling Principals by the Indemnitees.

#### **15.7 Survival of Terms**

You and the Controlling Principals expressly agree that the terms of this Article 15 shall survive the termination, expiration or transfer of this Agreement or any interest herein.

### **ARTICLE 16** **RELATIONSHIP OF THE PARTIES**

#### **16.1 No Fiduciary Relationship**

The parties acknowledge and agree that you shall be an independent contractor and this Agreement does not create a fiduciary relationship between them, and that nothing in this Agreement is intended to constitute either party an agent, legal representative, subsidiary, joint venturer, partner, employee, joint employer or servant of the other for any purpose. You understand and agree that you are and will be an independent contractor under this Agreement. Nothing in this Agreement may be interpreted as creating a partnership, joint venture, agency, employment or fiduciary relationship of any

kind. Your employees are not our employees. Neither you nor any of your employees whose compensation you pay may in any way, directly or by implication, shall be considered our employee for any purpose, regardless of inclusion in mandated or other insurance coverage, tax or contributions, or requirements pertaining to withholdings, levied or fixed by any city, state or federal governmental agency. We will not have the power to hire or terminate the employment of your employees. You expressly agree, and will never claim otherwise, that our authority under this Agreement to determine that certain of your employees are qualified to perform certain tasks for your Restaurant does not directly or indirectly vest in us the power to influence the employment terms of any such employee.

You agree that you alone are to exercise day-to-day control over all operations, activities and elements of your Restaurant, and that under no circumstance shall we do so or be deemed to do so. You further acknowledge and agree, and will never claim otherwise, that the various restrictions, prohibitions, specifications and procedures of the System which you are required to comply with under this Agreement, whether set forth in our Manual or otherwise, do not directly or indirectly constitute, suggest, infer or imply that we control any aspect or element of the day-to-day operations of your Franchised Business, which you alone control, but only constitute standards you must adhere to when exercising your control of the day-to-day operations of your Restaurant.

### **16.2 Independent Contractor**

During the term of this Agreement, you shall hold yourself out to the public as an independent contractor conducting your Restaurant operations pursuant to the rights granted by us. You agree to take such action as shall be reasonably necessary to that end, including, without limitation, exhibiting a notice of that fact in a conspicuous place on the Restaurant premises established for the purposes hereunder or on any delivery vehicle and on all letterhead, business cards, forms, and as further described in the Manuals or as we otherwise direct in writing. We reserve the right to specify in writing the content and form of such notice.

You acknowledge and agree that any training we provide for your employees is geared to impart to those employees, with your ultimate authority, the various procedures, protocols, systems and operations of a KPOT Restaurant and in no fashion reflects any employment relationship between us and such employees. If it is ever asserted that we are the employer, joint employer or co-employer of any of your employees in any private or government investigation, action, proceeding, arbitration or other setting, you irrevocably agree to assist us in defending said allegation, appearing at any venue requested by us to testify on our behalf; participating in depositions or other appearances; or preparing affidavits rejecting any assertion that we are the employer, joint employer or co-employer of any of your employees.

### **16.3 Sole and Exclusive Employer of Your Employees**

You hereby irrevocably affirm, attest and covenant your understanding that your employees are employed exclusively by you and in no fashion are any such employee employed, jointly employed or co-employed by us. You further affirm and attest that each of your employees is under your exclusive dominion and control and never under our direct or indirect control in any fashion whatsoever. You alone hire each of your employees; set their schedules; establish their compensation rates; and pay all salaries, benefits and employment-related liabilities (such as workers' compensation insurance premiums/payroll taxes/Social Security contributions/unemployment insurance premiums). You alone have the ability to discipline or terminate your employees to the exclusion of us, and you acknowledge that we have no such authority or ability. You further attest and affirm that any minimum staffing requirements established by us are solely for the purpose of ensuring that the Franchised Business is at all times staffed at those levels necessary to operate the Franchised Business in conformity with the System and the products, services, standards of quality and efficiency, and other KPOT brand attributes known to and desired by the

consuming public and associated with the Proprietary Marks. You affirm, warrant and understand that you may staff the Franchised Business with as many employees as you desire at any time so long as our minimal staffing levels are achieved. You also affirm and attest that any recommendations you may receive from us regarding salaries, hourly wages or other compensation for employees are recommendations only, designed to assist you to efficiently operate your Franchised Business, and that you are entirely free to disregard our recommendations regarding such employee compensation. Moreover, you affirm and attest that any training provided by us for your employees is geared to impart to those employees, with your ultimate authority, the various procedures, protocols, systems and operations of a KPOT Restaurant and in no fashion reflects any employment relationship between us and such employees. Finally, should it ever be asserted that we are the employer, joint employer or co-employer of any of your employees in any private or government investigation, action, proceeding, arbitration or other setting, you irrevocably agree to assist us in defending said allegation, including (if necessary) appearing at any venue requested by us to testify on our behalf (and, as may be necessary, submitting yourself to depositions, other appearances and/or preparing affidavits dismissive of any allegation that we are the employer, joint employer or co-employer of any of your employees). To the extent we are the only named party in any such investigation, action, proceeding, arbitration or other setting to the exclusion of you, should any such appearance by you be required or requested by us, we will recompense you the reasonable costs associated with your appearing at any such venue.

#### **16.4 You are Not Authorized**

You understand and agree that nothing in this Agreement authorizes you or any of the Controlling Principals to make any contract, agreement, warranty or representation on our behalf, or to incur any debt or other obligation in our name or the Marks, and that we shall in no event assume liability for, or be deemed liable under this Agreement as a result of, any such action, or for any act or omission of you or any of the Controlling Principals or any claim or judgment arising therefrom.

### **ARTICLE 17** **TERMINATION**

#### **17.1 Automatic Termination – No Right to Cure**

17.1.1 You acknowledge and agree that each of your obligations described in this Agreement is a material and essential obligation of yours; that non-performance of such obligations will adversely and substantially affect us and the System; and that our exercise of the rights and remedies set forth herein is appropriate and reasonable.

17.1.2 You shall be in default under this Agreement, and all rights granted to you herein shall automatically terminate without notice to you, if you, or any of your partners, if you are a partnership, or any of your officers, directors, shareholders, or members, if you are a corporation or limited liability company, shall become insolvent or make a general assignment for the benefit of creditors; if a petition in bankruptcy is filed by you or such a petition is filed against and not opposed by you; if you are adjudicated a bankrupt or insolvent; if a bill in equity or other proceeding for the appointment of a receiver or other custodian for you or your business or assets is filed and consented to by you; if a receiver or other custodian (permanent or temporary) of your assets or property, or any part thereof, is appointed by any court of competent jurisdiction; if proceedings for a composition with creditors under any state or federal law should be instituted by or against you; if a final judgment remains unsatisfied or of record for thirty (30) days or longer (unless a *supersedeas* bond is filed); if you are dissolved; if execution is levied against your business or property; if suit to foreclose any lien or mortgage against the premises or equipment is instituted against you and not dismissed within thirty (30) days; or if the real or personal property of the Franchised Business shall be sold after levy thereupon by any sheriff, marshal, or constable.

17.1.3 You shall be deemed to be in material default and we may, at our option, terminate this Agreement and all rights granted hereunder, without affording you any opportunity to cure the default, (except as otherwise stated below), effective immediately upon notice to you, upon the occurrence of any of the following events:

(a) If you operate the Restaurant or sell any products or services authorized by us for sale at the Restaurant at a location which has not been approved by us;

(b) If you fail to acquire an Accepted Location for the Restaurant within the time and in the manner specified in Article 2;

(c) If you fail to construct or remodel the Restaurant in accordance with the plans and specifications provided to you under Section 5.3 as such plans may be adapted with our approval in accordance with Section 2.5;

(d) If you fail to open the Restaurant for business within the period specified in Section 2.6 hereof;

(e) If you at any time cease to operate or otherwise abandon the Restaurant (you will be deemed to have abandoned the Restaurant if you do not operate it for three (3) consecutive days, ~~unless the closure is due to circumstances beyond your control or we have consented to such closure~~), or lose the right to possession of the premises (including, without limitation, if the lease or any other agreement by which you have the right to possess the premises is terminated), or otherwise forfeit the right to do or transact business in the jurisdiction where the Restaurant is located; ~~provided, however, that this provision shall not apply in cases of Force Majeure (acts of God, strikes, lockouts or other industrial disturbances, war, riot, epidemic, acts of terrorism, fire or other catastrophe or other forces beyond your control; provided, however, that Force Majeure shall not include your lack of financing), if through no fault of yours the premises are damaged or destroyed by an event as described above, provided that you apply within thirty (30) days after such event for our approval to relocate or reconstruct the premises (which approval shall not be unreasonably withheld) and you diligently pursue such reconstruction or relocation; such approval may be conditioned upon the payment of our relocation fee;~~

(f) If you or any of the Controlling Principals are convicted of, or have entered a plea of *nolo contendere* to, a felony, a crime involving moral turpitude, or other crime that we believe is reasonably likely to have an adverse effect on the System, the Marks, the goodwill associated therewith, or our interests therein;

(g) If a threat or danger to public health or safety results from the construction, maintenance or operation of the Restaurant;

(h) If you or any of the Controlling Principals purport to transfer any rights or obligations under this Agreement or any interest in you or the Restaurant to any third party without our prior written consent or without offering us a right of first refusal with respect to such transfer, contrary to the terms of Article 14 of this Agreement;

(i) If you or any of your Controlling Principals or affiliates fail, refuse, or neglect promptly to pay any monies owing to us, or any of our affiliates or vendors, when due under this Agreement or any other agreement, or to submit the financial or other information required by us under this Agreement and do not cure such default within five (5) days following notice from us (or such other

cure period specified in such other agreement, unless no cure period is stated or such period is less than five (5) days, in which case the five (5) day cure period shall apply);

(j) If you or any of the Controlling Principals fail to comply with the in-term covenants in Section 10.3 hereof or you fail to obtain execution of the covenants and related agreements required under Section 10.3.4 hereof within thirty (30) days following notice from us;

(k) If, contrary to the terms of Section 10.2.1 hereof, you or any of the Controlling Principals disclose or divulge any confidential information provided to you or the Controlling Principals by us, or fail to obtain execution of covenants and related agreements required under Section 10.2.2 hereof within thirty (30) days following notice from us;

(l) If a transfer upon death or permanent disability is not transferred in accordance with Article 14 and within the time periods therein;

(m) If you or your Controlling Principals knowingly maintain false books or records, or submit any false reports to us;

(n) If you or your Controlling Principals breach in any material respect any of the covenants in any material respect set forth in Article 6 or have falsely made any of the representations or warranties set forth in Article 6;

(o) If you fail to procure and maintain the insurance policies required by Article 12 and you fail to cure such default within ten (10) days following notice from us;

(p) If you or your Controlling Principals misuse or make any unauthorized use of the Marks or otherwise materially impair the goodwill associated therewith or our rights therein; provided that, notwithstanding the above, you shall be entitled to notice of such event of default and shall have twenty-four (24) hours to cure such default;

(q) If you or any of the Controlling Principals commit three (3) material events of default under this Agreement within any twelve (12) month period, whether or not such defaults are of the same or different nature and whether or not such defaults have been cured by you after notice by us;

(s) If you or any of your managers or Controlling Principals are not able to complete our initial training program to our satisfaction;

(t) If you fail to comply with all applicable laws and ordinances relating to the Restaurant, including Anti-Terrorism Laws, or if your or any of your owners' assets, property, or interests are blocked under any law, ordinance, or regulation relating to terrorist activities, or you or any of your owners otherwise violate any such law, ordinance, or regulation;

(u) If you fail a quality assurance audit or inspection and do not cure any deficiencies detected during such audit or inspection within fifteen (15) days; or

(v) Any license or permit you are required to maintain for the operation of the Restaurant is revoked.

## **17.2 Notice of Termination – 30 Days to Cure**

Except as provided in Sections 17.1.2 and 17.1.3 of this Agreement, upon any default by you which is susceptible of being cured, we may terminate this Agreement by giving written notice of termination stating the nature of such default to you at least thirty (30) days prior to the effective date of termination. However, you may avoid termination by immediately initiating a remedy to cure such default and curing it to our reasonable or making a bona fide attempt to cure to our reasonable satisfaction within the thirty (30) day period and by promptly providing proof thereof to us. If any such default is not cured within the specified time, or such longer period as applicable law may require, this Agreement shall terminate without further notice to you effective immediately upon the expiration of the thirty (30) day period or such longer period as applicable law may require. Defaults which are susceptible of cure hereunder may include, but are not limited to, the following illustrative events:

17.2.1 If you fail to comply with any of the requirements imposed by this Agreement, as it may from time to time be amended or reasonably be supplemented by us, or fail to carry out the terms of this Agreement in good faith.

17.2.2 If you fail to maintain or observe any of the standards, specifications or procedures prescribed by us in this Agreement or otherwise in writing.

17.2.3 If you fail, refuse, or neglect to obtain our prior written approval or consent as required by this Agreement.

17.2.4 If any license or permit you are required to maintain for the operation of the Restaurant is suspended.

## **17.3 Cross-Defaults, Non-Exclusive Remedies, etc.**

Any default by you (or any person/company affiliated with you) under this Agreement may be regarded as a default under any other agreement between us (or any of our affiliates) and you (or any of your affiliates). Any default by you (or any person/company affiliated with you) under any other agreement, including, but not limited to, any lease and/or sublease, between us (or any of our affiliates) and you (or any person/company affiliated with you), and any default by you (or any person/company affiliated with you) under any obligation to us (or any of our affiliates) may be regarded as a default under this Agreement. Any default by you (or any person/company affiliated with you) under any lease, sublease, loan agreement, security interest or otherwise, whether with us, any of our affiliates and/or any third party may be regarded as a default under this Agreement and/or any other agreement between us (or any of our affiliates) and you (or any of your affiliates).

In each of the foregoing cases, we (and any of our affiliates) will have all remedies allowed at law, including termination of your rights (and/or those of any person/company affiliated with you) and our (and/or our affiliates') obligations. No right or remedy which we may have (including termination) is exclusive of any other right or remedy provided under law or equity and we may pursue any rights and/or remedies available.

## **17.4 Our Right to Discontinue Services to You**

If you are in breach of any obligation under this Agreement, and we deliver to you a notice of termination pursuant to this Article 17, we have the right to suspend our performance of any of our obligations under this Agreement including, without limitation, the sale or supply of any services or products for which we are an approved supplier to you until such time as you correct the breach.

### **17.5 Amendment Pursuant to Applicable Law**

Notwithstanding anything to the contrary contained in this Article, if any valid, applicable law or regulation of a competent governmental authority having jurisdiction over this franchise and the parties hereto shall limit our rights of termination under this Agreement or shall require longer notice periods than those set forth above, this Agreement is deemed amended to satisfy the minimum notice periods or restrictions upon such termination required by such laws and regulations; provided, however, that such constructive amendment shall not be deemed a concession by us that the grounds for termination set forth in this Agreement do not constitute “good cause” for termination within the meaning ascribed to that term by any applicable law or regulation. We shall not be precluded from contesting the validity, enforceability or application of such laws or regulations in any action, hearing or proceeding relating to this Agreement or the termination of this Agreement.

### **17.6 Termination by You**

You may terminate this Agreement if you are in compliance, and we materially breach the Agreement and fail to cure the breach within 90 days of receiving your written notice, *provided however*, if the breach is not susceptible to cure within 90 days, but we take action within 90 days to begin curing the breach and act diligently to complete the corrective action within a reasonable time, we will be deemed to have timely cured the breach.

## **ARTICLE 18** **POST-TERMINATION**

Upon termination or expiration of this Agreement, all rights granted hereunder to you shall forthwith terminate, and:

### **18.1 Cease Operations**

You shall immediately cease to operate the Restaurant under this Agreement, and shall not thereafter, directly or indirectly, represent to the public or hold yourself out as a present or former franchisee of ours.

### **18.2 Stop Using the System**

You shall immediately and permanently cease to use, in any manner whatsoever, any confidential methods, computer software, procedures, and techniques associated with the System; the mark “KPOT”; and all other Marks and distinctive forms, slogans, signs, symbols, and devices associated with the System. In particular, you shall cease to use, without limitation, all signs, advertising materials, displays, stationery, forms and any other articles which display the Marks, and shall immediately change all paint colors, remove all of our proprietary or non-proprietary design items.

### **18.3 Cancellation of Assumed Names**

You shall take such action as may be necessary to cancel any assumed name or equivalent registration which contains the mark “KPOT” or any other service mark or trademark of ours, and you shall furnish us with evidence satisfactory to us of compliance with this obligation within five (5) days after termination or expiration of this Agreement.

#### **18.4 No Use of Similar Marks**

You agree, in the event you continue to operate or subsequently begin to operate any other business, not to use any reproduction, counterfeit, copy or colorable imitation of the Marks, either in connection with such other business or the promotion thereof, which is likely to cause confusion, mistake or deception, or which is likely to dilute our rights in and to the Marks, and further agree not to utilize any designation of origin or description or representation which falsely suggests or represents an association or connection with us constituting unfair competition.

#### **18.5 Payment of Sums Owed**

You and your Controlling Principals shall promptly pay all sums owing to us. Such sums shall include all damages, costs and expenses, including reasonable attorneys' fees, incurred by us as a result of any default by you, which obligation shall give rise to and remain, until paid in full, a lien in our favor against any and all of the personal property, furnishings, equipment, fixtures, and inventory owned by you and on the premises operated hereunder at the time of default.

#### **18.6 Payment of Damages, Costs and Expenses**

You and the Controlling Principals shall pay to us all damages, costs and expenses, including reasonable attorneys' fees, incurred by us in connection with obtaining any remedy available to us for any violation of this Agreement and, subsequent to the termination or expiration of this Agreement, in obtaining injunctive or other relief for the enforcement of any provisions of this Article 18.

#### **18.7 Delivery of Manuals and Materials**

You shall immediately deliver to us all Manuals, software licensed by us (if any), records, files, instructions, correspondence, all materials related to operating the Restaurant, including, without limitation, agreements, invoices, and any and all other materials relating to the operation of the Restaurant in your possession or control, and all copies thereof (all of which are acknowledged to be our property), and shall retain no copy or record of any of the foregoing, except your copy of this Agreement and of any correspondence between the parties and any other documents which you reasonably need for compliance with any provision of law.

#### **18.8 Confidential Information**

You and the Controlling Principals shall comply with the restrictions on confidential information contained in Article 10 of this Agreement and shall also comply with the non-competition covenants contained in Article 10. Any other person required to execute similar covenants pursuant to Article 10 shall also comply with such covenants.

#### **18.9 Marketing and Promotional Materials**

You shall also immediately furnish us with an itemized list of all marketing and sales promotion materials bearing the Marks or any of our distinctive markings, designs, labels, or other marks thereon, whether located on your premises or under your control at any other location. We shall have the right to inspect these materials. We shall have the option, exercisable within thirty (30) days after such inspection, to purchase any or all of the materials at your cost, or to require you to destroy and properly dispose of such materials. Materials not purchased by us shall not be utilized by you or any other party for any purpose unless authorized in writing by us.

### **18.10 Signage**

Upon execution of this Agreement, in partial consideration of the rights granted hereunder, you acknowledge and agree that all right, title and interest in the signs used at the Restaurant are hereby assigned to us, and that upon termination or expiration of this Agreement, neither you nor any lien holder of yours shall have any further interest therein.

### **18.11 Assignment of Lease**

If you operate the Restaurant under a lease for the Restaurant premises with a third party or, with respect to any lease for equipment used in the operation of the Franchised Business, then you shall, at our option, assign to us any interest which we have in any lease or sublease for the premises of the Restaurant or any equipment related thereto. We may exercise such option at or within thirty (30) days after either termination or (subject to any existing right to renew) expiration of this Agreement. In the event we do not elect to exercise our option to acquire the lease or sublease for the Restaurant premises or do not have such option, you shall make such modifications or alterations to the Restaurant premises as are necessary to distinguish the appearance of the Restaurant from that of other Restaurants operating under the System and shall make such specific additional changes as we may reasonably request. If you fail or refuse to comply with the requirements of this Section 18.11, we shall have the right to enter upon the premises of the Franchised Business, without being guilty of trespass or any other crime or tort, to make or cause to be made such changes as may be required, at your expense, which expense you agree to pay upon demand. Notwithstanding the provisions of this Section 18.11 to the contrary, in the event the lease is assigned to us, we hereby indemnify and hold harmless you and any guarantors under said lease, for any breach by us or our successors or assigns from any liability arising out of the lease for the Restaurant premises from and after the date of the assignment of lease.

### **18.12 Our Right to Purchase**

18.12.1 Except as provided in Sections 18.9, 18.10 and 18.13, we shall have the option, to be exercised within thirty (30) days after termination or expiration of this Agreement, to purchase from you any or all of the furnishings, equipment (including any point of sale or computer hardware and software systems), signs, fixtures, motor vehicles, supplies, and inventory of yours related to the operation of the Restaurant, at fair market value. If we exercise our right to purchase all or a portion of your assets, we shall be purchasing such assets only and shall be assuming no liabilities whatsoever, unless otherwise agreed to in writing by the parties. If the parties cannot agree on the fair market value within thirty (30) days of our exercise of this option, fair market value shall be determined by two (2) appraisers, with each party selecting one (1) appraiser, and the average of their determinations shall be binding. In the event of such appraisal, each party shall bear its own legal and other costs and each shall pay one-half (1/2) of the appraisal fees. If we elect to exercise any option to purchase herein provided, we shall have the right to set off (i) all fees for any such independent appraiser due from you, (ii) all amounts due from you to us and (iii) any costs incurred in connection with any escrow arrangement (including reasonable legal fees), against any payment therefor and shall pay the remaining amount in cash.

18.12.2 In addition to the options described above and if you own the Restaurant premises, then we shall have the option, to be exercised at or within thirty (30) days after termination or expiration of this Agreement, to purchase the Restaurant premises including any building thereon, if applicable, for the fair market value of the land and building, and any or all of the furnishings, equipment, signs, fixtures, vehicles, supplies and inventory therein at fair market value. We shall purchase assets only and shall assume no liabilities whatsoever, unless otherwise agreed to in writing by the parties. If you do not own the land on which the Restaurant is operated and we exercise our option for an assignment of the lease, we may exercise this option for the purpose of purchasing the building if owned

by you and related assets as described above. If the parties cannot agree on fair market value within thirty (30) days of our exercise of this option, fair market value shall be determined in accordance with appraisal procedure described above.

18.12.3 With respect to the options described in Sections 18.11, 18.12.1 and 18.12.2, you shall deliver to us in a form satisfactory to us, such warranties, deeds, releases of lien, bills of sale, assignments and such other documents and instruments which we deem necessary in order to perfect our title and possession in and to the properties being purchased or assigned and to meet the requirements of all tax and government authorities. If, at the time of closing, you have not obtained all of these certificates and other documents, we may, in our sole discretion, place the purchase price in escrow pending issuance of any required certificates or documents.

18.12.4 The time for closing of the purchase and sale of the properties described in Sections 18.12.1 and 18.12.2 shall be a date not later than thirty (30) days after the purchase price is determined by the parties or the determination of the appraisers, or such date we receive and obtain all necessary permits and approvals, whichever is later, unless the parties mutually agree to designate another date. The time for closing on the assignment of the lease described in Section 18.11 shall be a date no later than ten (10) days after our exercise of the option thereunder unless we are exercising our options under either Section 18.12.1 or 18.12.2, in which case the date of the closing shall be on the same closing date prescribed for such option. Closing shall take place at our corporate offices or at such other location as the parties may agree.

### **18.13 Restaurant Assets**

Notwithstanding anything to the contrary contained in Sections 18.11 and 18.12, if you operate the Restaurant from a premises that is subleased to you by us, upon termination (or expiration without renewal) of this Agreement, we shall have the right to take immediate possession of the assets of the Restaurant, including, any or all of the furnishings, equipment (including any point of sale or computer hardware and software systems), signs, fixtures, motor vehicles, supplies, and inventory of yours related to the operation of the Restaurant. We shall have a lien against all such assets in the amount of any amounts due to us under this Agreement or any other agreement. We shall have the right to have such assets appraised at the lower of cost or fair market value of the used assets, and to acquire all right, title and interest to such assets, without conducting any public sale, by paying to you (or to any lender of yours who has a lienholder interest in the assets) the difference between the appraised value and the amounts owed to us by you at the time of termination. If the lien on the assets from your lender has priority over any lien of ours, and the amount of the lien is in excess of the appraised value of such assets, we shall have the right to deal directly with your lienholder, and to pay any amounts due to you directly to the lienholder. You agree to provide all further assurances, and to execute all documents required by us or by law to lawfully effect such transfer, and to perfect our security interest. We shall have the right to take such action without the execution of any further documents by you if you fail or refuse to comply with these further assurances.

### **18.14 Assignment of Options by Us**

We shall be entitled to assign any and all of our options in this Section to any other party, without your consent.

### **18.15 Telephone Numbers, Internet Pages Listings, etc.**

You, at our option, shall assign to us all rights to the telephone numbers of the Restaurant and any related internet pages trademark listing or other business listings and execute all forms and documents required by us and any telephone company at any time to transfer such service and numbers to us.

Further, you shall assign to us all internet listings, domain names, internet accounts, advertising on the internet or world wide web, websites, listings with search engines, email addresses or any other similar listing or usage related to the Franchised Business. The forms we may require you to execute include, but are not limited to, those included in Attachment F hereto. Notwithstanding any forms and documents which may have been executed under Section 7.9, you hereby appoint us as your true and lawful agent and attorney-in-fact with full power and authority, for the sole purpose of taking such action as is necessary to complete such assignment. This power of attorney shall survive the expiration or termination of this Agreement. You shall thereafter use different telephone numbers, email addresses or other listings or usages at or in connection with any subsequent business conducted by you.

### **18.16 Liquidated Damages**

18.16.1 If we terminate this Agreement with cause, you agree to pay to us, within fifteen (15) days after the date of termination, liquidated damages equal to the average value of the Royalty Fees you paid or owed (per month) to us during the twelve (12) months before the termination multiplied by (i) twenty-four (24), being the number of months in two (2) full years, or (ii) the number of months remaining during the term of this Agreement, whichever is lower.

18.16.2 The parties hereto acknowledge and agree that it would be impracticable to determine precisely the damages we would incur from this Agreement's termination and the loss of cash flow from Royalty Fees due to, among other things, the complications of determining what costs, if any, we might have saved and how much the Royalty Fees would have grown over what would have been this Agreement's remaining term. The parties hereto consider this liquidated damages provision to be a reasonable, good faith pre-estimate of those damages.

18.16.3 The liquidated damages provision only covers our damages from the loss of cash flow from the Royalty Fees. It does not cover any other damages, including damages to our reputation with the public and landlords and damages arising from a violation of any provision of this Agreement other than the Royalty Fee section. You and each of your owners agree that the liquidated damages provision does not give us an adequate remedy at law for any default under, or for the enforcement of, any provision of this Agreement other than the Royalty Fee section.

## **ARTICLE 19 MISCELLANEOUS**

### **19.1 Notices**

Any and all notices required or permitted under this Agreement shall be in writing and shall be personally delivered or sent by expedited delivery service or certified or registered mail, return receipt requested, first class postage prepaid, or sent by facsimile or email (provided that the sender confirms the facsimile by sending an original confirmation copy by certified or registered mail or expedited delivery service within three (3) business days after transmission) to the respective parties at the following addresses unless and until a different address has been designated by written notice to the other party:

|                        |  |
|------------------------|--|
| Notices to Franchisor: | KPOT Franchise LLC<br>19 Quail Run<br>Randolph, New Jersey 07869<br>Attention: President |
|------------------------|--|

With a copy to:

Adam Siegelheim, Esq.  
Stark & Stark  
100 American Metro Blvd  
Hamilton, NJ 08619

Notices to Franchisee and  
the Controlling Principals:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Attention: \_\_\_\_\_  
Facsimile: \_\_\_\_\_  
Email: \_\_\_\_\_

Notwithstanding the foregoing, knowledge of a change in Franchisor’s principal place of business shall be deemed adequate designation of a change and notice shall be sent to the new address. Any notice shall be deemed to have been given at the time of personal delivery or, in the case of facsimile, upon transmission (provided confirmation is sent as described above) or, in the case of expedited delivery service or registered or certified mail, three (3) business days after the date and time of mailing.

**19.2 Entire Agreement**

~~This Agreement, the documents referred to herein, and the Attachments hereto, constitute the entire, full and complete agreement between us and you and the Controlling Principals concerning the subject matter hereof and shall supersede all prior related agreements between us and you and the Controlling Principals; provided, however, that nothing in this or any related agreement is intended to disclaim the representations made by us in the Disclosure Document that was furnished to you by us. Except for those permitted to be made unilaterally by us hereunder, no amendment, change or variance from this Agreement shall be binding on either party unless mutually agreed to by the parties and executed by their authorized officers or agents in writing.~~

THIS AGREEMENT, INCLUDING ANY EXHIBITS AND ADDENDA, CONSTITUTES THE ENTIRE AGREEMENT BETWEEN THE PARTIES REGARDING THE SUBJECT MATTER OF THIS AGREEMENT AND SUPERSEDES ALL PRIOR UNDERSTANDINGS OR AGREEMENTS, WHETHER ORAL, OR WRITTEN, PERTAINING TO ANY RIGHTS OR OBLIGATIONS IN THIS AGREEMENT. THIS AGREEMENT MAY NOT BE CHANGED, EXCEPT BY A WRITTEN DOCUMENT SIGNED BY BOTH PARTIES. HOWEVER, YOU ACKNOWLEDGE THAT WE MAY MODIFY OUR STANDARDS, SPECIFICATIONS AND CONFIDENTIAL OPERATIONS MANUAL AS WE, IN OUR SOLE DISCRETION, DEEM NECESSARY. WE WILL ALSO HAVE THE RIGHT TO UNILATERALLY REDUCE THE SCOPE OF ANY OF YOUR COVENANTS CONTAINED IN THIS AGREEMENT UPON NOTICE TO YOU, WHEREUPON YOU WILL COMPLY WITH THE REDUCED COVENANTS, AS MODIFIED. NOTHING IN THIS AGREEMENT IS INTENDED TO DISCLAIM ANY INFORMATION CONTAINED IN THE FRANCHISE DISCLOSURE DOCUMENT.

**19.3 No Waiver**

No delay, waiver, omission or forbearance on our part to exercise any right, option, duty or power arising out of any breach or default by you or the Controlling Principals under this Agreement shall constitute a waiver by us to enforce any such right, option, duty or power against you or the Controlling Principals, or as to a subsequent breach or default by you or the Controlling Principals. Acceptance by us of any payments due to us hereunder subsequent to the time at which such payments are due shall not be

deemed to be a waiver by us of any preceding breach by you or the Controlling Principals of any terms, provisions, covenants or conditions of this Agreement.

#### **19.4 Our Prior Approval**

Whenever this Agreement requires our prior approval or consent, you shall make a timely written request to us, and such approval or consent shall be obtained in writing.

#### **19.5 No Warranty or Guaranty**

We make no warranties or guarantees upon which you may rely and assume no liability or obligation to you or any third party to which we would not otherwise be subject, by providing any waiver, approval, advice, consent or suggestion to you in connection with this Agreement, or by reason of any neglect, delay or denial of any request therefor.

#### **19.6 ~~Continued Obligation to Pay Sums~~ Force Majeure**

~~If a Force Majeure event shall occur, then, in addition to payments required under Section 17.1.3(e), you shall continue to be obligated to pay to us any and all amounts that you shall have duly become obligated to pay in accordance with the terms of this Agreement prior to the occurrence of any Force Majeure event and the Indemnitees shall continue to be indemnified and held harmless by you in accordance with Article 15. Except as provided in Section 17.1.3(e) and the immediately preceding sentence herein, none of the parties hereto shall be held liable for a failure to comply with any terms and conditions of this Agreement when such failure is caused by an event of Force Majeure. Upon the occurrence of any event of the type referred to herein, the party affected thereby shall give prompt notice thereof to the other parties, together with a description of the event, the duration for which the party expects its ability to comply with the provisions of the Agreement to be affected thereby and a plan for resuming operation under the Agreement, which the party shall promptly undertake and maintain with due diligence. Such affected party shall be liable for failure to give timely notice only to the extent of damage actually caused.~~

Neither we, nor our parent, predecessor or affiliate nor you shall be liable for loss or damage or deemed to be in breach of this Agreement or any related agreement if failure to perform obligations is not the fault nor within the reasonable control of the person due to perform but results from, without limitation, fire, flood, natural disasters, acts of God, governmental acts or orders, or civil disorders. Any delay resulting from any such cause shall extend the time of performance for the period of such delay or for such other reasonable period of time as the parties agree in writing or shall excuse performance, in whole or in part, as we deem reasonable, provided however, in the event that any such delay (i) extends any deadline to open or (ii) prevents the operation of the Franchised Business, in excess of ninety (90) days, we may, at our option, terminate this Agreement. Nothing herein shall extend the timing for the payment of fees owed by you to us nor excuse payment.

#### **19.7 Arbitration**

Except to the extent we elect to enforce the provisions of this Agreement by judicial process and injunction in our sole discretion, all disputes, claims and controversies between the parties arising under or in connection with this Agreement or the making, performance or interpretation thereof (including claims of fraud in the inducement and other claims of fraud and the arbitrability of any matter) which have not been settled through negotiation will be settled by binding arbitration within the county where we maintain our headquarters. The arbitrator(s) will have a minimum of five (5) years of experience in franchising or distribution law and will have the right to award specific performance of this Agreement. The proceedings will be conducted under the commercial arbitration rules of the American Arbitration Association, to the extent such rules are not inconsistent with the provisions of this arbitration provision.

The decision of the arbitrator(s) will be final and binding on all parties. This Section will survive termination or non-renewal of this Agreement under any circumstances. Judgment upon the award of the arbitrator(s) may be entered in any court having jurisdiction thereof. During the pendency of any arbitration proceeding, you and we shall fully perform our respective obligations under this Agreement. Any action or proceeding under this Agreement shall be brought on an individual basis, and not on a class-wide or multiple plaintiff basis ~~or as an action where any party hereto acts in a representative capacity~~, unless prohibited by law. Notwithstanding any choice of law or other provision herein, the parties agree and acknowledge that the Federal Arbitration Act shall govern the interpretation and enforcement and proceedings pursuant to this Agreement. To the extent state law is applicable under the Federal Arbitration Act, the law of the state of New Jersey shall apply. The statute of limitations of the state of New Jersey shall be strictly enforced.

### **19.8 Venue; Governing Law**

With respect to any claims, controversies or disputes which are not finally resolved through negotiation or arbitration, or as otherwise provided above, you and the Controlling Principals hereby irrevocably submit themselves to the jurisdiction of the state courts and the Federal District Court nearest to our headquarters. You and the Controlling Principals hereby waive all questions of personal jurisdiction for the purpose of carrying out this provision. You and the Controlling Principals hereby agree that service of process may be made upon any of them in any proceeding relating to or arising out of this Agreement or the relationship created by this Agreement by any means allowed by New Jersey or federal law. You and the Controlling Principals further agree that venue for any proceeding relating to or arising out of this Agreement shall be the county and state where we maintain our headquarters; provided, however, with respect to any action (1) for monies owed, (2) for injunctive or other extraordinary relief or (3) involving possession or disposition of, or other relief relating to, real property, we may bring such action in any State or Federal District Court which has jurisdiction.

Except as provided elsewhere in this Agreement (for example, with regard to the applicability of the Federal Arbitration Act, 9 U.S.C. §1 et seq. and the effect of federal preemption of state law by such Act) and except to the extent governed by the United States Trademark Act and other federal laws, the parties agree that this Agreement (including any claims, counter-claims or otherwise by you) and all other matters concerning the parties will be governed by, and construed and enforced in accordance with, the laws of the state of New Jersey.

### **19.9 Agreement Regarding Governing Law and Choice of Forum**

You, the Controlling Principals and we acknowledge that the parties' agreement regarding applicable state law and forum set forth in Sections 19.7 and 19.8 above provide each of the parties with the mutual benefit of uniform interpretation of this Agreement and any dispute arising out of this Agreement or the parties' relationship created by this Agreement. Each of you, the Controlling Principals and we further acknowledge the receipt and sufficiency of mutual consideration for such benefit and that each party's agreement regarding applicable state law and choice of forum have been negotiated in good faith and are part of the benefit of the bargain reflected by this Agreement.

### **19.10 Waiver of Punitive Damages; Waiver of Jury Trial**

You, the Controlling Principals and we hereby waive, to the fullest extent permitted by law, any right to or claim or any punitive, exemplary, incidental, indirect, special, consequential or other damages (including, without limitation, loss of profits) against either party, their officers, directors, shareholders, partners, agents, representatives, independent contractors, servants and employees, in their corporate and individual capacities, arising out of any cause whatsoever (whether such cause be based in contract, negligence, strict liability, other tort or otherwise) and agree that in the event of a dispute, either party

shall be limited to the recovery of any actual damages sustained by it. If any other term of this Agreement is found or determined to be unconscionable or unenforceable for any reason, the foregoing provisions of waiver by agreement of punitive, exemplary, incidental, indirect, special, consequential or other damages (including, without limitation, loss of profits) shall continue in full force and effect.

We and you irrevocably waive trial by jury in any action, proceeding, or counterclaim, whether at law or in equity, brought by either of us against the other. Any and all claims and actions arising out of or relating to this Agreement, the relationship of you and us, or your operation of the Restaurant, brought by either party hereto against the other, whether in arbitration, or a legal action, shall be commenced within two (2) years from the occurrence of the facts giving rise to such claim or action, or such claim or action shall be barred.

#### **19.11 Execution in Multiple Counterparts**

This Agreement may be executed in multiple counterparts, each of which when so executed shall be an original, and all of which shall constitute one and the same instrument, including electronic signatures and copies sent via electronic transmission.

#### **19.12 Captions**

The captions used in connection with the sections and subsections of this Agreement are inserted only for purpose of reference. Such captions shall not be deemed to govern, limit, modify or in any other manner affect the scope, meaning or intent of the provisions of this Agreement or any part thereof nor shall such captions otherwise be given any legal effect.

#### **19.13 Survival of Terms**

Any obligation of you or the Controlling Principals that contemplates performance of such obligation after termination or expiration of this Agreement or the transfer of any interest of you or the Controlling Principals therein, shall be deemed to survive such termination, expiration or transfer.

#### **19.14 Severability of Provisions**

Except as expressly provided to the contrary herein, each portion, section, part, term and provision of this Agreement shall be considered severable; and if, for any reason, any portion, section, part, term or provision is determined to be invalid and contrary to, or in conflict with, any existing or future law or regulation by a court or agency having valid jurisdiction, this shall not impair the operation of, or have any other effect upon, the other portions, sections, parts, terms or provisions of this Agreement that may remain otherwise intelligible, and the latter shall continue to be given full force and effect and bind the parties; the invalid portions, sections, parts, terms or provisions shall be deemed not to be part of this Agreement; and there shall be automatically added such portion, section, part, term or provision as similar as possible to that which was severed which shall be valid and not contrary to or in conflict with any law or regulation.

#### **19.15 Joint and Several Obligations**

All references herein to the masculine, neuter or singular shall be construed to include the masculine, feminine, neuter or plural, where applicable. Without limiting the obligations individually undertaken by the Controlling Principals under this Agreement, all acknowledgments, promises, covenants, agreements and obligations made or undertaken by you in this Agreement shall be deemed, jointly and severally, undertaken by all of the Controlling Principals.

### **19.16 Rights and Remedies Cumulative**

All rights and remedies of the parties to this Agreement shall be cumulative and not alternative, in addition to and not exclusive of any other rights or remedies which are provided for herein or which may be available at law or in equity in case of any breach, failure or default or threatened breach, failure or default of any term, provision or condition of this Agreement or any other agreement between you or any of your affiliates and us. The rights and remedies of the parties to this Agreement shall be continuing and shall not be exhausted by any one or more uses thereof, and may be exercised at any time or from time to time as often as may be expedient; and any option or election to enforce any such right or remedy may be exercised or taken at any time and from time to time. The expiration, earlier termination or exercise of our rights pursuant to Article 17 of this Agreement shall not discharge or release you or any of the Controlling Principals from any liability or obligation then accrued, or any liability or obligation continuing beyond, or arising out of, the expiration, the earlier termination or the exercise of such rights under this Agreement.

### **19.17 Terminology**

The term “your Principals” shall include, collectively and individually, (1) your spouse, if you are an individual, (2) all officers, directors, managers and general partners (or persons holding comparable positions in non-corporate entities) of you and (3) all officers, directors, managers and general partners (or persons holding comparable positions in non-corporate entities) of any Controlling Principal that itself is an entity, in each case whom we designate as your Principals and all holders of an ownership interest in you and of any entity directly or indirectly controlling you, and any other person or entity controlling, controlled by or under common control with you. As used in this Section 19.17, the terms “control” and “controlling” shall mean the power to influence the management decisions of the specified person and shall in any case be deemed to exist where the second person holds ten percent (10%) or more of the total ownership interest in the specified person, serves on any board of directors or comparable body of such specified person or acts as an officer, general partner or manager thereof (or holds a comparable position in a non-corporate entity). The initial Principals shall be listed on Attachment C. The term “Controlling Principals” shall include, collectively and individually, any Principal who has been designated by us as a Controlling Principal hereunder. For purposes of this Agreement, a publicly held corporation is a corporation registered pursuant to Section 12 of the Securities Exchange Act of 1934, as amended, or a corporation subject to the requirements of Section 15(d) of such Act.

### **19.18 References**

Each reference in this Agreement to a corporation or partnership shall be deemed to also refer to a limited liability company and any other entity or organization similar thereto. Each reference to the organizational documents, equity owners, directors, and officers of a corporation in this Agreement shall be deemed to refer to the functional equivalents of such organizational documents, equity owners, directors, and officers, as applicable, in the case of a limited liability company or any other entity or organization similar thereto.

### **19.19 No Rights or Remedies Except to the Parties**

Except as expressly provided to the contrary herein, nothing in this Agreement is intended, nor shall be deemed, to confer upon any person or legal entity other than you, us, our officers, directors, members and employees and such of your and our respective successors and assigns as may be contemplated (and, as to you, authorized by Article 14), any rights or remedies under or as a result of this Agreement.

### **19.20 Effectiveness of Agreement**

This Agreement shall not become effective until signed by an authorized officer of ours.

### **19.21 Modification of the System**

You understand and agree that the System must not remain static if it is to meet, without limitation, presently unforeseen changes in technology, competitive circumstances, demographics, populations, consumer trends, societal trends and other marketplace variables, and if it is to best serve the interests of us, you and all other franchisees. Accordingly, you expressly understand and agree that we may from time to time change the components of the System including, but not limited to, altering the products, programs, services, methods, standards, forms, policies and procedures of that System; abandoning the System altogether in favor of another system in connection with a merger, acquisition, other business combination or for other reasons; adding to, deleting from or modifying those products, programs and services which your Franchised Business is authorized and required to offer; modifying or substituting entirely the building, premises, equipment, signage, trade dress, décor, color schemes and uniform specifications and all other unit construction, design, appearance and operation attributes which you are required to observe hereunder; and changing, improving, modifying, or substituting other words or designs for, the Marks. You expressly agree to comply with any such modifications, changes, additions, deletions, substitutions and alterations; provided, however, that such changes shall not materially and unreasonably increase your obligations hereunder.

You shall accept, use and effectuate any such changes or modifications to, or substitution of, the System as if they were part of the System at the time that this Agreement was executed.

We shall not be liable to you for any expenses, losses or damages sustained by you as a result of any of the modifications contemplated hereby. You hereby covenant not to commence or join in any litigation or other proceeding against us or any third party complaining of any such modifications or seeking expenses, losses or damages caused thereby. You expressly waive any claims, demands or damages arising from or related to the foregoing activities including, without limitation, any claim of breach of contract, breach of fiduciary duty, fraud, and/or breach of the implied covenant of good faith and fair dealing.

### **19.22 Operation in the Event of Absence or Disability**

In order to prevent any interruption of the Franchised Business operations which would cause harm to the Franchised Business, thereby depreciating the value thereof, you authorize us, who may, at our option, in the event that you are absent for any reason or are incapacitated by reason of illness and are unable, in our sole and reasonable judgment, to operate the Franchised Business, operate the Franchised Business for so long as we deem necessary and practical, and without waiver of any other rights or remedies we may have under this Agreement. All monies from the operation of the Franchised Business during such period of operation by us shall be kept in a separate account, and the expenses of the Franchised Business, including reasonable compensation and expenses for our representative, shall be charged to said account. If, as herein provided, we temporarily operate the Franchised Business franchised herein for you, you agree to indemnify and hold harmless us and any representative of ours who may act hereunder, from any and all acts which we may perform, as regards the interests of you or third parties.

### **19.23 Step-In Rights**

If we determine in our sole judgment that the operation of your business is in jeopardy, or if a default occurs, then in order to prevent an interruption of the Franchised Business which would cause harm to the System and thereby lessen its value, you authorize us to operate your business for as long as

we deem necessary and practical, and without waiver of any other rights or remedies which we may have under this Agreement. In our sole judgment, we may deem you incapable of operating the Franchised Business if, without limitation, you are absent or incapacitated by reason of illness or death; you have failed to pay when due or have failed to remove any and all liens or encumbrances of every kind placed upon or against your business; or we determine that operational problems require that we operate your business for a period of time that we determine, in our sole discretion, to be necessary to maintain the operation of the business as a going concern.

We shall keep in a separate account all monies generated by the operation of your business, less the expenses of the business, including reasonable compensation and expenses for our representatives. In the event of our exercise of the Step-In Rights, you agree to hold harmless us and our representatives for all actions occurring during the course of such temporary operation. You agree to pay all of our reasonable attorneys' fees and costs incurred as a consequence of our exercise of the Step-In Rights. Additionally, in the event we temporarily operate the Restaurant franchised herein on your behalf, you agree to pay to us the then-current fee for the management and maintenance of the Restaurant in your absence. Nothing contained herein shall prevent us from exercising any other right which we may have under this Agreement, including, without limitation, termination.

#### **19.24 Costs and Legal Fees**

If we are required to enforce this Agreement in a judicial or arbitration proceeding, you shall reimburse us for our costs and expenses, including, without limitation, reasonable accountants', attorneys', attorney assistants', and expert witness fees, costs of investigation and proof of facts, court costs, other litigation expenses and travel and living expenses, whether incurred prior to, in preparation for or in contemplation of the filing of any such proceeding. If we are required to engage legal counsel in connection with any failure by you to comply with this Agreement, you shall reimburse us for any of the above-listed costs and expenses incurred by us.

### **ARTICLE 20** **SECURITY INTERESTS**

#### **20.1 Collateral**

You grant to us a security interest ("Security Interest") in all of the furniture, fixtures, equipment, signage, and realty (including your interests under all real property and personal property leases) of the Restaurant, together with all similar property now owned or hereafter acquired, additions, substitutions, replacements, proceeds, and products thereof, wherever located, used in connection with the Restaurant. All items in which a security interest is granted are referred to as the "Collateral".

#### **20.2 Indebtedness Secured**

The Security Interest is to secure payment of the following (the "Indebtedness"):

20.2.1 All amounts due under this Agreement or otherwise by you;

20.2.2 All sums which we may, at our option, expend or advance for the maintenance, preservation, and protection of the Collateral, including, without limitation, payment of rent, taxes, levies, assessments, insurance premiums, and discharge of liens, together with interest, or any other property given as security for payment of the Indebtedness;

20.2.3 All expenses, including reasonable attorneys' fees, which we incur in connection with collecting any or all Indebtedness secured hereby or in enforcing or protecting our rights under the Security Interest and this Agreement; and

20.2.4 All other present or future, direct or indirect, absolute or contingent, liabilities, obligations, and indebtedness of you to us or third parties under this Agreement, however created, and specifically including all or part of any renewal or extension of this Agreement, whether or not you execute any extension agreement or renewal instruments.

Our security interest, as described herein, shall be subordinated to any financing related to your operation of the Restaurant, including, but not limited to, a real property mortgage and equipment leases.

### **20.3 Additional Documents**

You will from time to time as required by us join with us in executing any additional documents and one or more financing statements pursuant to the Uniform Commercial Code (and any assignments, extensions, or modifications thereof) in form satisfactory to us.

### **20.4 Possession of Collateral**

Upon default and termination of your rights under this Agreement, we shall have the immediate right to possession and use of the Collateral.

### **20.5 Our Remedies in Event of Default**

You agree that, upon the occurrence of any default set forth above, the full amount remaining unpaid on the Indebtedness secured shall, at our option and without notice, become due and payable immediately, and we shall then have the rights, options, duties, and remedies of a secured party under, and you shall have the rights and duties of a debtor under, the Uniform Commercial Code of New Jersey (or other applicable law), including, without limitation, our right to take possession of the Collateral and without legal process to enter any premises where the Collateral may be found. Any sale of the Collateral may be conducted by us in a commercially reasonable manner. Reasonable notification of the time and place of any sale shall be satisfied by mailing to you pursuant to the notice provisions set forth above.

### **20.6 Special Filing as Financing Statement**

This Agreement shall be deemed a Security Agreement and a Financing Statement. This Agreement may be filed for record in the real estate records of each county in which the Collateral, or any part thereof, is situated and may also be filed as a Financing Statement in the counties or in the office of the Secretary of State, as appropriate, in respect of those items of Collateral of a kind or character defined in or subject to the applicable provisions of the Uniform Commercial Code as in effect in the appropriate jurisdiction.

## **ARTICLE 21** **TECHNOLOGY**

### **21.1 Computer Systems and Software**

The following terms and conditions shall apply with respect to your computer system:

21.1.1 We shall have the right to specify or require that certain brands, types, makes, and/or models of communications, computer systems, and hardware to be used by, between, or among KPOT Restaurants, including without limitation: (a) back office and point of sale systems, data, audio,

video, and voice storage, retrieval, and transmission systems for use at KPOT Restaurants, between or among Restaurants, and between and among the Franchised Restaurant and us and/or you; (b) Point of Sale Systems; (c) physical, electronic, and other security systems; (d) printers and other peripheral devices; (e) archival back-up systems; and (f) internet access mode and speed (collectively, the “Computer System”).

21.1.2 We shall have the right, but not the obligation, to develop or have developed for us, or to designate: (a) computer software programs and accounting system software that you must use in connection with the Computer System (“Required Software”), which you shall install; (b) updates, supplements, modifications, or enhancements to the Required Software, which you shall install; (c) the tangible media upon which you shall record data; and (d) the database file structure of your Computer System.

21.1.3 You shall record all sales on computer-based point of sale systems approved by us or on such other types of systems as may be designated by us in the Manuals or otherwise in writing (“Point of Sale Systems”), which shall be deemed part of your Computer System.

21.1.4 You shall make, from time to time, such upgrades and other changes to the Computer System and Required Software as we may request in writing (collectively, “Computer Upgrades”).

21.1.5 You shall comply with all specifications issued by us with respect to the Computer System and the Required Software, and with respect to Computer Upgrades. You shall also afford us unimpeded access to your Computer System and Required Software as we may request, in the manner, form, and at the times requested by us.

## **21.2 Data**

We may, from time-to-time, specify in the Manuals or otherwise in writing the information that you shall collect and maintain on the Computer System installed at the Restaurant, and you shall provide to us such reports as we may reasonably request from the data so collected and maintained. All data pertaining to the Restaurant, and all data created or collected by you in connection with the System, or in connection with your operation of the Restaurant (including without limitation data pertaining to or otherwise concerning the Restaurant’s customers) or otherwise provided by you (including, without limitation, data uploaded to, or downloaded from your Computer System) is and will be owned exclusively by us, and we will have the right to use such data in any manner that we deem appropriate without compensation to you. Copies and/or originals of such data must be provided to us upon our request. We hereby license use of such data back to you for the term of this Agreement, at no additional cost, solely for your use in connection with the business franchised under this Agreement. We may choose to provide you with an e-mail address that you must use in connection with any electronic communications with suppliers, vendors or customers regarding your Restaurant. We own all KPOT e-mail addresses and have full access to all communications sent and received using those addresses.

## **21.3 Privacy**

You shall abide by all applicable laws pertaining to privacy of information collected or maintained regarding customers or other individuals (“Privacy”), and shall comply with our standards and policies pertaining to Privacy. If there is a conflict between our standards and policies pertaining to Privacy and applicable law, you shall: (a) comply with the requirements of applicable law; (b) immediately give us written notice of said conflict; and (c) promptly and fully cooperate with us and our counsel as we may request to assist us in our determination regarding the most effective way, if any, to meet our standards and policies pertaining to Privacy within the bounds of applicable law.

#### **21.4 Telecommunications**

You shall comply with our requirements (as set forth in the Manuals or otherwise in writing) with respect to establishing and maintaining telecommunications connections between your Computer System and our Intranet (as defined below), if any, and/or such other computer systems as we may reasonably require.

#### **21.5 Intranet**

We may establish a website providing private and secure communications between us, you, franchisees, licensees and other persons and entities as determined by us, in our sole discretion (an “Intranet”). You shall comply with our requirements (as set forth in the Manuals or otherwise in writing) with respect to connecting to the Intranet, and utilizing the Intranet in connection with the operation of the Restaurant. The Intranet may include, without limitation, the Manuals, training other assistance materials, and management reporting solutions (both upstream and downstream, as we may direct). You shall purchase and maintain such computer software and hardware as may be required to connect to and utilize the Intranet.

#### **21.6 On-line Use of Proprietary Marks**

You shall not use the Proprietary Marks or any abbreviation or other name associated with us and/or the System as part of any email address, domain name, and/or other identification of you in any electronic medium. You agree not to transmit or cause any other party to transmit advertisements or solicitations by email or other electronic media without our prior written consent as to your plan for transmitting such advertisements.

#### **21.7 No Outsourcing Without Prior Written Consent**

You shall not hire third party or outside vendors to perform any services or obligations in connection with the Computer System, Required Software, or any other of your obligations without our prior written approval therefor, unless we have designated an approved supplier to provide such services. Our consideration of any proposed outsourcing vendor(s) may be conditioned upon, among other things, such third party or outside vendor’s entry into a confidentiality agreement with us and you in a form that is reasonably provided by us.

#### **21.8 Changes to Technology**

You and we acknowledge and agree that changes to technology are dynamic and not predictable within the term of this Agreement. In order to provide for inevitable but unpredictable changes to technological needs and opportunities, you agree that we shall have the right to establish, in writing, reasonable new standards for the implementation of technology in the System; and you agree that you shall abide by those reasonable new standards established by us as if this Article 21 were periodically revised by us for that purpose. You acknowledge and understand that this Agreement does not place any limitations on either our right to require you to obtain Computer Upgrades or the cost of such Computer Upgrades.

### **ARTICLE 22**

#### **YOUR REPRESENTATIONS AND ACKNOWLEDGMENTS**

##### **22.1 Your Representations**

You represent and warrant to us, with the intention that we are relying thereon in entering into this Agreement, that:

22.1.1 If you are a corporation, limited liability company, general partnership, partnership, or limited partnership, then you are organized under the laws of the state of your principal place of business (or another state which you have identified to us) and are in good standing with and qualified to do business in each state and political/governmental subdivision having jurisdiction over the Restaurant.

22.1.2 If you are a corporation, limited liability company, general partnership, partnership, or limited partnership, you have all corporate power and authority to execute, deliver, consummate and perform this Agreement, and it will be binding upon you and your successors and assigns when executed.

22.1.3 You do not have any material liabilities, adverse claims, commitments or obligations of any nature as of the date of execution of this Agreement, whether accrued, unliquidated, absolute, contingent or otherwise which are not reflected as liabilities on the balance sheets of your current financial statements, which you have furnished to us before the execution of this Agreement.

22.1.4 As of the date of execution of this Agreement, there are no actions, suits, proceedings or investigations pending or, to your knowledge or the knowledge any of your officers, directors, principal shareholders, proprietors, partners or principals (as applicable) after due inquiry, threatened, in any court or arbitral forum, or before any governmental agency or instrumentality, nor to the best of your knowledge or the knowledge of any such persons or entities (after due inquiry) is there any basis for any claim, action, suit, proceeding or investigation which affects or could affect, directly or indirectly, any of your assets, properties, rights or business; your right to operate and use your assets, properties or rights to carry on your business; and/or which affects or could affect your right to assume and carry out in all respects the duties, obligations and responsibilities specified in this Agreement.

22.1.5 Neither you nor any of your Principals is a party to any contract, agreement, covenant not to compete or other restriction of any type which may conflict with, or be breached by, the execution, delivery, consummation and/or performance of this Agreement.

22.1.6 All of your representations and warranties contained in this Agreement are complete, correct and accurate as of the date of execution of this Agreement and will survive any termination or expiration of this Agreement.

## **22.2 Your Acknowledgments**

You acknowledge, warrant and represent to us and we rely on such acknowledgments, warranties and representations that:

22.2.1 You affirm that all information set forth in all applications, financial statements and submissions to us are true, complete and accurate in all respects, and you expressly acknowledge that we are relying on the truthfulness, completeness and accuracy of this information.

Initials \_\_\_\_\_

22.2.2 You understand and agree that we may manage and change the System and our business in any manner that is not expressly prohibited by this Agreement. Whenever we have the right within this Agreement to take or withhold action or to grant or decline to you the right to take or withhold action, we may make such a decision on the basis of our business judgment of what is in our best interests and those of the System and the franchise network, without regard to whether other reasonable alternative

decisions exist or whether our decision adversely affects you. Absent applicable statute, we shall have no liability for such a decision and you agree that our decision will not be subject to limitation or review. If applicable law implies a covenant of good faith and fair dealing in this Agreement, you agree that such a covenant shall not imply any rights or obligations that are inconsistent with a fair construction of the terms of this Agreement and that this Agreement grants to us the right to make decisions, take actions and/or refrain from taking actions not inconsistent with your rights and obligations hereunder.

Initials \_\_\_\_\_

22.2.3 Although we retain the right to establish and periodically modify System standards, which you have agreed to maintain in the operation of the Franchised Restaurant, you retain the right and sole responsibility for the day-to-day management and operation of the Restaurant and the implementation and maintenance of System standards at the Restaurant.

Initials \_\_\_\_\_

22.2.4 You acknowledge and agree that we may modify the offer of our franchises to other franchisees in any manner and at any time, which offers and agreements have or may have terms, conditions, and obligations that may differ from the terms, conditions, and obligations in this Agreement.

Initials \_\_\_\_\_

[Signatures appear on the next page]

**IN WITNESS WHEREOF**, each of the parties hereto has caused this Agreement to be executed by its duly authorized representative as of the date first above written.

ATTEST

FRANCHISOR:  
KPOT FRANCHISE LLC  
a New Jersey limited liability company

\_\_\_\_\_  
Witness

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Accepted On: \_\_\_\_\_  
(the "Effective Date")

FRANCHISEE:

\_\_\_\_\_

\_\_\_\_\_  
Witness

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**ATTACHMENT A TO THE FRANCHISE AGREEMENT**  
**ACCEPTED LOCATION AND DESIGNATED TERRITORY**

1. ACCEPTED LOCATION

Pursuant to Section 1.2 of the Franchise Agreement, the Restaurant shall be located at the following Accepted Location:

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2. DESIGNATED TERRITORY:

Pursuant to Section 1.4 of the Franchise Agreement, the Designated Territory shall be:

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FRANCHISEE:

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By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

FRANCHISOR:

KPOT FRANCHISE LLC

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**ATTACHMENT B TO THE FRANCHISE AGREEMENT**

**COLLATERAL ASSIGNMENT OF LEASE**

**FOR VALUE RECEIVED**, the undersigned (“Assignor”) assigns, transfers and sets over to KPOT Franchise LLC, a New Jersey limited liability company (“Assignee”), all of Assignor’s right and title to and interest in that certain “Lease” a copy of which is attached as Exhibit A respecting premises commonly known as \_\_\_\_\_ (the “Premises”). This assignment is for collateral purposes only and except as specified in this document Assignee will have no liability or obligation of any kind whatsoever arising from or in connection with this assignment or the Lease unless and until Assignee takes possession of the ~~premises~~Premises the Lease demises according to the terms of this document and assumes Assignor’s obligations under the Lease.

Assignor represents and warrants to Assignee that it has full power and authority to assign the Lease and that Assignor has not previously assigned or transferred and is not otherwise obligated to assign or transfer any of its interest in the Lease or the ~~premises~~Premises it demises.

Upon Assignor’s default under the Lease or under the “Franchise Agreement” for a Restaurant between Assignee and Assignor or in the event Assignor defaults under any document or instrument securing the Franchise Agreement Assignee has the right to take possession of the ~~premises~~Premises the Lease demises and expel Assignor from the premises. In that event Assignor will have no further right and title to or interest in the Lease but will remain liable to Assignee for any past due rental payments or other charges Assignee is required to pay Lessor to effectuate the assignment this document contemplates.

Assignor agrees that it will not suffer or permit any surrender, termination, amendment or modification of the Lease without Assignee’s prior written consent. Throughout the term of the Franchise Agreement Assignor agrees that it will elect and exercise all options to extend the term of or renew the Lease not less than thirty (30) days before the last day upon which the option must be exercised unless Assignee agrees otherwise in writing. Upon Assignee’s failure to agree otherwise in writing and upon Assignor’s failure to elect to extend or renew the Lease as required Assignor appoints Assignee as its true and lawful attorney-in-fact with the authority to exercise the extension or renewal options in the name, place and stead of Assignor for the sole purpose of effecting the extension or renewal.

ASSIGNEE:  
KPOT FRANCHISE LLC

ASSIGNOR:  
\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**CONSENT TO COLLATERAL ASSIGNMENT AND AGREEMENT OF LESSOR**

The undersigned Lessor under the Lease:

(a) Agrees to notify Assignee in writing of and upon Assignor’s failure to cure any default by Assignor under the Lease;

(b) Agrees that Assignee will have the right, but not the obligation, to cure any default by Assignor under the Lease within thirty (30) days after Lessor’s delivery of notice of the default under section (a) above;

(c) Consents to the Collateral Assignment and agrees that if Assignee takes possession of the ~~premises~~Premises the Lease demises and confirms to Lessor that it has assumed the Lease as tenant, Lessor will recognize Assignee as tenant under the Lease, provided that Assignee cures within the thirty (30) day period noted in section (b) above Assignor’s defaults under the Lease; and

(d) Agrees that Assignee may further assign the Lease to or enter into a sublease with a person, firm or corporation who agrees to assume the tenant’s obligations under the Lease and is reasonably acceptable to Lessor and that upon that assignment Assignee will have no further liability or obligation under the Lease as assignee, tenant or otherwise, other than to certify that the additional assignee or sublessee operates the ~~premises~~Premises the Lease demises as a Restaurant.

Dated: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_, Lessor

**ATTACHMENT C TO THE FRANCHISE AGREEMENT**

**STATEMENT OF OWNERSHIP INTERESTS AND FRANCHISEE'S PRINCIPALS**

**Franchisee Owners**

1. **Form of Owner.** (Choose (a) or (b))

(a) **Individual Proprietorship.** List individual(s):

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

(b) **Corporation, Limited Liability Company, or Partnership:**

Name: \_\_\_\_\_  
Date of incorporation or formation: \_\_\_\_\_  
State of incorporation of formation: \_\_\_\_\_

The following is a list of your directors/managers/officers, as applicable, and officers as of the date of execution:

**Name of Each Director/Manager/Officer**

**Position(s) Held**

|       |       |
|-------|-------|
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |

2. **Principals.** The following list includes the full name of each person or entity who is one of your owners and fully describes the nature of each owner's interest (attach additional pages if necessary).

**Principal's Name**

**Percentage/Description of Interest**

- (a) \_\_\_\_\_
- (b) \_\_\_\_\_
- (c) \_\_\_\_\_
- (d) \_\_\_\_\_

Unless designated as a Controlling Principal, each of Franchisee's Principals shall execute the Confidentiality and Non-Competition Agreement substantially in the form set forth in Attachment D-1 (see Sections 10.2.2 and 10.3.4 of the Franchise Agreement):

FRANCHISEE:  
\_\_\_\_\_

FRANCHISOR:  
KPOT FRANCHISE LLC

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**CONTROLLING PRINCIPALS GUARANTY**

In consideration of, and as an inducement to, the execution of foregoing Franchise Agreement (the “Franchise Agreement”) by KPOT Franchise LLC (“Franchisor”) between Franchisor and \_\_\_\_\_ (“Franchisee”), each of the undersigned acknowledges and agrees as follows:

1. Each has read the terms and conditions of the Franchise Agreement and acknowledges that the execution of this guaranty and the undertakings of the Controlling Principals in the Franchise Agreement are in partial consideration for, and a condition to, the granting of this license, and that Franchisor would not have granted this license without the execution of this guaranty and such undertakings by each of the undersigned;

2. Each is included in the term “Controlling Principals” as described in Section 19.17 of the Franchise Agreement;

3. Each individually, jointly and severally, makes all of the covenants, representations, warranties and agreements of the Controlling Principals set forth in the Franchise Agreement and is obligated to perform thereunder; and

4. Each individually, jointly and severally, unconditionally and irrevocably guarantees to Franchisor and its successors and assigns that all of Franchisee’s obligations under the Franchise Agreement will be punctually paid and performed. Upon default by Franchisee or upon notice from Franchisor, each will immediately make each payment and perform each obligation required of Franchisee under the Franchise Agreement. Without affecting the obligations of any of the Controlling Principals under this guaranty, Franchisor may, without notice to the Controlling Principals, waive, renew, extend, modify, amend or release any indebtedness or obligation of Franchisee or settle, adjust or compromise any claims that Franchisor may have against Franchisee. Each of the Controlling Principals waives all demand and notices of every kind with respect to the enforcement of this guaranty, including, without limitation, notice of presentment, demand for payment or performance by Franchisee, any default by Franchisee or any guarantor and any release of any guarantor or other security for this guaranty or the obligations of Franchisee. Franchisor may pursue its rights against any of the Controlling Principals, jointly or severally, without first exhausting its remedies against Franchisee and without joining any other guarantor hereto and no delay on the part of Franchisor in the exercise of any right or remedy shall operate as a waiver of such right or remedy, and no single or partial exercise by Franchisor of any right or remedy shall preclude the further exercise of such right or remedy. Upon receipt by Franchisor of notice of the death of any of the Controlling Principals, the estate of the deceased will be bound by the foregoing guaranty, but only for defaults and obligations under the Franchise Agreement existing at the time of death, and in such event, the obligations of the remaining Controlling Principals shall continue in full force and effect. Additionally, Controlling Principals agree to be bound by all restrictions and obligations contained in the Franchise Agreement, including any covenants not to compete.

**CONTROLLING PRINCIPALS:**

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_

**ATTACHMENT D-1 TO THE FRANCHISE AGREEMENT**

**CONFIDENTIALITY AND NON-COMPETITION AGREEMENT**  
**(for Principals, other than Controlling Principals)**

1. Pursuant to a Franchise Agreement dated \_\_\_\_\_, 20\_\_ (the “Franchise Agreement”), \_\_\_\_\_ (the “Franchisee”) has acquired the right and franchise from KPOT Franchise LLC (the “Company”) to establish and operate a KPOT restaurants (the “Franchised Business”) and the right to use in the operation of the Franchised Business the Company’s trade names, service marks, trademarks, logos, emblems, and indicia of origin (the “Proprietary Marks”), as they may be changed, improved and further developed from time to time in the Company’s sole discretion.

2. The Company, as the result of the expenditure of time, skill, effort and resources, has developed and owns a distinctive format and system (the “System”) relating to the establishment and operation of KPOT restaurants offering Korean BBQ and other dishes prepared in a Hot Pot cooking method at the dining table, containing a variety of East Asian food and ingredients, and where allowed by law, a full alcohol bar. The Company possesses certain proprietary and confidential information relating to the operation of the System, which includes proprietary trade secrets, specifications, security protocols, computer hardware and systems, technology and equipment used, methods of business practices and management, research and development, training processes, operational manuals, presentation materials, vendor agreements, supplier lists, vendor lists, recipes, marketing and merchandising strategies, plans for new product or service offerings, and knowledge of, and experience in, the operation of the Franchised Business (the “Confidential Information”). Confidential Information shall also expressly include all customer and franchisee personal and business information that I obtain or have access to during my employment or association with the Company, as well as the confidential information of any other third parties to whom the Company owes a duty of confidentiality. Further, any and all information, knowledge, know-how, and techniques which the Company specifically designates as confidential shall be deemed to be Confidential Information for purposes of this Agreement.

3. In consideration for my access to the Confidential Information and other good and valuable consideration, the receipt and sufficiency of which is acknowledged, I hereby acknowledge and agree to the terms of this Confidentiality and Non-Disclosure and Non-Competition Agreement (the “Agreement”).

4. I will not acquire any interest in the Confidential Information, other than the right to utilize it in providing assistance for Franchisee during the term of the Franchise Agreement and the use or duplication of the Confidential Information for any use outside the System would constitute an unfair method of competition. I covenant that I will not forward or provide the Confidential Information to any third party, nor store it on any personal or third-party electronic device, disk, drive, or otherwise, unless expressly authorized to do so by the Company.

5. Any work performed by me in relation to KPOT or the Franchise Agreement and any derivative works created by me using the Confidential Information or any proprietary information of the Company are considered “works made for hire” and I will have no ownership interest in the items created.

6. The Confidential Information is proprietary, involves trade secrets of the Company, and is disclosed to me solely on the condition that I agree, and I do hereby agree, that I shall hold in strict confidence all Confidential Information. Unless the Company otherwise agrees in writing, I will disclose and/or use the Confidential Information only in connection with assistance provided by me to the

Franchisee, and will continue not to disclose or use any such information even after my affiliation with Franchisee ceases, unless I can demonstrate that such information has become generally known to the public or easily accessible other than by the breach of an obligation of Franchisee under the Franchise Agreement, a breach of the employees or associates of Franchisee, or a breach of my own duties or the duties hereunder.

7. Except as otherwise approved in writing by the Company, I shall not, while in my position with the Franchisee, either directly or indirectly for myself, or through, on behalf of, or in conjunction with any person, persons, partnership, or corporation, own, maintain, operate, engage in, act as a consultant for, by employed by, perform services for, or have any interest in any food service business which: (a) derives more than 10% of its revenue from selling Korean BBQ or Hot Pot or any business granting franchises or licenses to others to operate such a business; or (b) offers to sell or sells any products or services which are the same as, or substantially similar to, any of the products offered by a Franchised Business (a “Competitive Business”); and for a continuous uninterrupted period commencing upon the cessation or termination of my position with Franchisee, regardless of the cause for termination, or upon the expiration, termination, transfer, or assignment of the Franchise Agreement, whichever occurs first, and continuing for two (2) years thereafter, either directly or indirectly, for myself, or through, on behalf of, or in conjunction with any person, persons, partnership, or corporation, own, maintain, operate, engage in, act as a consultant for, perform services for, or have any interest in any Competitive Business that is, or is intended to be, located at or within:

7.1 Franchisee’s Designated Territory, as defined in the Franchise Agreement (“Franchisee’s Designated Territory”);

7.2 Fifteen (15) miles of Franchisee’s Designated Territory; or

7.3 Fifteen (15) miles of any Franchised Business operating under the System and the Proprietary Marks.

The prohibitions in this Paragraph 7 do not apply to my interests in or activities performed in connection with a Franchised Business. This restriction does not apply to my ownership of less than five percent (5%) beneficial interest in the outstanding securities of any publicly held company.

8. I agree that each of the foregoing covenants shall be construed as independent of any other covenant or provision of this Agreement. In the event any provision of this Agreement is ever deemed to exceed the limits permitted by any applicable law, the provisions set forth herein will be reformed to the extent necessary to make them reasonable and enforceable. The invalidity or unenforceability of any provision of this Agreement will not affect the validity or enforceability of the remaining provisions, all of which are severable and will be given full force and effect.

9. I understand and acknowledge that the Company shall have the right, in its sole discretion, to reduce the scope of any covenant set forth in this Agreement, or any portion thereof, without my consent, effective immediately upon receipt by me of written notice thereof; and I agree to comply forthwith with any covenant as so modified.

10. The Company is a third-party beneficiary of this Agreement and may enforce it, solely and/or jointly with Franchisee. I am aware that my violation of this Agreement may cause the Company and Franchisee irreparable harm; therefore, I acknowledge and agree that Franchisee and/or the Company may apply for the issuance of an injunction preventing me from violating this Agreement, without the necessity of proving actual damages or posting a bond, in addition to any other remedies available to them, and I agree to pay Franchisee and the Company all the costs it/they incur(s), including, without

limitation, legal fees and expenses, if this Agreement is enforced against me. Due to the importance of this Agreement to Franchisee and the Company, any claim I have against Franchisee or the Company is a separate matter and does not entitle me to violate, or justify any violation of this Agreement.

11. This is not a contract for employment and does not guaranty my employment for any set period of time.

12. Except for an action seeking injunctive or other equitable relief all claims, disputes or controversies that may arise concerning this Agreement, or the construction, performance, or breach of this Agreement, whether based on contract, tort, statute or any other theory, will be submitted to and adjudicated, determined and resolved through compulsory, binding arbitration, unless prohibited by law. Matters shall be decided on an individual basis, and not on a class-wide or multiple plaintiff basis ~~or in an action where any party hereto acts in a representative capacity~~, unless prohibited by law. The parties hereby irrevocably and unconditionally submit to the exclusive jurisdiction of the American Arbitration Association (“AAA”) for any action or proceeding arising out of or relating to this Agreement, which will be governed in accordance with its Commercial Arbitration Rules, to the extent such rules are not inconsistent with the provisions of this arbitration provision and unless otherwise mutually agreed by the parties or prohibited by law. **The parties agree that any such arbitration will be final and binding and in agreeing to arbitration, the parties understand that they are waiving their respective rights to seek remedies in court, including the right to a jury trial.** In any arbitration, each party is solely responsible for payment of the fees and expenses of his, her or its counsel fees, and each party shall pay their required share of arbitration costs. Notwithstanding any choice of law or other provision herein, the parties agree and acknowledge that the Federal Arbitration Act shall govern the interpretation and enforcement of this provision and the proceedings hereunder. To the extent state law is applicable under the Federal Arbitration Act, the laws of the state of New Jersey shall apply. The statute of limitations of the state of New Jersey shall be strictly enforced. The arbitration shall be conducted in Morris County, New Jersey by one (1) arbitrator.

13. In the event any action for equitable relief, injunctive relief or specific performance is filed, or should any action be filed to confirm, modify or vacate any award rendered through compulsory binding arbitration, or otherwise, I hereby irrevocably agree that the forum for any such suit will lie with a court of competent jurisdiction in Morris County or the applicable federal district court and hereby agree to the personal jurisdiction and venue of such courts.

14. This Agreement will be binding upon me, my heirs, and personal representatives, and shall inure to the benefit of Company and Franchisee and any of their affiliates, parents, subsidiaries, successors and assigns. I understand that this Agreement may and will be assigned or transferred to any successor of the Company, and any successor will be deemed substituted, for all purposes, as the “Company” under the terms of this Agreement. As used in this Agreement the term “successor” will mean any person, firm, corporation, or business entity which at any time, whether by merger, purchase or otherwise, acquires all or substantially all of the assets of the business of the Company. I acknowledge I may not assign any of my rights nor delegate any of my duties or obligations under this Agreement.

15. This Agreement may not be modified except by a written agreement executed by the Parties, which has been approved by the Company.

16. This Agreement may be signed in counterparts, each of which when taken together shall form one valid and effective agreement which may be electronically signed, and any digital or electronic signatures (including pdf or electronically imaged signatures provided by DocuSign or any other digital signature provider) will be treated the same as handwritten signatures for the purposes of validity,

enforceability and admissibility, and delivery of any such electronic signature, or a signed copy of this Agreement, may be made by email or other electronic transmission.

\_\_\_\_\_  
Name:  
Dated:\_\_\_\_\_

**FRANCHISEE**

By:\_\_\_\_\_  
Name:  
Title:  
Dated: \_\_\_\_\_

## ATTACHMENT D-2 TO THE FRANCHISE AGREEMENT

### CONFIDENTIALITY AGREEMENT (Employees of Franchisees)

1. Pursuant to a Franchise Agreement dated \_\_\_\_\_, 20\_\_ (the “Franchise Agreement”), \_\_\_\_\_ (the “Franchisee”) has acquired the right and franchise from KPOT Franchise LLC (the “CompanyFranchisor”) to establish and operate a KPOT restaurants (the “Franchised Business”) and the right to use in the operation of the Franchised Business the Company’sFranchisor’s trade names, service marks, trademarks, logos, emblems, and indicia of origin (the “Proprietary Marks”), as they may be changed, improved and further developed from time to time in the Company’sFranchisor’s sole discretion.

2. The CompanyFranchisor, as the result of the expenditure of time, skill, effort and resources, has developed and owns a distinctive format and system (the “System”) relating to the establishment and operation of KPOT restaurants offering Korean BBQ and other dishes prepared in a Hot Pot cooking method at the dining table, containing a variety of East Asian food and ingredients, and where allowed by law, a full alcohol bar. The CompanyFranchisor possesses certain proprietary and confidential information relating to the operation of the System, which includes proprietary trade secrets, specifications, security protocols, computer hardware and systems, technology and equipment used, methods of business practices and management, research and development, training processes, operational manuals, presentation materials, vendor agreements, supplier lists, vendor lists, recipes, marketing and merchandising strategies, plans for new product or service offerings, and knowledge of, and experience in, the operation of the Franchised Business (the “Confidential Information”). Confidential Information shall also expressly include all customer and franchisee personal and business information that I obtain or have access to during my employment, as well as the confidential information of any other third parties to whom the CompanyFranchisor owes a duty of confidentiality. Further, any and all information, knowledge, know-how, and techniques which the CompanyFranchisor specifically designates as confidential shall be deemed to be Confidential Information for purposes of this Agreement.

3. In consideration for my access to the Confidential Information as part of my employment with Franchisee, and other good and valuable consideration, the receipt and sufficiency of which is acknowledged, I hereby acknowledge and agree to the terms of this Confidentiality and Non-Disclosure Agreement (the “Agreement”).

4. As an employee of Franchisee, the CompanyFranchisor and/or Franchisee may disclose the Confidential Information to me via training programs, the Company’sFranchisor’s Confidential Operations Manuals (the “Manuals”), or the development process during the term of my employment with the Franchisee.

5. I will not acquire any interest in the Confidential Information, other than the right to utilize it in performing my duties for Franchisee during the term of my employment and the use or duplication of the Confidential Information for any use outside the System would constitute an unfair method of competition. I covenant that I will not forward or provide the Confidential Information to any third party, nor store it on any personal or third-party electronic device, disk, drive, or otherwise, unless expressly authorized to do so by the CompanyFranchisor.

6. Any work performed by me during my employment with Franchisee in relation to KPOT or the Franchise Agreement and any derivative works created by me using the Confidential Information or any proprietary information of the CompanyFranchisee are considered “works made for hire” and I will have no ownership interest in the items created.

7. The Confidential Information is proprietary, involves trade secrets of the CompanyFranchisor, and is disclosed to me solely on the condition that I agree, and I do hereby agree, that I shall hold in strict confidence all Confidential Information. Unless the CompanyFranchisor otherwise agrees in writing, I will disclose and/or use the Confidential Information only in connection with my duties as an employee of Franchisee, and will continue not to disclose or use any such information even after I cease to be employed by Franchisee, unless I can demonstrate that such information has become generally known to the public or easily accessible other than by the breach of an obligation of Franchisee under the Franchise Agreement, a breach of the employees or associates of Franchisee, or a breach of my own duties or the duties hereunder.

8. I agree that each of the foregoing covenants shall be construed as independent of any other covenant or provision of this Agreement. In the event any provision of this Agreement is ever deemed to exceed the limits permitted by any applicable law, the provisions set forth herein will be reformed to the extent necessary to make them reasonable and enforceable. The invalidity or unenforceability of any provision of this Agreement will not affect the validity or enforceability of the remaining provisions, all of which are severable and will be given full force and effect.

9. I understand and acknowledge that the CompanyFranchisor shall have the right, in its sole discretion, to reduce the scope of any covenant set forth in this Agreement, or any portion thereof, without my consent, effective immediately upon receipt by me of written notice thereof; and I agree to comply forthwith with any covenant as so modified.

10. The CompanyFranchisor is a third-party beneficiary of this Agreement and may enforce it, solely and/or jointly with Franchisee. I am aware that my violation of this Agreement may cause the CompanyFranchisor and Franchisee irreparable harm; therefore, I acknowledge and agree that Franchisee and/or the CompanyFranchisor may apply for the issuance of an injunction preventing me from violating this Agreement, without the necessity of proving actual damages or posting a bond, in addition to any other remedies available to them, and I agree to pay Franchisee and the CompanyFranchisor all the costs it/they incur(s), including, without limitation, legal fees and expenses, if this Agreement is enforced against me. Due to the importance of this Agreement to Franchisee and the CompanyFranchisor, any claim I have against Franchisee or the CompanyFranchisor is a separate matter and does not entitle me to violate, or justify any violation of this Agreement.

11. This is not a contract for employment and does not guaranty my employment for any set period of time. I agree and understand that Franchisee is my employer and I have no employment relationship with the CompanyFranchisor.

12. Except for an action seeking injunctive or other equitable relief all claims, disputes or controversies that may arise concerning this Agreement, or the construction, performance, or breach of this Agreement, whether based on contract, tort, statute or any other theory, will be submitted to and adjudicated, determined and resolved through compulsory, binding arbitration, unless prohibited by law. Matters shall be decided on an individual basis, and not on a class-wide or multiple plaintiff basis ~~or in an action where any party hereto acts in a representative capacity~~, unless prohibited by law. The parties hereby irrevocably and unconditionally submit to the exclusive jurisdiction of the American Arbitration Association (“AAA”) for any action or proceeding arising out of or relating to this Agreement, which will be governed in accordance with its Employment Arbitration Rules, to the extent such rules are not inconsistent with the provisions of this arbitration provision and unless otherwise mutually agreed by the parties or prohibited by law. **The parties agree that any such arbitration will be final and binding and in agreeing to arbitration, the parties understand that they are waiving their respective rights to seek remedies in court, including the right to a jury trial.** In any arbitration, each party is solely responsible for payment of the fees and expenses of his, her or its counsel fees, and each party shall pay

their required share of arbitration costs. Notwithstanding any choice of law or other provision herein, the parties agree and acknowledge that the Federal Arbitration Act shall govern the interpretation and enforcement of this provision and the proceedings hereunder. To the extent state law is applicable under the Federal Arbitration Act, the laws of the state of New Jersey shall apply. The statute of limitations of the state of New Jersey shall be strictly enforced. The arbitration shall be conducted in Morris County, New Jersey by one (1) arbitrator.

13. In the event any action for equitable relief, injunctive relief or specific performance is filed, or should any action be filed to confirm, modify or vacate any award rendered through compulsory binding arbitration, or otherwise, I hereby irrevocably agree that the forum for any such suit will lie with a court of competent jurisdiction in Morris County, New Jersey or the applicable federal district court and hereby agree to the personal jurisdiction and venue of such courts.

14. This Agreement will be binding upon me, my heirs, and personal representatives, and shall inure to the benefit of [CompanyFranchisor](#) and Franchisee and any of their affiliates, parents, subsidiaries, successors and assigns. I understand that this Agreement may and will be assigned or transferred to any successor of the [CompanyFranchisor](#), and any successor will be deemed substituted, for all purposes, as the "[CompanyFranchisor](#)" under the terms of this Agreement. As used in this Agreement the term "successor" will mean any person, firm, corporation, or business entity which at any time, whether by merger, purchase or otherwise, acquires all or substantially all of the assets of the business of the [CompanyFranchisor](#). I acknowledge that the services to be rendered by me in my employment are unique and personal. Accordingly, I may not assign any of my rights nor delegate any of my duties or obligations under this Agreement.

15. This Agreement may not be modified except by a written agreement executed by the Parties, which has been approved by the [CompanyFranchisor](#).

16. This Agreement may be signed in counterparts, each of which when taken together shall form one valid and effective agreement which may be electronically signed, and any digital or electronic signatures (including pdf or electronically imaged signatures provided by DocuSign or any other digital signature provider) will be treated the same as handwritten signatures for the purposes of validity, enforceability and admissibility, and delivery of any such electronic signature, or a signed copy of this Agreement, may be made by email or other electronic transmission.

\_\_\_\_\_  
Name:  
Dated:\_\_\_\_\_

**FRANCHISEE**

By: \_\_\_\_\_  
Name:  
Title:  
Dated: \_\_\_\_\_

**ATTACHMENT E TO THE FRANCHISE AGREEMENT  
ELECTRONIC TRANSFER AUTHORIZATION**

**AUTHORIZATION TO HONOR CHARGES DRAWN BY AND  
PAYABLE TO KPOT FRANCHISE LLC (“COMPANY”)**

Depositor hereby authorizes and requests \_\_\_\_\_ (the “Depository”) to initiate debit and credit entries to Depositor’s  checking or  savings account (select one) indicated below drawn by and payable to the order of Company by Electronic Funds Transfer, provided there are sufficient funds in said account to pay the amount upon presentation.

Depositor agrees that the Depository’s rights with respect to each such charge shall be the same as if it were a check drawn by the Depository and signed by Depositor. Depositor further agrees that if any such charge is dishonored, whether with or without cause and whether intentionally or inadvertently, the Depository shall be under no liability whatsoever.

Depository Name: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Transit/ABA Number: \_\_\_\_\_ Account Number: \_\_\_\_\_

This authority is to remain in full force and effect until Company has received written notification from me (or either of us) of its termination in such time and in such manner to afford Company and Depository a responsible opportunity to act on such request.

Depositor: (Please Print)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Date Signed

\_\_\_\_\_

\_\_\_\_\_  
Signature(s) of Depositor, as Printed Above

**Please attach a voided blank check, for purposes of setting up Bank and Transit Numbers.**

**ATTACHMENT F TO THE FRANCHISE AGREEMENT**  
**INTERNET WEB SITES AND LISTINGS AGREEMENT**

**THIS TELEPHONE, INTERNET WEB SITES AND LISTINGS AGREEMENT** (the “Agreement”) is made and entered into as of the date it is executed by Franchisor (the “Effective Date”), by and between KPOT Franchise LLC, a New Jersey limited liability company (the “Franchisor”), and \_\_\_\_\_ (the “Franchisee”).

**WITNESSETH:**

**WHEREAS**, Franchisee desires to enter into a Franchise Agreement with Franchisor for the right to own and operate a KPOT restaurant (the “Franchise Agreement”); and

**WHEREAS**, Franchisor would not enter into the Franchise Agreement without Franchisee’s agreement to enter into, comply with, and be bound by all the terms and provisions of this Agreement;

**NOW, THEREFORE**, for and in consideration of the foregoing and the mutual promises and covenants contained herein, and in further consideration of the Franchise Agreement and the mutual promises and covenants contained therein, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereto agree as follows:

1. **DEFINITIONS**

All terms used but not otherwise defined in this Agreement shall have the meanings set forth in the Franchise Agreement. “Termination” of the Franchise Agreement shall include, but shall not be limited to, the voluntary termination, involuntary termination, or natural expiration thereof.

2. **TRANSFER; APPOINTMENT**

2.1 **Interest in Telephone Numbers, Internet Web Sites and Listings.** Franchisee may acquire (whether in accordance with or in violation of the Franchise Agreement) during the term of the Franchise Agreement, certain right, title, and interest in and to certain telephone numbers and telephone directory listings (collectively, the “Telephone Numbers and Listings”); social media accounts, domain names, hypertext markup language, uniform resource locator addresses, and access to corresponding Internet web sites, [blogs](#), [vlogs](#), [email addresses](#) and the right to hyperlink to certain web sites and listings on various Internet search engines (collectively, the “Internet Web Sites and Listings”) related to the Franchised Business or the Proprietary Marks (all of which right, title, and interest is referred to herein as “Franchisee’s Interest”).

2.2 **Transfer.** On Termination of the Franchise Agreement, or on periodic request of Franchisor, Franchisee will immediately direct all Telephone companies or listing companies, Internet Service Providers, social media platforms, domain name registries, Internet search engines, and other listing agencies (collectively, the “Companies”) with which Franchisee has Telephone Numbers and Listings or Internet Web Sites and Listings: (a) to transfer all of Franchisee’s Interest in such Telephone Numbers and Listings or Internet Web Sites and Listings to Franchisor; and (b) to execute such documents and take such actions as may be necessary to effectuate such transfer. In the event Franchisor does not desire to accept any or all such Telephone Numbers and Listings or Internet Web Sites and Listings, Franchisee will immediately terminate Telephone Numbers and Listings or Internet Web Sites and Listings, or if such termination requires the involvement of the Companies, immediately direct the Companies to terminate such Telephone Numbers and Listings or Internet Web Sites and Listings and

Franchisee will take such other actions as Franchisor directs.

2.3 Appointment; Power of Attorney. Franchisee hereby constitutes and appoints Franchisor and any officer or agent of Franchisor, for Franchisor's benefit under the Franchise Agreement and this Agreement or otherwise, with full power of substitution, as Franchisee's true and lawful attorney-in-fact with full power and authority in Franchisee's place and stead, and in Franchisee's name or the name of any affiliated person or affiliated company of Franchisee, to take any and all appropriate action and to execute and deliver any and all documents that may be necessary or desirable to accomplish the purposes of this Agreement. Franchisee further agrees that this appointment constitutes a power coupled with an interest and is irrevocable until Franchisee has satisfied all of its obligations under the Franchise Agreement and any and all other agreements to which Franchisee and any of its affiliates on the one hand, and Franchisor and any of its affiliates on the other, are parties, including without limitation this Agreement. Without limiting the generality of the foregoing, Franchisee hereby grants to Franchisor the power and right to do the following:

2.3.1 Direct the Companies to transfer all Franchisee's Interest to Franchisor;

2.3.2 Direct the Companies to terminate any or all of the Telephone Numbers and Listings or Internet Web Sites and Listings; and

2.3.3 Execute the Companies' standard assignment forms or other documents in order to affect such transfer or termination of Franchisee's Interest.

2.4 Certification of Termination. Franchisee hereby directs the Companies to accept, as conclusive proof of Termination of the Franchise Agreement, Franchisor's written statement, signed by an officer or agent of Franchisor, that the Franchise Agreement has terminated.

2.5 Cessation of Obligations. After the Companies have duly transferred all Franchisee's Interest to Franchisor, as between Franchisee and Franchisor, Franchisee will have no further interest in, or continuing obligations under, such Telephone Numbers and Listings or Internet Web Sites and Listings. Notwithstanding the foregoing, Franchisee will remain liable to each and all of the Companies for the sums Franchisee is obligated to pay such Companies for obligations Franchisee incurred before the date Franchisor duly accepted the transfer of such Interest and shall remain liable for any actions occurring prior to the date of transfer.

### 3. MISCELLANEOUS

3.1 Release. Franchisee hereby releases, remises, acquits, and forever discharges each and all of the Companies and each and all of their parent corporations, subsidiaries, affiliates, directors, officers, stockholders, employees, and agents, and the successors and assigns of any of them, from any and all rights, demands, claims, damage, losses, costs, expenses, actions, and causes of action whatsoever, whether in tort or in contract, at law or in equity, known or unknown, contingent or fixed, suspected or unsuspected, arising out of, asserted in, assertable in, or in any way related to this Agreement.

3.2 Indemnification. Franchisee is solely responsible for all costs and expenses related to its performance, its nonperformance, and Franchisor's enforcement of this Agreement, which costs and expenses Franchisee will pay Franchisor in full, without defense or setoff, on demand. Franchisee agrees that it will indemnify, defend, and hold harmless Franchisor and its affiliates, and its and their directors, officers, shareholders, partners, members, employees, agents, and attorneys, and the successors and assigns of any and all of them, from and against, and will reimburse Franchisor and any and all of them for, any and all loss, losses, damage, damages, claims, debts, claims, demands, or obligations that are

related to or are based on this Agreement.

3.3 No Duty. The powers conferred on Franchisor hereunder are solely to protect Franchisor’s interests and shall not impose any duty on Franchisor to exercise any such powers. Franchisee expressly agrees that in no event shall Franchisor be obligated to accept the transfer of any or all of Franchisee’s Interest in any or all such Telephone Numbers and Listings or Internet Web Sites and Listings.

3.4 Further Assurances. Franchisee agrees that at any time after the date of this Agreement, Franchisee will perform such acts and execute and deliver such documents as may be necessary to assist in or accomplish the purposes of this Agreement.

3.5 Successors, Assigns, and Affiliates. All Franchisor’s rights and powers, shall inure to Franchisor and its successors and assigns and all Franchisee’s obligations, under this Agreement shall be binding on Franchisee’s heirs, representatives, successors, assigns, and affiliated persons or entities as if they had duly executed this Agreement.

3.6 Effect on Other Agreements. This is agreement and the documents referenced herein constitute the entire agreement between the parties related to the subject matter herein.

3.7 Survival. This Agreement shall survive the Termination of the Franchise Agreement.

3.8 Joint and Several Obligations. All Franchisee’s obligations under this Agreement shall be joint and several.

3.9 Governing Law. This Agreement shall be governed by and construed under the laws of the State of New Jersey, without regard to the application of New Jersey conflict of law rules.

IN WITNESS WHEREOF, the undersigned have executed or caused their duly authorized representatives to execute this Agreement.

KPOT FRANCHISE LLC:

FRANCHISEE:

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Dated: \_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Dated: \_\_\_\_\_

**ATTACHMENT G TO THE FRANCHISE AGREEMENT**  
**POWER OF ATTORNEY (TAX)**

**IRREVOCABLE POWER OF ATTORNEY**

STATE OF \_\_\_\_\_ )  
 )  
COUNTY OF \_\_\_\_\_ )

**KNOW ALL MEN BY THESE PRESENTS**

That \_\_\_\_\_, a \_\_\_\_\_ (“Franchisee”), does hereby irrevocably constitute and appoint KPOT Franchise LLC, a New Jersey limited liability company (“Franchisor”), true and lawful attorney-in-fact and agent for Franchisee and in Franchisee’s name, place and stead to do or cause to be done all things and to sign, execute, acknowledge, certify, deliver, accept, record and file all such agreements, certificates, instruments and documents as, in the sole discretion of Franchisor, shall be necessary or advisable for the sole purpose of obtaining any and all returns, records, reports and other documentation relating to the payment of taxes filed by Franchisee with any state and/or federal taxing authority, including, but not limited to, the State Comptroller of the State of \_\_\_\_\_, hereby granting unto Franchisor full power and authority to do and perform any and all acts and things which, in the sole discretion of Franchisor, are necessary or advisable to be done as fully to all intents and purposes as Franchisee might or could itself do, hereby ratifying and confirming all that Franchisor may lawfully do or cause to be done by virtue of this Power of Attorney and the powers herein granted.

During the term of this Power of Attorney, and regardless of whether Franchisee has designated any other person to act as its attorney-in-fact and agent, no governmental agency, person, firm or corporation dealing with Franchisor, if acting in good faith, shall be required to ascertain the authority of Franchisor, nor to see to the performance of the agency, nor be responsible in any way for the proper application of documents delivered or funds or property paid or delivered to Franchisor. Any governmental agency, person, firm or corporation dealing with Franchisor shall be fully protected in acting and relying on a certificate of Franchisor that this Power of Attorney on the date of such certificate has not been revoked and is in full force and effect, and Franchisee shall not take any action against any person, firm, corporation or agency acting in reliance on such a certificate or a copy of this Power of Attorney. Any instrument or document executed on behalf of Franchisee by Franchisor shall be deemed to include such a certificate on the part of Franchisor, whether or not expressed. This paragraph shall survive any termination of this Power of Attorney.

This Power of Attorney shall terminate two (2) years following the expiration or termination of that certain Franchise Agreement dated as of \_\_\_\_\_, 20\_\_ by and between Franchisor and Franchisee. Such termination, however, shall not affect the validity of any act or deed that Franchisor may have effected prior to such date pursuant to the powers herein granted.

This instrument is to be construed and interpreted as an irrevocable power of attorney coupled with an interest. It is executed and delivered in the State of \_\_\_\_\_ and the laws of the State of \_\_\_\_\_ shall govern all questions as to the validity of this Power of Attorney and the construction of its provisions.



**ATTACHMENT H TO THE FRANCHISE AGREEMENT  
ASSIGNMENT OF A FRANCHISE TO A  
CORPORATION OR LIMITED LIABILITY COMPANY**

**ASSIGNMENT AND ASSUMPTION AGREEMENT**

THIS ASSUMPTION AND ASSIGNMENT AGREEMENT (the “**Agreement**”) is made and entered into as of the date this Agreement is executed by Franchisor (the “**Effective Date**”) by and among KPOT FRANCHISE LLC, a New Jersey limited liability company (“**Franchisor**”), \_\_\_\_\_ an individual with an address at \_\_\_\_\_ (“**Assignor**”) and \_\_\_\_\_ (“**Assignee**”).

**BACKGROUND**

A. Assignor and Franchisor entered into a certain Franchise Agreement dated \_\_\_\_\_ (the “**Franchise Agreement**”) whereby Assignor was given the right and undertook the obligation to operate a KPOT Franchised Business (the “**Franchised Business**”) at the Accepted Location listed on Attachment A to the Franchise Agreement.

B. Assignor has organized and incorporated Assignee for the convenience and sole purpose of owning and operating the Franchised Business.

C. Assignor desires to assign the rights and obligations under the Franchise Agreement to Assignee pursuant to and in accordance with the provisions of the Franchise Agreement.

D. Franchisor is willing to consent to the assignment of the Franchise Agreement to Assignee, subject to the terms and conditions of this Agreement, including the agreement by Assignor to guarantee the performance by Assignee of its obligations under the Franchise Agreement.

**AGREEMENT**

In consideration of the mutual covenants contained in this Agreement, and for other good and valuable consideration, the receipt and sufficiency of which is acknowledged, and intending to be legally bound, the parties agree as follows:

1. Assignor hereby assigns and transfers over to Assignee all right, title and interest in and to the Franchise Agreement, effective as of the Effective Date.

2. Assignee hereby assumes all of Assignor’s obligations, agreements, commitments, duties and liabilities under the Franchise Agreement, and agrees to be bound by and observe and faithfully perform all of the obligations, agreements, commitments and duties of the Franchisee thereunder with the same force and effect as if the Franchise Agreement were originally written with Assignee as Franchisee.

3. Exhibit A to this Agreement lists all of Assignee’s owners and their interests in Assignee as of the Effective Date. Assignee agrees that it and its owners will sign and deliver to Franchisor a revised Exhibit A to reflect any permitted changes in the information that Exhibit A now contains.

4. The Assignor (and any unaffiliated spouse), as an owner of Assignee and in consideration of benefits received and to be received, shall sign and deliver to Franchisor a personal guaranty in the form attached as Exhibit B to this Agreement.

5. Assignor, for himself/herself and his/her agents, servants, employees, partners, members, heirs, predecessors, successors and assigns does hereby release Franchisor, its officers, directors, shareholders, agents, affiliates, subsidiaries, servants, employees, partners, members, heirs, successors and assigns, from any and all claims, demands, causes of action, suits, debts, dues, duties, sums of money, accounts, reckonings, judgments, liabilities and obligations, both fixed and contingent, known and unknown, in law or in equity, under local law, state or federal law or regulation which he/she had, from the beginning of time to this date, arising under or in connection with the Franchise Agreement.

6. Assignee agrees that the Franchised Business which Assignee will operate will be the only business Assignee operates (although Assignor may have other, non-competitive business interests).

7. This Agreement shall be binding upon and inure to the benefit of the parties and their heirs, successors and assigns.

8. The governing law and methods of dispute resolution in the Franchise Agreement shall govern this Agreement as well.

9. This Agreement, and the documents referenced herein, shall constitute the entire integrated agreement between the parties with respect to the subject matter contained herein and shall supersede any prior agreements, verbal or written. This Agreement shall not be subject to change, modification, amendment or addition without the express written consent of all the parties.

10. If Franchisor retains the services of legal counsel to enforce the terms of this Agreement, Franchisor shall be entitled to recover all costs and expenses, including travel, reasonable attorney, expert and investigative fees, incurred in enforcing the terms of this Agreement.

11. Each party declares that the terms of this Agreement have been completely read and are fully understood and voluntarily accepted by each party, after having a reasonable opportunity to retain and confer with counsel.

12. The obligations of Assignor and Assignee under this Agreement shall be joint and several.

**I HAVE READ THE ABOVE AGREEMENT AND UNDERSTAND ITS TERMS. I WOULD NOT SIGN THIS AGREEMENT IF I DID NOT UNDERSTAND AND AGREE TO BE BOUND BY ITS TERMS.**

ASSIGNOR:

\_\_\_\_\_

Dated: \_\_\_\_\_

ASSIGNEE:

By: \_\_\_\_\_

Name:

Title:

Dated: \_\_\_\_\_

FRANCHISOR:

KPOT FRANCHISE, LLC

By: \_\_\_\_\_

Name:

Title:

Dated: \_\_\_\_\_

**EXHIBIT A TO KPOT FRANCHISE, LLC  
ASSUMPTION AND ASSIGNMENT AGREEMENT**

**STATEMENT OF OWNERSHIP INTERESTS**

**Franchisee Owners**

1. **Form of Owner.** (Choose (a) or (b))

(a) **Individual Proprietorship.** List individual(s):

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

(b) **Corporation, Limited Liability Company, or Partnership:**

Name: \_\_\_\_\_  
Date of incorporation or formation: \_\_\_\_\_  
State of incorporation of formation: \_\_\_\_\_

The following is a list of your directors/managers/officers, as applicable, and officers as of the date of execution:

**Name of Each Director/Manager/Officer**

**Position(s) Held**

|       |       |
|-------|-------|
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |

2. **Principals.** The following list includes the full name of each person or entity who is one of your owners and fully describes the nature of each owner's interest (attach additional pages if necessary).

**Principal's Name**

**Percentage/Description of Interest**

(a) \_\_\_\_\_

- (b) \_\_\_\_\_
- (c) \_\_\_\_\_
- (d) \_\_\_\_\_

3. **Identification of Operating Principal.** Your Operating Principal is \_\_\_\_\_ (must be one of the individuals listed in paragraph 2 above. You may not change the Operating Principal without prior written approval. The Operating Principal is the person authorized to receive communications regarding this Agreement).

Address: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

**FRANCHISEE**

By: \_\_\_\_\_

Name:

Title:

Dated: \_\_\_\_\_

**KPOT FRANCHISE, LLC**

By: \_\_\_\_\_

Name:

Title:

Dated: \_\_\_\_\_

**EXHIBIT B TO KPOT FRANCHISE, LLC  
ASSUMPTION AND ASSIGNMENT AGREEMENT  
GUARANTY**

In consideration of, and as an inducement to, the assignment of foregoing Franchise Agreement (the “Franchise Agreement”), \_\_\_\_\_ (“Franchisee”), hereby guarantees to KPOT Franchise LLC (“Franchisor”) as follows:

1. Each has read the terms and conditions of the Franchise Agreement and acknowledges that the execution of this guaranty and the undertakings of the Controlling Principals in the Franchise Agreement are in partial consideration for, and a condition to, the granting of this license, and that Franchisor would not have granted this license without the execution of this guaranty and such undertakings by each of the undersigned;

2. Each is included in the term “Controlling Principals” as described in Section 19.17 of the Franchise Agreement;

3. Each individually, jointly and severally, makes all of the covenants, representations, warranties and agreements of the Controlling Principals set forth in the Franchise Agreement and is obligated to perform thereunder; and

4. Each individually, jointly and severally, unconditionally and irrevocably guarantees to Franchisor and its successors and assigns that all of Franchisee’s obligations under the Franchise Agreement will be punctually paid and performed. Upon default by Franchisee or upon notice from Franchisor, each will immediately make each payment and perform each obligation required of Franchisee under the Franchise Agreement. Without affecting the obligations of any of the Controlling Principals under this guaranty, Franchisor may, without notice to the Controlling Principals, waive, renew, extend, modify, amend or release any indebtedness or obligation of Franchisee or settle, adjust or compromise any claims that Franchisor may have against Franchisee. Each of the Controlling Principals waives all demand and notices of every kind with respect to the enforcement of this guaranty, including, without limitation, notice of presentment, demand for payment or performance by Franchisee, any default by Franchisee or any guarantor and any release of any guarantor or other security for this guaranty or the obligations of Franchisee. Franchisor may pursue its rights against any of the Controlling Principals, jointly or severally, without first exhausting its remedies against Franchisee and without joining any other guarantor hereto and no delay on the part of Franchisor in the exercise of any right or remedy shall operate as a waiver of such right or remedy, and no single or partial exercise by Franchisor of any right or remedy shall preclude the further exercise of such right or remedy. Upon receipt by Franchisor of notice of the death of any of the Controlling Principals, the estate of the deceased will be bound by the foregoing guaranty, but only for defaults and obligations under the Franchise Agreement existing at the time of death, and in such event, the obligations of the remaining Controlling Principals shall continue in full force and effect. Additionally, Controlling Principals agree to be bound by all restrictions and obligations contained in the Franchise Agreement, including any covenants not to compete.

CONTROLLING PRINCIPALS:

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_

**ATTACHMENT I TO THE FRANCHISE AGREEMENT**

**FRANCHISEE DISCLOSURE ACKNOWLEDGMENT STATEMENT**

**This Questionnaire should not be completed by residents of, or anyone seeking to locate a franchise in, the following states: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, or Wisconsin.**

As you know, KPOT Franchise LLC (the “Franchisor”) and you are entering into a Franchise Agreement for the operation of a KPOT restaurant (the “Franchised Business”). The purpose of this Questionnaire is to determine whether any statements or promises were made to you by employees or authorized representatives of the Franchisor, or by employees or authorized representatives of a broker acting on behalf of the Franchisor that have not been authorized, or that were not disclosed in the Disclosure Document or that may be untrue, inaccurate or misleading. The Franchisor, through the use of this document, desires to ascertain (a) that the undersigned, individually, and as a representative of any legal entity established to acquire the franchise rights, fully understands and comprehends that the purchase of a franchise is a business decision, complete with its associated risks, and (b) that you are not relying upon any oral statement, representations, promises or assurances during the negotiations for the purchase of the franchise which have not been authorized by Franchisor.

In the event that you are intending to purchase an existing Franchised Business from an existing Franchisee, you may have received information from the transferring Franchisee, who is not an employee or representative of the Franchisor. The questions below do not apply to any communications that you had with the transferring Franchisee. Please review each of the following questions and statements carefully and provide honest and complete responses to each.

**Acknowledgments and Representations**

1. Did you receive a copy of Franchisor’s Franchise Disclosure Document (and all exhibits and attachments) at least 14 calendar days prior to signing the Franchise Agreement or paying any consideration to the Franchisor (10 business days for Michigan; the earlier of 10 business days or the first personal meeting for New York; and the earlier of 14 calendar days or the first personal meeting for Iowa)? Check one:  Yes  No. If no, please comment:  

---

2. Have you studied and reviewed carefully Franchisor’s Franchise Disclosure Document and Franchise Agreement? Check one:  Yes  No. If no, please comment:  

---

- ~~3.~~ 2. Did you receive a copy of the Franchise Agreement with any unilateral material changes made by ~~us~~Franchisor at least seven calendar days prior to the date on which the Franchise Agreement was executed? Check one:  Yes.  No If no, please comment:  

---

4. Do you understand all the information contained in both the Franchise Disclosure Document and Franchise Agreement? Check one  Yes  No. If no, please comment:

- ~~3.~~ Are you seeking to enter into the Franchise Agreement in connection with a purchase or transfer of

~~an existing Franchised Business from an existing Franchisee? Check one:  No  Yes~~

~~4. You had your first face to face meeting with a Franchisor representative on \_\_\_\_\_  
(please list the date).~~

~~5. Did you sign a receipt for the Disclosure Document indicating the date you received it? Check one:  
 Yes  No~~

5. Was any oral, written or visual claim or representation made to you which contradicted the disclosures in the Franchise Disclosure Document, including statements, promises or agreements concerning advertising, marketing, training, support services or assistance to be furnished to you? Check one:  No  Yes. If yes, please state in detail the oral, written or visual claim or representation:

~~6. Have you paid any money to the Franchisor concerning the purchase of this franchise prior to today? Check one:  No  Yes. If Yes please list the date.~~

6. Did any employee, broker, or other person speaking on behalf of Franchisor make any oral, written or visual claim, statement, promise or representation to you that stated, suggested, predicted, or projected sales, revenues, expenses, earnings, income or profit levels at any Franchised Business, or the likelihood of success at your Franchised Business? Check one:  No  Yes. If yes, please state in detail the oral, written or visual claim or representation:

~~7. Have you spoken to any other franchisee(s) of this system before deciding to purchase this franchise? Check one:  No  Yes. If so, who?~~

7. ~~8.~~ Do you understand that the Franchise granted is for the right to develop one Franchised Business ~~only in your Territory~~, and that Franchisor has the right, subject only to the limited rights granted to you under the Franchise Agreement, to issue Franchises or licenses or operate competing businesses for or at locations, as Franchisor determines, near your Franchised Business? Check one:  Yes  No. If no, please comment:

8. Do you understand that the Franchise Agreement contains the entire agreement between you and Franchisor concerning your Franchised Business, meaning that any prior oral or written statements not set out in the Franchise Agreement or Franchise Disclosure Document will not be binding? Check one:  Yes  No. If no, please comment:

9. Do you understand that the success or failure of your Franchised Business will depend in large part upon your skills and experience, your business acumen, your location, the local market for Franchised Business products and services, interest rates, the economy, inflation, the number of employees you hire and their compensation, competition and other economic and business factors? Further, do you understand that the economic and business factors that exist at the time you open your Franchised Business may change? Check one  Yes  No. If no, please comment:

10. 9. You further acknowledge that Executive Order 13224 (the “Executive Order”) prohibits transactions with terrorists and terrorist organizations and that the United States government has adopted, and in the future may adopt, other anti-terrorism measures (the “Anti-Terrorism Measures”). The Franchisor therefore requires certain certifications that the parties with whom it deals are not directly involved in terrorism. For that reason, you hereby certify that neither you nor any of your employees, agents or representatives, nor any other person or entity associated with you, is:

- (i) a person or entity listed in the Annex to the Executive Order;
- (ii) a person or entity otherwise determined by the Executive Order to have committed acts of terrorism or to pose a significant risk of committing acts of terrorism;
- (iii) a person or entity who assists, sponsors, or supports terrorists or acts of terrorism; or
- (iv) owned or controlled by terrorists or sponsors of terrorism.

You further covenant that neither you nor any of your employees, agents or representatives, nor any other person or entity associated with you, will during the term of the Franchise Agreement become a person or entity described above or otherwise become a target of any Anti-Terrorism Measure.

11. 10. Please list all states in which the undersigned are residents: \_\_\_\_\_.

**YOU UNDERSTAND THAT YOUR ANSWERS ARE IMPORTANT TO FRANCHISOR AND THAT FRANCHISOR WILL RELY ON THEM. BY SIGNING THIS DOCUMENT, YOU ARE REPRESENTING THAT YOU HAVE CONSIDERED EACH QUESTION CAREFULLY AND RESPONDED TRUTHFULLY ~~TO THE ABOVE QUESTIONS~~. IF MORE SPACE IS NEEDED FOR ANY ANSWER, CONTINUE ON A SEPARATE SHEET AND ATTACH.**

**NOTE: IF THE FRANCHISEE IS A CORPORATION, PARTNERSHIP, LIMITED LIABILITY COMPANY OR OTHER ENTITY, EACH OF ITS ~~PRINCIPAL~~ OWNERS MUST EXECUTE THIS ACKNOWLEDGMENT.**

Signed: \_\_\_\_\_

Date: \_\_\_\_\_

Signed: \_\_\_\_\_

Date: \_\_\_\_\_

**~~No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.~~**

**ATTACHMENT J TO THE FRANCHISE AGREEMENT**  
**AMERICANS WITH DISABILITIES ACT CERTIFICATION**

KPOT Franchise LLC (“Franchisor”) and \_\_\_\_\_ (“Franchisee”) are parties to a Franchise Agreement dated \_\_\_\_\_, for the operation of a “KPOT” Restaurant at \_\_\_\_\_ (the “Franchised Business”). In accordance with Article 2 of the Franchise Agreement, Franchisee certifies to Franchisor that, to the best of Franchisee’s knowledge, the Franchised Business and its adjacent areas comply with all applicable federal, state and local accessibility laws, statutes, codes, rules, regulations and standards, including but not limited to the Americans with Disabilities Act. Franchisee acknowledges that it is an independent contractor and the requirement of this certification by Franchisee does not constitute ownership, control, leasing or operation of the Franchised Business. Franchisee acknowledges that Franchisee has relied on the information contained in this certification. Furthermore, Franchisee acknowledge its obligation under this Franchise Agreement to indemnify Franchisor and the officers, directors, and employees of Franchisor in connection with any and all claims, losses, costs, expenses, liabilities, compliance costs, and damages incurred by the indemnified party(ies) as a result of any matters associated with Franchisee’s compliance with the Americans with Disabilities Act, as well as the costs, including attorneys’ fees, related to the same.

**FRANCHISEE**

\_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

# **Exhibit C**

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## **MULTI-UNIT DEVELOPMENT AGREEMENT**

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**KPOT FRANCHISE, LLC**

**KPOT FRANCHISE LLC**

**MULTI-UNIT DEVELOPMENT AGREEMENT**

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**MULTI-UNIT DEVELOPER**

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**DATE OF AGREEMENT**

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ATTACHMENTS:

- A Certification by Multi-Unit Developer
- B Guaranty
- C Transfer of a Franchise to a Corporation or Limited Liability Company
- D Minimum Performance Schedule
- E Development Area

## KPOT FRANCHISE LLC

### MULTI-UNIT DEVELOPMENT AGREEMENT

**THIS MULTI-UNIT DEVELOPMENT AGREEMENT** (“Agreement”) is made and entered into the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_, between KPOT Franchise LLC, a New Jersey limited liability company having its principal place of business at 19 Quail Run, Randolph, New Jersey 07869 (“we”, “us” or “our”), and \_\_\_\_\_ whose principal address is \_\_\_\_\_ (hereinafter “you” or “your”).

#### WITNESSETH:

**WHEREAS**, as the result of the expenditure of time, skill, effort and money, we and our affiliate have developed and own a unique and distinctive system (hereinafter “System”) relating to the establishment and operation of a KPOT Hot Pot & Barbecue restaurant (“Restaurant” or “Franchised Business”), offering Korean BBQ and other dishes prepared in a Hot Pot cooking method at the dining table, containing a variety of East Asian food and ingredients, and where allowed by law, a full alcohol bar, unless we permit operation without a full bar;

**WHEREAS**, the distinguishing characteristics of the System include, without limitation, distinctive exterior and interior design, décor, color scheme, and furnishings; proprietary products and ingredients; proprietary recipes and special menu items; uniform standards, specifications, and procedures for operations; quality and uniformity of products and services offered; procedures for inventory, management and financial control; training and assistance; and advertising and promotional programs; all of which may be changed, improved, and further developed by us from time to time;

**WHEREAS**, the System is identified by means of certain trade names, service marks, trademarks, logos, emblems and indicia of origin, including, but not limited to, the mark “KPOT” and such other trade names, service marks, and trademarks as are now designated (and may hereafter be designated by us in writing) for use in connection with the System (hereinafter referred to as “Marks” or “Proprietary Marks”);

**WHEREAS**, we and our affiliate continue to develop, use and control the use of such Marks in order to identify for the public the source of services and products marketed thereunder and under the System, and to represent the System’s high standards of quality, appearance and service; and

**WHEREAS**, you wish to obtain certain development rights to open and operate Restaurants operating under the Marks and the System within the Development Area described in this Agreement.

**NOW, THEREFORE**, the parties, in consideration of the undertakings and commitments of each party to the other party stated herein, hereby agree as follows:

#### **SECTION 1** **GRANT**

1.1 We hereby grant to you, pursuant to the terms and conditions of this Agreement, certain development rights (“Development Rights”) to establish and operate \_\_\_\_\_ (\_\_\_\_\_) franchised Restaurants, and to use the Marks and System solely in connection therewith, at specific locations to be designated in separate Franchise Agreements executed as provided in Section 3.1 hereof, and pursuant to the schedule established in Attachment D of this Agreement (hereinafter “Minimum Performance

Schedule”). Each Restaurant developed hereunder shall be located in the area described in Attachment E of this Agreement (hereinafter “Development Area”). The Minimum Performance Schedule shall be deemed completed, and this Agreement shall expire, upon the opening of the last KPOT Restaurant to be developed hereunder.

1.2 Each Restaurant for which a Development Right is granted hereunder shall be established and operated pursuant to a Franchise Agreement to be entered into between you and us in accordance with Section 3.1 hereof.

1.3 Except as otherwise provided in this Agreement, we shall not establish, nor franchise anyone other than you to establish, a Restaurant in the Development Area during the term of this Agreement, provided you are not in default hereunder.

1.4 This Agreement is not a Franchise Agreement and does not grant to you any right to use the Marks or System.

1.5 You shall have no right under this Agreement to franchise others under the Marks or System.

## **SECTION 2**

### **DEVELOPMENT FEE; INITIAL FRANCHISE FEES**

2.1 In consideration of the development rights granted herein, you shall pay to us a development fee of \_\_\_\_\_ Thousand Dollars (\$\_\_\_\_\_), payable upon execution of this Agreement (“Development Fee”). The Development Fee is calculated as one hundred percent (100%) of the initial franchise fee for each Restaurant to be developed hereunder.

2.2 The Development Fee shall be fully earned by us upon execution of this Agreement, shall be non-refundable, and shall be for administrative and other expenses incurred by us and for the development opportunities lost or deferred as a result of the Development Rights granted to you herein.

2.3 The initial franchise fee payable for each Restaurant to be developed hereunder shall be Fifty Thousand Dollars (\$50,000).

2.4 The initial franchise fee for each Restaurant has been paid in full in the Development Fee. You shall execute the Franchise Agreement for the first Restaurant contemporaneously with your execution of this Agreement and a portion of the Development Fee will be used to satisfy the initial franchise fee for such first Restaurant in full. For each additional Restaurant developed hereunder, we will apply a *pro rata* portion of the Development Fee toward the initial franchise fee due for such Restaurant.

## **SECTION 3**

### **SCHEDULE AND MANNER FOR EXERCISING DEVELOPMENT RIGHTS**

3.1 You shall assume all responsibility and expense for locating potential sites for Restaurants and shall submit to us for our evaluation and approval, in the form specified by us, a description of the site, the terms of the lease or purchase, a market feasibility study for the site and such other information and materials as we may reasonably require, together with a letter of intent or other evidence satisfactory to us which confirms your favorable prospects for obtaining the site. We shall have thirty (30) days after receipt of such information and materials from you to accept or decline the site in

our sole discretion. If the site is accepted, you will then be presented with the Franchise Agreement for execution.

3.2 Recognizing that time is of the essence, you agree to exercise each of the Development Rights granted hereunder in the manner specified herein, and in accordance with the Minimum Performance Schedule. Your failure to adhere to the Minimum Performance Schedule shall constitute a default under this Agreement as provided in Section 9.1 hereof. Under no circumstances may you open a Restaurant for business unless and until there is a fully executed Franchise Agreement in place for such Restaurant and we have been paid all amounts payable to us.

3.3 You shall exercise each Development Right granted herein only by executing a Franchise Agreement for each Restaurant at a site approved by us in the Development Area as hereinafter provided within ten (10) days after receipt of said Franchise Agreement from us for the approved site and return same to us for our execution. The Franchise Agreement for the first Development Right exercised hereunder has been executed contemporaneously with this Agreement. The Franchise Agreement for each additional Development Right exercised hereunder shall be the then-current Franchise Agreement, subject to any non-material changes therein which are required to be made by changes in any applicable law, regulation or ordinance in effect from time to time. In the event we do not receive the properly executed Franchise Agreement with the appropriate number of copies within said ten (10) days from delivery thereof to you, our approval of the site shall be void and you shall have no rights with respect to said site.

3.4 You acknowledge that the approval of a particular site for a Restaurant by us shall not be deemed to be an assurance or guaranty that the Restaurant will operate successfully or at a profit from such site.

3.5 You shall be required to execute each Franchise Agreement and own a minimum of fifty-one percent (51%) of the issued and outstanding stock for each Restaurant to be opened pursuant to said Franchise Agreement. In no event shall you relinquish control over each or any entity operating each Restaurant except pursuant to an authorized transfer, as described in Section 11.

#### **SECTION 4** **DEVELOPMENT RIGHTS AND OBLIGATIONS**

4.1 Subject to the provisions of this Agreement, we grant to you the Development Rights, as described in Section 1.1. Notwithstanding any other provision of this Agreement, Development Rights under this Agreement may or may not, in our sole discretion, include the right to develop Restaurants at any “Non-Traditional Sites”. Non-Traditional Sites include without limitation gas stations or convenience stores; transportation facilities, including airports, train stations, subways and rail and bus stations; military bases and government offices; sports facilities, including stadiums and arenas; amusement parks, zoos and convention centers; car and truck rest stops and travel centers; educational facilities; recreational theme parks; hospitals; hotels; business or industrial foodservice venues; venues in which foodservice is or may be provided by a master concessionaire or contract foodservice provider; Indian reservations; casinos; or any similar captive market location not reasonably available to you, whether currently existing or constructed or established subsequent to the date hereof.

4.2 Provided you are in full compliance with all the terms and conditions of this Agreement, including without limitation your development obligations described in Section 3.2 and the Minimum Performance Schedule, and you are in full compliance with all of your obligations under all franchise agreements executed pursuant to this Agreement, then during the term of this Agreement neither we nor any of our affiliates will develop or operate or grant franchises for the development or operation of

Restaurants within the Development Area, except the franchises that are granted to you pursuant to this Agreement and except as otherwise expressly provided in this Agreement.

4.3 Upon the termination or expiration of this Agreement, we and our affiliates shall have the right to develop and operate, and to grant to others development rights and franchises to develop and operate, Restaurants within the Development Area subject only to the territorial rights granted to you with respect to Restaurants operated by you pursuant to the Franchise Agreements and subject, further, to the right of first refusal described in Section 6 below.

4.4 We and our affiliates retain all rights with respect to Restaurants, the Marks and the sale of any goods and services, anywhere in the world, including, without limitation, the right:

4.4.1 to produce, offer and sell and to grant others the right to produce, offer and sell the products offered at Restaurants and any other goods displaying the Marks or other trade and service marks through alternative distribution channels, as described below, both within and outside the Development Area, and under any terms and conditions we deem appropriate. "Alternative distribution channels" include, but are not limited to, the internet, catalog sales, grocery stores, club stores, specialty food stores, telemarketing or other direct marketing sales;

4.4.2 to operate and to grant others the right to operate Restaurants located outside the Development Area under any terms and conditions we deem appropriate and regardless of proximity to a Restaurant;

4.4.3 to operate and to grant others the right to operate Restaurants at Non-Traditional Sites within and outside the Development Area under any terms and conditions we deem appropriate, subject to the right of first refusal described in Section 6.2; and

4.4.4 to own and operate one or more restaurants or food service businesses located or operating in the Development Area, except that these businesses will not operate using the Proprietary Marks.

## **SECTION 5** **RENEWAL**

This Agreement shall not be subject to renewal; however, if you wish to purchase a new Development Area and continue to develop Restaurants, we ~~will, in good faith,~~may negotiate a new Multi-Unit Development Agreement with you.

## **SECTION 6** **TERM AND RIGHT OF FIRST REFUSAL**

6.1 Unless sooner terminated in accordance with the terms of this Agreement, the term of this Agreement and all Development Rights granted hereunder shall expire on the date the last Restaurant is opened pursuant to the Minimum Performance Schedule established in Attachment D.

6.2 If, during the term of this Agreement, a Non-Traditional Site becomes available in your Development Area, then we may, in our sole discretion, offer to you the opportunity to develop a Restaurant at such Non-Traditional Site. You shall have thirty (30) days after receipt of our notice in which to accept or decline this right of first refusal. Your failure to notify us within such thirty (30) day period shall be interpreted that you have declined the right of first refusal. Nothing in this Agreement shall require us to provide you with a right of first refusal for a Non-Traditional Site.

6.3 Upon completion of the Minimum Performance Schedule, if we determine that it is desirable to operate one or more additional Restaurants in the Development Area, and provided you have timely complied with the Minimum Performance Schedule and are then in compliance with all terms and conditions of all Franchise Agreements, you shall have a right of first refusal to obtain the Development Rights to such additional Restaurants upon such reasonable terms and conditions as are then determined by us including, but not limited to, the imposition of a new Development Fee and the payment of the then-current initial fees upon execution of the then-current Franchise Agreements. In such case, we shall advise you in writing of the terms and conditions for the acquisition of the Development Rights for such additional Restaurants. You must notify us in writing within sixty (60) days of the receipt of such notice whether you wish to acquire the Development Rights to such additional Restaurants. If you do not exercise this right of first refusal, in whole, we may, following the expiration of the sixty (60) day period, grant the Development Rights to such additional Restaurants to any other person or persons on the same terms and conditions or we may elect to develop and construct any of such additional Restaurants.

## **SECTION 7**

### **YOUR OBLIGATIONS**

You acknowledge and agree that:

7.1 Except as otherwise provided herein, this Agreement includes only the right to select sites for the establishment of Restaurants and to submit the same to us for our approval in accordance with the terms of this Agreement. This Agreement does not include the grant of a license by us to you of any rights to use the Marks, the System, or to open or operate any Restaurants within the Development Area. You shall obtain the license to use such additional rights at each Restaurant upon the execution of each Franchise Agreement by both you and us and only in accordance with the terms of each Franchise Agreement.

7.2 The Development Rights granted hereunder are personal to you and cannot be sold, assigned, transferred or encumbered, in whole or in part, except as stated in Section 11 hereof.

7.3 Except as provided in Section 6 hereof, the Development Rights granted hereunder are non-exclusive, and we retain the right, in our sole discretion:

7.3.1 To continue to construct and operate other Restaurants and to use the System and the Marks at any location outside the Development Area, and to license others to do so.

7.3.2 To develop, use and franchise the rights to any trade names, trademarks, service marks, trade symbols, emblems, signs, slogans, insignia, or copyrights not designated by us as Marks for use with different franchise systems for the sale of the different products or services not in connection with the System at any location, on such terms and conditions as we may deem advisable and without granting you any rights therein.

7.3.3 To develop, merchandise, sell and license others to sell any of our products, proprietary or otherwise, presently existing or to be developed in the future, to the public through alternative distribution channels outside or inside of the Development Area and to use the Marks in connection therewith.

7.4 You have sole responsibility for the performance of all obligations arising out of the operation of your business pursuant to this Agreement, including, but not limited to, the payment when due of any and all taxes levied or assessed by reason of such operation.

7.5 In all public records, in your relationship with other persons, and in any documents, you shall indicate clearly the independent ownership of your business and that the operations of said business are separate and distinct from the operation of a KPOT Restaurant.

7.6 You shall at all times preserve in confidence any and all materials and information furnished or disclosed to you by us and you shall disclose such information or materials only to such of your employees or agents who must have access to it in connection with their employment. You shall not at any time, without our prior written consent, copy, duplicate, record or otherwise reproduce such materials or information, in whole or in part, nor otherwise make the same available to any unauthorized person.

7.7 You shall comply with all requirements of federal, state and local laws, rules and regulations.

7.8 You shall at no time have the right to sub-franchise any of your Development Rights hereunder.

7.9 In no event shall any Restaurant be opened for business unless and until a Franchise Agreement for such Restaurant has been fully executed and the initial franchise fee for such Restaurant has been fully paid.

## **SECTION 8** **OUR SERVICES**

We shall, at our expense, provide the following services:

8.1 Review your site selection for conformity to our standards and criteria for selection and acquisition of sites upon our receipt of your written request for approval thereof.

8.2 Assist you in determining the layout and configuration of each Restaurant once the location has been approved. After you and we have determined the layout and configuration of each Restaurant, you must arrange for site plan and build-out plans and specifications to be prepared and submitted to us for our review and approval.

8.3 Review your site plan and final build-out plans and specifications for conformity to the construction standards and specifications of the System, upon our receipt of your written request for approval thereof.

8.4 Provide such other resources and assistance as may hereafter be developed and offered by us to our other multi-unit developers.

## **SECTION 9** **DEFAULT AND TERMINATION**

9.1 The occurrence of any of the following events of default shall constitute good cause for us, at our option and without prejudice to any other rights or remedies provided for hereunder or by law or equity, to terminate this Agreement upon notice to you without opportunity to cure the default, except where prohibited by any applicable state or federal law, whereupon this Agreement shall be terminated in accordance with the provisions of any such law:

9.1.1 If you shall, in any respect, fail to meet the Minimum Performance Schedule.

9.1.2 If you shall purport to effect any assignment other than in accordance with Section 11 hereof.

9.1.3 Except as provided in Section 11 hereof, if you or your owners attempt to sell, assign, transfer or encumber this Agreement prior to the time that at least twenty-five percent (25%) of the Restaurants to be constructed and opened for business in accordance with the Minimum Performance Schedule are, in fact, open or under construction.

9.1.4 If you or your owners make, or have made, any material misrepresentation to us in connection with obtaining this Agreement, any site approval hereunder, or any Franchise Agreement.

9.1.5 If you or your owners or affiliates default in the performance of any obligation under any Franchise Agreement with us, provided such default results in the termination of the Franchise Agreement.

9.1.6 If you or your owners suffer a violation of any law, ordinance, rule or regulation of a governmental agency in connection with the operation of the Restaurant, and permit the same to go uncorrected after notification thereof, unless there is a bona fide dispute as to the violation or legality of such law, ordinance, rule or regulation, and you promptly resort to courts or forums of appropriate jurisdiction to contest such violation or legality.

9.1.7 If you or an owner of yours owning a twenty-five percent (25%) or more interest in you is convicted in a court of competent jurisdiction of an indictable offense punishable by a term of imprisonment in excess of one (1) year.

9.1.8 If you, or any of your partners, if you are a partnership, or any of your officers, directors, shareholders, or members, if you are a corporation or limited liability company, shall become insolvent or make a general assignment for the benefit of creditors; if a petition in bankruptcy is filed by you or such a petition is filed against and not opposed by you; if you are adjudicated a bankrupt or insolvent; if a bill in equity or other proceeding for the appointment of a receiver or other custodian for you or your business or assets is filed and consented to by you; if a receiver or other custodian (permanent or temporary) of your assets or property, or any part thereof, is appointed by any court of competent jurisdiction; if proceedings for a composition with creditors under any state or federal law should be instituted by or against you; if a final judgment remains unsatisfied or of record for thirty (30) days or longer (unless a *supersedeas* bond is filed); if you are dissolved; if execution is levied against your business or property; if suit to foreclose any lien or mortgage against the premises or equipment is instituted against you and not dismissed within thirty (30) days; or if the real or personal property of the business shall be sold after levy thereupon by any sheriff, marshal, or constable.

9.1.9 If you, or any shareholder or principal, if you are corporate entity, or any of your affiliates cease to operate all of the Restaurants developed pursuant to the terms of this Agreement.

9.2 Upon occurrence of any of the events stated in this Section 9.2, we may, without prejudice to any other rights or remedies contained in this Agreement or provided by law or equity, terminate this Agreement. Such termination shall be effective thirty (30) days after written notice (or such other notice as may be required by applicable state law) is given by us to you of any of such events, if such defaults are not cured within such period:

9.2.1 If you or your owners shall use the System or Marks, or any other names, marks, systems, insignia, symbols or rights which are our property except pursuant to, and in accordance with, a valid and effective Franchise Agreement.

9.2.2 If you, or persons controlling, controlled by or under common control with you, shall have any interest, direct or indirect, in the ownership or operation of any food service business engaged in the sale of products the same as or substantially similar to those permitted to be sold by a KPOT Restaurant or in any food service business which looks like, copies or imitates the Restaurant or operates in a manner tending to have such effect other than pursuant to a valid and effective Franchise Agreement with us.

9.2.3 If you shall fail to remit to us any payments pursuant to Section 2 when same are due.

9.2.4 If you shall begin work upon any Restaurant at any site unless all the conditions stated in Section 3 hereof have been met.

9.2.5 If you fail to obtain our prior written approval or consent, including but not limited to site approval or site plan approval, as expressly required by this Agreement.

9.2.6 If you default in the performance of any other obligation under this Agreement.

9.2.7 If you open any Restaurant for business before a Franchise Agreement for such Restaurant has been fully executed and the initial franchise fee due to us has been paid.

9.2.8 If you fail to obtain execution of a covenant required by Section 12.8 below.

## **SECTION 10**

### **OBLIGATIONS FOLLOWING TERMINATION**

10.1 Upon termination of this Agreement becoming effective for any reason, or upon expiration of the term hereof, you agree as follows:

10.1.1 To cease immediately any attempts to select sites on which to establish Restaurants.

10.1.2 To cease immediately to hold yourself out in any way as a multi-unit developer of ours or to do anything which would indicate a relationship between you and us.

10.2 No right or remedy herein conferred upon or reserved to us is exclusive of any other right or remedy provided or permitted by law or in equity.

## **SECTION 11**

### **TRANSFER OF INTEREST**

~~11.1 This Agreement is personal to you and you shall neither sell, assign, transfer nor encumber this Agreement, the Development Rights, or any other interest hereunder, nor suffer or permit any such assignment, transfer or encumbrance to occur directly, indirectly or contingently by agreement or by operation of law without our prior written consent. You understand that this Agreement may not be pledged, mortgaged, hypothecated, given as security for an obligation or in any manner encumbered. The~~

~~assignment or transfer of any interest, except in accordance with this Section shall constitute a material breach of this Agreement.~~

11.1 You understand and acknowledge that the rights and duties set forth in this Agreement are unique to you, and are granted in reliance on the business skill, financial capacity, and personal character of you or your owners. You shall have no right to transfer, sell, assign or encumber this Agreement, in whole or in part, without the prior written consent of the us. Additionally, a sale, transfer, encumbrance or assignment requiring the prior written consent of the us shall be deemed to occur: (i) if you are a corporation or limited liability company, upon any change, assignment, sale, pledge or transfer of any of the voting stock or membership interests of you including any ownership restructuring of you or of any of your owners or (ii) if you are a partnership, upon the change, assignment, sale, pledge or transfer of any partnership ownership, including an ownership restructuring of you or of any of your owners. If you or your equity owners propose to transfer or assign any of your interest in this Agreement or in the business conducted under this Agreement or in you or your owners to any third party in connection with a bona fide offer from such third party, you or your equity owners shall first tender to us the right of first refusal to acquire such interest in accordance with the provisions and other conditions set forth below, and then if we fail to exercise said right, only with the prior written consent of us. Our consent shall not be unreasonably withheld. Any purported assignment or transfer, by operation of law or otherwise, not having the written consent of us, shall be null and void and shall constitute a material breach of this Agreement, for which we may then terminate this Agreement without opportunity to cure this Agreement. You acknowledge and agree that each condition which must be met by the transferee developer is necessary to assure such transferee's full performance of the obligations hereunder. We shall not unreasonably withhold consent to a transfer, sale, assignment or encumbrance of this Agreement, or a direct or indirect interest in you, or of your business, or of the assets of you; provided, however, we may, in our sole discretion, require as a condition of approval that certain conditions be met.

~~11.2 In the event that you are a corporation or desire to conduct business in a corporate capacity, said corporate entity or assignment to a corporate entity (which may include a corporation, limited liability company or partnership) must receive our prior written approval and you agree to comply with the provisions hereinafter specified, including without limitation, personal guarantees by one or more equity owners of all of the obligations of said corporate entity or assignee corporate entity to us and other parties designated by us.—The corporate entity or assignee corporate entity shall not engage in any business activities other than those directly related to the operation of the Restaurant(s) pursuant to the terms and conditions of the Franchise Agreements with us, and all assets related to the operation of the Restaurant(s) shall be held by the corporate entity or assignee corporate entity. There shall be no transfer fee charged by us for a one (1) time assignment to a corporate entity assuming that the ownership and percentage of ownership is identical to that under the original Agreement.~~

~~11.3 If you are a corporation or if your rights hereunder are assigned to a corporate entity, you or those individuals disclosed on Attachment "B" attached hereto shall be the legal and beneficial owner of not less than fifty one percent (51%) of the outstanding equity of said entity and shall act as such entity's principal officer. The assignment to a corporate entity will not relieve you of personal liability to us for performance of any of the obligations under this Agreement.—Any subsequent transfer of voting rights of the equity of the entity or assignee entity, and any transfer or issuance of equity of the entity or assignee entity shall be subject to our prior written approval.—We agree that we will not unreasonably restrict the issuance or transfer of equity, provided that you comply with the provisions of this Section 11, and provided that in no event shall any equity of such corporate entity or assignee corporate entity be sold, transferred or assigned to a business competitor of ours. The articles of organization and governing documents (including by-laws, operating agreement or partnership agreement) of the entity or assignee entity shall reflect that the issuance and transfer of equity is restricted, and all certificates shall bear the following legend, which shall be printed legibly and conspicuously on each certificate:~~

**“The transfer of this certificate is subject to the terms and conditions of a Multi-Unit Development Agreement with KPOT Franchise LLC dated \_\_\_\_\_. Reference is made to said Multi-Unit Development Agreement and related Franchise Agreements and to restrictive provisions of the governing documents of this entity.”**

11.4 The entity or assignee entity’s records shall indicate that a stop transfer order shall be in effect against the transfer of any equity, except for transfers permitted by this Section 11. In addition to the foregoing, the equity of such entity or assignee entity shall not be publicly sold or traded. You are strictly prohibited from offering your securities through a public offering or private placement.

11.5 You have represented to us that you are entering into this Agreement with the intention of complying with its terms and conditions and not for the purpose of resale of the Development Rights hereunder. Therefore, you agree that any attempt to assign this Agreement, prior to the time that at least twenty-five percent (25%) of the Restaurant(s) to be constructed hereunder are opened or under construction, except pursuant to Sections 11.2 and 11.3 hereof, shall be deemed to be an event of default.

11.6 Except as provided in Section 11.5, if you receive from an unaffiliated third party and desire to accept a bona fide written offer to purchase your business, Development Rights and interests, we shall have the option, exercisable within thirty (30) days after receipt of written notice setting forth the name and address of the prospective purchaser, the price and terms of such offer, and a copy of such offer and the other information stated in this Section 11.6, to purchase such business, Development Rights and interests, including your right to develop sites within the Development Area, on the same terms and conditions as offered by said third party. In order that we may have information sufficient to enable us to determine whether to exercise this option, we may require you to deliver to us certified financial statements as of the end of your most recent fiscal year and such other information about your business and operations as we may request. If we decline or do not accept the offer in writing within thirty (30) days, you may, within thirty (30) days from the expiration of the option period, sell, assign and transfer your business, Development Rights and interest to said third party, provided we have consented to such transfer as required by this Section 11. Any material change in the terms of the offer prior to closing of the sale to such third party shall constitute a new offer, subject to the same rights of first refusal by us or our nominee, as in the case of an initial offer. Our failure to exercise the option afforded by this Section 11.6 shall not constitute a waiver of any other provision of this Agreement, including all of the requirements of this Section with respect to the proposed transfer.

11.7 You acknowledge and agree that the restrictions on transfer imposed herein are reasonable and are necessary to protect the Development Rights, the System and the Marks, as well as our reputation and image, and are for the protection of us, you and other multi-unit developers and franchisees. Any assignment or transfer permitted by this Section 11 shall not be effective until we receive a completely executed copy of all transfer documents, and we consent in writing thereto.

11.8 Except as provided in Section 11.5 hereof, we agree not to unreasonably withhold our consent to a sale, assignment or transfer by you hereunder. Consent to such transfer otherwise permitted or permissible as reasonable may be refused unless:

11.8.1 All of your obligations created by this Agreement, all other franchise documents, including all Franchise Agreements, and the relationship created hereunder are assumed by the transferee.

11.8.2 All ascertained or liquidated debts of you to us or our affiliated or subsidiary corporations are paid.

11.8.3 You are not in default hereunder.

11.8.4 We are reasonably satisfied that the transferee meets all of our requirements for new multi-unit developers, including but not limited to, good reputation and character, business acumen, operational ability, management skills, financial strength and other business considerations.

11.8.5 Transferee executes or, in appropriate circumstances, causes all necessary parties to execute, our standard form of Multi-Unit Development Agreement, Franchise Agreements for all Restaurants open or under construction hereunder, and such other then-current ancillary agreements being required by us of new multi-unit developers on the date of transfer.

11.8.6 You execute a general release, in a form satisfactory to us, of any and all claims against us, our officers, directors, employees and principal stockholders of any and all claims and causes of action that you may have against us or any subsidiary or affiliated corporations in any way relating to this Agreement or the performance or non-performance thereof by us.

11.8.7 You or transferee pay to us a transfer fee equal to Ten Thousand Dollars (\$10,000) for any transfer of ownership interests or shares between the owners of the franchise, or if you are adding a new owner, as long as majority ownership does not change. In any other instance you will pay a transfer fee of Fifteen Thousand Dollars \$15,000. The transfer fee is used to cover our reasonable costs in effecting the transfer and in providing training and other initial assistance to transferee.

11.9 If the proposed transfer is a transfer between existing owners of the Multi-Unit Developer hereunder, or if you wish to add a new owner, then you shall submit to us, in writing, a request for our approval of the proposed transfer among owners or to a new owner together with any information we require in order to evaluate the proposed transfer, including, without limitation, financial and other information relating to the proposed transferee, and a transfer fee in the amount of Ten Thousand Dollars (\$10,000). Our approval of your request will not be unreasonably withheld. If you are requesting to add an owner, the proposed new owner must meet our criteria, including financial capability and that the new owner is not participating in a competing business, and the new ownership structure shall not change the majority ownership in you. If we approve a new owner in you, such new owner shall be bound by the covenants of confidentiality and non-competition set forth herein, and shall execute any documents we may require to enforce these covenants.

11.10 As it relates to death or disability:

11.10.1 Upon your death (if you are a natural person) or upon the death of any majority owner who is a natural person and who has an interest in this Agreement, the Development Rights or you (the "Deceased"), the executor, administrator or other personal representative of the Deceased shall transfer such interest to a third party approved by us within twelve (12) months after the death. If no personal representative is designated or appointed or no probate proceedings are instituted with respect to the estate of the Deceased, then the distributee of such interest must be approved by us. If the distributee is not approved by us, then the distributee shall transfer such interest to a third party approved by us within twelve (12) months after the death of the Deceased.

11.10.2 Upon your permanent disability (if you are a natural person) or upon the permanent disability of any majority owner who is a natural person and who has an interest in this Agreement, the Development Rights or you, we may, in our reasonable discretion, require such interest to be transferred to a third party in accordance with the conditions described in this Section 11 within six (6) months after notice to you. "Permanent disability" shall mean any physical, emotional or mental injury, illness or incapacity which would prevent a person from performing the obligations set forth in this

Agreement or in the guaranty made part of this Agreement for at least ninety (90) consecutive days and from which condition recovery within ninety (90) days from the date of determination of disability is unlikely. Permanent disability shall be determined by a licensed practicing physician selected by us, upon examination of the person; or if the person refuses to submit to an examination, then such person automatically shall be deemed permanently disabled as of the date of such refusal for the purpose of this Section 11.10. The costs of any examination required by this Section shall be paid by us.

11.10.3 Upon the death or claim of permanent disability of you or any majority owner, you or a representative of yours must notify us of such death or claim of permanent disability within ten (10) days of its occurrence. Any transfer upon death or permanent disability shall be subject to the same terms and conditions as described in this Section for any *inter vivos* transfer. If an interest is not transferred upon death or permanent disability as required in this Section, then such failure shall constitute a material event of default under this Agreement.

11.11 Our consent to a transfer of any interest in you or in the Development Rights pursuant to this Section shall not constitute a waiver of any claims we may have against the transferring party, nor shall it be deemed a waiver of our right to demand exact compliance with any of the terms of this Agreement by the transferee.

11.12 We shall have the right to assign this Agreement and all of our attendant rights and privileges to any person, firm, corporation or other entity ~~provided that, with respect to any assignment resulting in the subsequent performance by the assignee of our functions: (i) the assignee shall, at the time of such assignment, be financially responsible and economically capable of performing our obligations; and (ii) the assignee shall expressly assume and agree to perform such obligations.~~

You expressly affirm and agree that we may sell our assets, our rights to the Marks or to the System outright to a third party; may go public; may engage in a private placement of some or all of our securities; may merge, acquire other corporations, or be acquired by another corporation; may undertake a refinancing, recapitalization, leveraged buyout or other economic or financial restructuring; and, with regard to any or all of the above sales, assignments and dispositions, you expressly and specifically waive any claims, demands or damages arising from or related to the loss of said Marks (or any variation thereof) and/or the loss of association with or identification of “KPOT Franchise LLC” as Franchisor. Nothing contained in this Agreement shall require us to remain in the restaurant business or to offer the same products and services, whether or not bearing the Marks, in the event that we exercise our right to assign our rights in this Agreement.

## **SECTION 12** **COVENANTS**

12.1 You specifically acknowledge that, pursuant to this Agreement, you will receive valuable training and confidential information, including, without limitation, secret recipes, information regarding the marketing methods and techniques of us and the System. You covenant that during the term of this Agreement, except as otherwise approved in writing by us, you and persons controlling, controlled by or under common control with you shall not, either directly or indirectly, for yourself/himself, or through, on behalf of or in conjunction with any person, persons or legal entity:

12.1.1 Divert or attempt to divert any business or client of the Franchised Business to any competitor, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Marks and the System.

12.1.2 Own, maintain, advise, help, invest in, make loans to, be employed by, engage in or have any interest in any restaurant or food service business other than the Franchised Business (including any business operated by you prior to entry into this Agreement), which business is of a character and concept similar to the Restaurant, including a restaurant which offers and sells the same or substantially similar food products (a “Competitive Business”).

12.2 You covenant that, except as otherwise approved in writing by us, you shall not, for a continuous and uninterrupted period commencing upon the expiration or termination of this Agreement, and continuing for two (2) years thereafter (and, in case of any violation of this covenant, for two (2) years after the violation ceases), either directly or indirectly, for yourself, or through, on behalf of or in conjunction with any person, persons, partnership or corporation, own, maintain, advise, help, invest in, make loans to, be employed by, engage in or have any interest in any Competitive Business which is located within fifteen (15) miles of any KPOT Restaurant in the System.

12.3 Subsections 12.1.3 and 12.2 of this Section shall not apply to ownership by you of less than a five percent (5%) beneficial interest in the outstanding equity securities of any company which is registered under the Securities Exchange Act of 1934.

12.4 The parties agree that each of the foregoing covenants shall be construed as independent of any other covenant or provision of this Agreement. If all or any portion of a covenant in this Section 12 is held unreasonable or unenforceable by a court or agency having valid jurisdiction in any unappealed final decision to which we are a party, you expressly agree to be bound by any lesser covenant subsumed within the terms of such covenant that imposes the maximum duty permitted by law, as if the resulting covenant were separately stated in and made a part of this Section 12.

12.5 You understand and acknowledge that we shall have the right, in our sole discretion, to reduce the scope of any covenant stated in Sections 12.1 and 12.2 or any portion thereof, without your consent, effective immediately upon receipt by you of written notice thereof, and you agree that you shall comply forthwith with any covenant as so modified, which shall be fully enforceable notwithstanding the provisions of Section 16 hereof.

12.6 You expressly agree that the existence of any claim you may have against us, whether or not arising from this Agreement, shall not constitute a defense to our enforcement of the covenants in this Section 12.

12.7 You acknowledge that any failure to comply with the requirements of this Section 12 would cause us irreparable injury for which no adequate remedy at law may be available, and you hereby accordingly consent to our seeking injunctive relief prohibiting any conduct by you in violation of the terms of this Section 12. We may further avail ourselves of any other legal or equitable rights and remedies which we may have under this Agreement or otherwise.

12.8 At our request, you shall require and obtain the execution of covenants similar to those described in this Section 12 (including covenants applicable upon the termination of a person’s relationship with you) from any or all of the following persons and you shall be liable to us for the actions of any such individuals with respect to the confidential information.:

12.8.1 All managers, chefs and other personnel in your Restaurants who have received training from us;



**SECTION 14**  
**INDEPENDENT CONTRACTOR AND INDEMNIFICATION**

14.1 The parties acknowledge and agree that you shall be an independent contractor and this Agreement does not create a fiduciary relationship between them, and that nothing in this Agreement is intended to constitute either party an agent, legal representative, subsidiary, joint venturer, partner, employee, joint employer or servant of the other for any purpose. You understand and agree that you are and will be an independent contractor under this Agreement. Nothing in this Agreement may be interpreted as creating a partnership, joint venture, agency, employment or fiduciary relationship of any kind. Your employees are not our employees. Neither you nor any of your employees whose compensation you pay may in any way, directly or by implication, shall be considered our employee for any purpose, regardless of inclusion in mandated or other insurance coverage, tax or contributions, or requirements pertaining to withholdings, levied or fixed by any city, state or federal governmental agency. We will not have the power to hire or terminate the employment of your employees. You expressly agree, and will never claim otherwise, that our authority under this Agreement to determine that certain of your employees are qualified to perform certain tasks for you does not directly or indirectly vest in us the power to influence the employment terms of any such employee.

You agree that you alone are to exercise day-to-day control over all operations, activities and elements of your business, and that under no circumstance shall we do so or be deemed to do so. You further acknowledge and agree, and will never claim otherwise, that the various restrictions, prohibitions, specifications and procedures of the System which you are required to comply with under this Agreement, whether set forth in our Manual or otherwise, do not directly or indirectly constitute, suggest, infer or imply that we control any aspect or element of the day-to-day operations of your Franchised Business, which you alone control, but only constitute standards you must adhere to when exercising your control of the day-to-day operations of your Franchised Business.

14.2 During the term of this Agreement, you shall hold yourself out to the public as an independent contractor conducting your operations pursuant to the rights granted by us. You agree to take such action as shall be reasonably necessary to that end, including, without limitation, exhibiting a notice of that fact in a conspicuous place on any Restaurant premises established for the purposes hereunder and on all letterhead, business cards, forms, and as further described in the Manual. We reserve the right to specify in writing the content and form of such notice.

You acknowledge and agree that any training we provide for your employees is geared to impart to those employees, with your ultimate authority, the various procedures, protocols, systems and operations of a KPOT Restaurant and in no fashion reflects any employment relationship between us and such employees. If it is ever asserted that we are the employer, joint employer or co-employer of any of your employees in any private or government investigation, action, proceeding, arbitration or other setting, you irrevocably agree to assist us in defending said allegation, appearing at any venue requested by us to testify on our behalf; participating in depositions or other appearances; or preparing affidavits rejecting any assertion that we are the employer, joint employer or co-employer of any of your employees.

14.3 You understand and agree that nothing in this Agreement authorizes you to make any contract, agreement, warranty or representation on our behalf, or to incur any debt or other obligation in our name, and that we assume no liability for, nor shall be deemed liable by reason of, any act or omission of yours or any claim or judgment arising therefrom. You shall indemnify and hold us and our successors and assigns, and their and our respective partners and affiliates and the officers, directors, shareholders, partners, agents, representatives, independent contractors, servants and employees of each such party ("Indemnitees"), harmless against any and all such actions, suits, demands, claims, settlements

or proceedings arising directly or indirectly from, as a result of, or in connection with your activities hereunder, as well as the cost, including reasonable attorneys' fees, of defending against them, except that the foregoing shall not apply to infringement actions regarding the Marks which are caused solely by our actions or actions caused by the negligent acts of us or our agents. At the expense and risk of you and each of your owners, we may elect to assume (but under no circumstance are we obligated to undertake) or appoint associate counsel of our own choosing with respect to, the defense and/or settlement of any such action, suit, proceeding, claim, demand, or settlement. Such an undertaking by us shall, in no manner or form, diminish the obligation of you and each of your owners to indemnify the Indemnitees and to hold them harmless. In the settlement of any matter hereunder, in no event shall you be permitted to admit fault on behalf of an Indemnitee nor to agree to any provision that places any obligations or restrictions on an Indemnitee (including the payment of any money by us or on our behalf) without our express written consent.

## **SECTION 15** **APPROVALS**

15.1 Whenever this Agreement requires our prior approval or consent, you shall make a timely written request to us for such approval or consent, and, except as otherwise provided herein, any approval or consent granted shall be in writing.

15.2 We make no warranties or guarantees upon which you may rely, and assume no liability or obligation to you or any third party to which we would not otherwise be subject, by providing any waiver, approval, advise, consent or services to you in connection with this Agreement, or by reason of any neglect, delay or denial of any request therefor.

## **SECTION 16** **NON-WAIVER**

No failure of ours to exercise any power reserved to us under this Agreement or to insist upon compliance by you with any obligation or condition in this Agreement, and no custom or practice of the parties at variance with the terms hereof, shall constitute a waiver of our rights to demand exact compliance with the terms of this Agreement. Our waiver of any particular default shall not affect or impair our right with respect to any subsequent default of the same or of a different nature; nor shall any delay, forbearance or omission of ours to exercise any power or right arising out of any breach or default by you of any of the terms, provisions or covenants of this Agreement affect or impair our rights, nor shall such constitute a waiver by us of any rights hereunder or rights to declare any subsequent breach or default.

## **SECTION 17** **SEVERABILITY AND CONSTRUCTION**

17.1 Each covenant and provision of this Agreement shall be construed as independent of any other covenant or provision of this Agreement. The provisions of this Agreement shall be deemed severable.

17.2 If all or any portion of a covenant or provision of this Agreement is held unreasonable or unenforceable by a court or agency having valid jurisdiction in a decision to which we are a party, you expressly agree to be bound by any lesser covenant or provision imposing the maximum duty permitted by law which is subsumed within the terms of such covenant or provision, as if that lesser covenant or provision were separately stated in and made a part of this Agreement.

17.3 Nothing in this Agreement shall confer upon any person or legal entity other than us or you, and such of our respective successors and assigns as may be contemplated by Section 11 hereof, any rights or remedies under or by reason of this Agreement.

17.4 All captions in this Agreement are intended solely for the convenience of the parties and none shall be deemed to affect the meaning or construction of any provision hereof.

17.5 All references herein to gender and number shall be construed to include such other gender and number as the context may require, and all acknowledgments, promises, covenants, agreements and obligations herein made or undertaken by you shall be deemed jointly and severally undertaken by all those executing this Agreement on your behalf.

17.6 This Agreement may be executed in multiple copies, each of which shall be deemed an original, including electronic signatures and copies sent via electronic transmission.

## **SECTION 18** **ENTIRE AGREEMENT**

This Agreement, the documents referred to herein and the Attachments attached hereto constitute the entire, full and complete agreement between us and you concerning the subject matter hereof and supersede any and all prior agreements; provided, however, that nothing in this or any related agreement is intended to disclaim the representations made by us in the Disclosure Document that was furnished to you by us. No amendment, change or variance from this Agreement shall be binding on either party unless mutually agreed to by the parties and executed by their authorized officers or agents in writing.

## **SECTION 19** **DISPUTE RESOLUTION; APPLICABLE LAW**

19.1 Except to the extent we elect to enforce the provisions of this Agreement by judicial process and injunction in our sole discretion, all disputes, claims and controversies between the parties arising under or in connection with this Agreement or the making, performance or interpretation thereof (including claims of fraud in the inducement and other claims of fraud and the arbitrability of any matter) which have not been settled through negotiation will be settled by binding arbitration within the county and state where we maintain our headquarters. The arbitrator(s) will have a minimum of five (5) years of experience in franchising or distribution law and will have the right to award specific performance of this Agreement. The proceedings will be conducted under the commercial arbitration rules of the American Arbitration Association, to the extent such rules are not inconsistent with the provisions of this arbitration provision. The decision of the arbitrator(s) will be final and binding on all parties. This Section will survive termination or non-renewal of this Agreement under any circumstances. Judgment upon the award of the arbitrator(s) may be entered in any court having jurisdiction thereof. During the pendency of any arbitration proceeding, you and we shall fully perform our respective obligations under this Agreement. Any action or proceeding under this Agreement shall be brought on an individual basis, and not on a class-wide or multiple plaintiff basis ~~or as an action where any party hereto acts in a representative capacity~~, unless prohibited by law. Notwithstanding any choice of law or other provision herein, the parties agree and acknowledge that the Federal Arbitration Act shall govern the interpretation and enforcement and proceedings pursuant to this Agreement. To the extent state law is applicable under the Federal Arbitration Act, the law of the state of New Jersey shall apply. The statute of limitations of the state of New Jersey shall be strictly enforced.

19.2 With respect to any claims, controversies or disputes which are not finally resolved through negotiation or arbitration, or as otherwise provided above, you and your owners hereby

irrevocably submit themselves to the jurisdiction of the state courts and the Federal District Court closest to our headquarters. You and your owners hereby waive all questions of personal jurisdiction for the purpose of carrying out this provision. You and your owners hereby agree that service of process may be made upon any of them in any proceeding relating to or arising out of this Agreement or the relationship created by this Agreement by any means allowed by New Jersey or federal law. You and your owners further agree that venue for any proceeding relating to or arising out of this Agreement shall be the county and state where we maintain our headquarters; provided, however, with respect to any action (1) for monies owed, (2) for injunctive or other extraordinary relief or (3) involving possession or disposition of, or other relief relating to, real property, we may bring such action in any State or Federal District Court which has jurisdiction.

19.3 Except as provided elsewhere in this Agreement (for example, with regard to the applicability of the Federal Arbitration Act, 9 U.S.C. §1 et seq. and the effect of federal preemption of state law by such Act) and except to the extent governed by the United States Trademark Act and other federal laws, the parties agree that this Agreement (including any claims, counter-claims or otherwise by you) and all other matters concerning the parties will be governed by, and construed and enforced in accordance with, the laws of the state of New Jersey.

19.4 You, your owners and we acknowledge that the parties' agreement regarding applicable state law and forum set forth in Sections 19.1, 19.2 and 19.3 above provide each of the parties with the mutual benefit of uniform interpretation of this Agreement and any dispute arising out of this Agreement or the parties' relationship created by this Agreement. Each of you, your owners and we further acknowledge the receipt and sufficiency of mutual consideration for such benefit and that each party's agreement regarding applicable state law and choice of forum have been negotiated in good faith and are part of the benefit of the bargain reflected by this Agreement.

19.5 You, your owners and we acknowledge that the execution of this Agreement and acceptance of the terms by the parties occurred in Morris County, New Jersey, and further acknowledge that the performance of certain of your obligations arising under this Agreement, including, but not limited to, the payment of monies due hereunder and the satisfaction of certain training requirements of ours, shall occur in Morris County, New Jersey.

19.6 You, your owners and we hereby waive, to the fullest extent permitted by law, any right to or claim or any punitive, exemplary, incidental, indirect, special, consequential or other damages (including, without limitation, loss of profits) against either party, their officers, directors, shareholders, partners, agents, representatives, independent contractors, servants and employees, in their corporate and individual capacities, arising out of any cause whatsoever (whether such cause be based in contract, negligence, strict liability, other tort or otherwise) and agree that in the event of a dispute, either party shall be limited to the recovery of any actual damages sustained by it. If any other term of this Agreement is found or determined to be unconscionable or unenforceable for any reason, the foregoing provisions of waiver by agreement of punitive, exemplary, incidental, indirect, special, consequential or other damages (including, without limitation, loss of profits) shall continue in full force and effect.

19.7 We and you irrevocably waive trial by jury in any action, proceeding, or counterclaim, whether at law or in equity, brought by either of us against the other. Any and all claims and actions arising out of or relating to this Agreement, the relationship of you and us, or your operation of the Franchised Business, brought by either party hereto against the other, whether in arbitration, or a legal action, shall be commenced within two (2) years from the occurrence of the facts giving rise to such claim or action, or such claim or action shall be barred.

19.8 If we are required to enforce this Agreement in a judicial or arbitration proceeding, you shall reimburse us for our costs and expenses, including, without limitation, reasonable accountants', attorneys', attorney assistants', and expert witness fees, costs of investigation and proof of facts, court costs, other litigation expenses and travel and living expenses, whether incurred prior to, in preparation for or in contemplation of the filing of any such proceeding. If we are required to engage legal counsel in connection with any failure by you to comply with this Agreement, you shall reimburse us for any of the above-listed costs and expenses incurred by us.

## **SECTION 20** **TIMELY PERFORMANCE**

You hereby acknowledge that your timely development of the Restaurants in the Development Area in accordance with the Minimum Performance Schedule is of material importance to us and you. You agree, as a condition of the continuance of the rights granted hereunder, to develop and open Restaurants within the Development Area in accordance with the Minimum Performance Schedule, to operate such Restaurants pursuant to the terms of the Franchise Agreements and to maintain all such Restaurants in operation continuously. We agree to diligently act upon any request of or approval from you and any material delay in your ability to meet the Minimum Performance Schedule which is directly caused by our failure to act diligently upon a request for approval shall not constitute a default hereunder. ~~Further, a failure or delay in performance by any party to this Agreement shall not be a default hereunder if such failure or delay arises out of or results from a Force Majeure, which for purposes~~ Neither we nor our parent, predecessor or affiliate, nor you, shall be liable for loss or damage or deemed to be in breach of this Agreement shall be defined as or any related agreement if failure to perform obligations results from circumstances beyond the reasonable control of a party, including but not limited to fire, flood, earthquake or other natural disasters, or acts of a public enemy, war, rebellion or sabotage. Any delay resulting from any such cause shall extend the time of performance, provided however, in the event that any such delay extends any deadline under the Minimum Performance Schedule in excess of ninety (90) days we may, at our option, terminate this Agreement. Force Majeure shall not include your lack of financing.

## **SECTION 21** **EFFECTIVE DATE**

This Agreement shall be effective as of the date it is executed by us.

[Signatures appear on the next page]

**IN WITNESS WHEREOF**, the parties hereto have duly executed, sealed and delivered this Agreement in triplicate on the day and year first above written.

ATTEST

FRANCHISOR:  
KPOT FRANCHISE LLC

\_\_\_\_\_  
Witness

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

MULTI-UNIT DEVELOPER:  
\_\_\_\_\_

\_\_\_\_\_  
Witness

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**KPOT FRANCHISE LLC  
MULTI-UNIT DEVELOPMENT AGREEMENT**

**ATTACHMENT “A”  
CERTIFICATION BY MULTI-UNIT DEVELOPER**

The undersigned, personally and as an officer or partner of \_\_\_\_\_ (“Multi-Unit Developer”), as applicable, does hereby certify that he has conducted an independent investigation of the business contemplated by this Multi-Unit Development Agreement and the KPOT Franchise LLC Franchise Agreement, and that the decision to execute the Multi-Unit Development Agreement was based entirely upon the independent investigation by the undersigned; and the undersigned further certifies that he has not relied upon, in any way, any claims regarding potential sales, income, or earnings to be derived from the business contemplated by the Franchise Agreement and Multi-Unit Development Agreement, and has not relied upon any claims regarding past or current sales, income or earnings of Franchisor-operated “KPOT” Restaurants, except as may be included in Item 19 of the Franchise Disclosure Document heretofore provided to Multi-Unit Developer. The undersigned further certified that he understands the risks involved in this investment and KPOT Franchise LLC makes no representation or guaranty, explicit or implied, that the Multi-Unit Developer will be successful or will recoup his investment.

**IN WITNESS WHEREOF**, the undersigned has signed, sealed and delivered this Certificate this \_\_\_\_ day of \_\_\_\_\_, 20\_\_.

\_\_\_\_\_  
WITNESS

\_\_\_\_\_  
WITNESS

\_\_\_\_\_  
WITNESS

Each of the undersigned owns a five percent (5%) or greater beneficial interest in Multi-Unit Developer, each has read this Multi-Unit Development Agreement, and each agrees to be individually bound by all obligations of Multi-Unit Developer hereunder.

\_\_\_\_\_  
WITNESS

\_\_\_\_\_  
WITNESS

\_\_\_\_\_  
WITNESS

**KPOT FRANCHISE LLC  
MULTI-UNIT DEVELOPMENT AGREEMENT**

**ATTACHMENT “B”  
GUARANTY**

(TO BE EXECUTED ONLY IF MULTI-UNIT DEVELOPER IS A CORPORATION,  
LIMITED LIABILITY COMPANY OR PARTNERSHIP)

In consideration of the execution by KPOT Franchise LLC of the annexed Multi-Unit Development Agreement, and acknowledging that undersigned will benefit directly or indirectly from the execution thereof, the undersigned, being all of the shareholders, directors, and officers of \_\_\_\_\_ (the “Multi-Unit Developer”), agree to be jointly and severally bound by and agree to guaranty the performance of all of the terms and conditions of the Multi-Unit Development Agreement and any amendments thereto or renewals thereof, and do hereby execute this Multi-Unit Development Agreement for the purpose of binding and obligating themselves to the terms and conditions of the aforesaid Multi-Unit Development Agreement and any amendments thereto or renewals thereof.

The guarantors hereunder hereby waive notice of termination or default under the Multi-Unit Development Agreement.

SIGNATURES OF ALL SHAREHOLDERS, DIRECTORS, OFFICERS,  
MEMBERS AND PARTNERS, AS APPLICABLE

|         |  |
|---------|--|
| WITNESS |  |
| WITNESS |  |
| WITNESS |  |

Each of the undersigned owns a five percent (5%) or greater beneficial interest in Multi-Unit Developer, each has read this Multi-Unit Development Agreement, and each agrees to be individually bound by all obligations of Multi-Unit Developer hereunder.

|         |  |
|---------|--|
| WITNESS |  |
| WITNESS |  |
| WITNESS |  |

**KPOT FRANCHISE LLC  
MULTI-UNIT DEVELOPMENT AGREEMENT**

**ATTACHMENT “C”  
TRANSFER OF A FRANCHISE TO  
A CORPORATION OR LIMITED LIABILITY COMPANY**

This Transfer Agreement shall amend that certain Multi-Unit Development Agreement between \_\_\_\_\_ (“Multi-Unit Developer”) and KPOT Franchise LLC (“Franchisor”).

The undersigned, an Officer, Director and Owner of a majority of the issued and outstanding voting stock of the Corporation set forth below, or Members of the issued and outstanding Interests of the Limited Liability Company set forth below, and the Multi-Unit Developer of the Restaurants under a Multi-Unit Development Agreement executed on the date set forth below, between himself or herself and Franchisor, granting him/her a franchise to operate in the Development Area set forth below, and the other undersigned Directors, Officers and Shareholders of the Corporation, or the Members of the Limited Liability Company, who together with Multi-Unit Developer constitute all of the Shareholders of the Corporation, or the Members of the Limited Liability Company, in order to induce Franchisor to consent to the assignment of the Multi-Unit Development Agreement to the Corporation or Limited Liability Company in accordance with the provisions of Section 11 of the Multi-Unit Development Agreement, agree as follows:

1. The undersigned Multi-Unit Developer shall remain personally liable in all respects under the Multi-Unit Development Agreement and all the other undersigned Officers, Directors and Shareholders of the Corporation, or the Members of the Limited Liability Company, intending to be legally bound hereby, agree jointly and severally to be personally bound by the provisions of the Multi-Unit Development Agreement including the restrictive covenants contained in Section 12 thereof, to the same extent as if each of them were the Multi-Unit Developer set forth in the Multi-Unit Development Agreement and they jointly and severally personally guarantee all of the Multi-Unit Developer’s obligations set forth in said Agreement.

2. The undersigned agree not to transfer any stock in the Corporation, or any interest in the Limited Liability Company without the prior written approval of the Franchisor and agree that all stock certificates representing shares in the Corporation, or all certificates representing interests in the Limited Liability Company shall bear the following legend:

“The shares of stock represented by this certificate are subject to the terms and conditions set forth in a Multi-Unit Development Agreement dated \_\_\_\_\_, 20\_\_, between \_\_\_\_\_ and KPOT Franchise LLC.”

or

“The ownership interests represented by this certificate are subject to the terms and conditions set forth in a Multi-Unit Development Agreement dated \_\_\_\_\_, 20\_\_, between \_\_\_\_\_ and KPOT Franchise LLC.”

3. \_\_\_\_\_ or his designee shall devote his best efforts to the day-to-day operation and development of the Restaurants.

4. \_\_\_\_\_ hereby agrees to become a party to and to be bound by all of the provisions of the Multi-Unit Development Agreement executed on the date set forth below between Multi-Unit Developer and Franchisor, to the same extent as if it were named as the Multi-Unit Developer therein.

Date of Multi-Unit Development Agreement: \_\_\_\_\_

Development Area for Restaurants: \_\_\_\_\_

WITNESS:

As to Paragraph 3:

\_\_\_\_\_

\_\_\_\_\_  
[Name]

As to Paragraph 4:

\_\_\_\_\_

\_\_\_\_\_  
[Name]

ATTEST:

\_\_\_\_\_  
Name of Corp. or Limited Liability Company

\_\_\_\_\_

By: \_\_\_\_\_  
Title: \_\_\_\_\_

In consideration of the execution of the above Agreement, KPOT Franchise LLC hereby consents to the above referred to assignment on this \_\_\_\_ day of \_\_\_\_\_, 20\_\_.

KPOT FRANCHISE LLC

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**KPOT FRANCHISE LLC  
MULTI-UNIT DEVELOPMENT AGREEMENT**

**ATTACHMENT “D”  
MINIMUM PERFORMANCE SCHEDULE**

The Agreement authorizes and obliges Multi-Unit Developer to establish and operate \_\_\_\_\_ (\_\_\_\_) “KPOT” Restaurants pursuant to a Franchise Agreement for each Restaurant. The following is Multi-Unit Developer’s Minimum Performance Schedule:

| Minimum Cumulative Number<br>of Franchise Agreements for<br>Restaurants to be located<br>and Operating<br><u>Within the Development Area</u> | <u>By this Date</u> |
|--|---------------------|
| _____  | _____               |
| _____  | _____               |
| _____  | _____               |
| _____  | _____               |

Total: \_\_\_\_\_

The Minimum Performance Schedule shall be deemed completed, and this Agreement shall expire, upon the opening of the final Restaurant to be developed pursuant to this Agreement.

APPROVED:  
MULTI-UNIT DEVELOPER

KPOT FRANCHISE LLC

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**KPOT FRANCHISE LLC  
MULTI-UNIT DEVELOPMENT AGREEMENT**

**ATTACHMENT “E”  
DEVELOPMENT AREA**

The following describes the Development Area within which Multi-Unit Developer may locate “KPOT” Restaurants under this Agreement:

APPROVED:  
MULTI-UNIT DEVELOPER

KPOT FRANCHISE LLC

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

## **Exhibit D**

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### LIST OF FRANCHISEES

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KPOT FRANCHISE, LLC

**KPOT ENTERPRISES LLC List of Franchisees as of ~~12/31/22~~12/31/23**

**~~Kissimmee, FL~~**

~~Zi An Lin  
3270 N. John Young Parkway  
Kissimmee, FL 34741~~

**Atlanta, GA**

Dong Zheng  
1715 Howell Mill Road  
Atlanta, GA 30318

**Opelika AL**

**Lexington, KY**

Qi Xi Kezhu Chen  
2860 Richmond Road 2301 Birmingham Hwy  
Lexington, KY 40509  
Opelika, AL 36901

**Catonsville, MD**

Gao Yunxing  
718 N. Rolling Rd.  
Catonsville, MD 21228

**Jonesboro AR**

**Englewood, NJ**

Steve Chae  
45 Nathaniel Pl. ———  
Englewood, NJ 07631

**Vivienne Victoria**

**Union, NJ**

Nancy Zhang  
2401 US-22  
Union, NJ 07083

**Killeen, TX**

Qiao Fang Yang  
1501 2312 E Central Texas Expressway Parker Rd  
Killeen, TX 76543  
Jonesboro, AR 72401

**Franchisees Signed But Not Yet Open as of 12/31/22**

**Aurora, CO**

Xiao Ming Cao  
4901 W 93rd Avenue Apt 1125  
Westminster, CO 80031

**Altamonte Springs, FL**

Cheng Wei Wu  
112 San Avellino CT  
474 W State Road 436  
~~Bradenton~~ Altamonte Spg, FL 34208 32714

**Coral Springs, FL**

Ju Yu Jiang  
9120 Wiles Rd  
Coral Springs, FL 33067

**Kirkman FL\***

~~Jianyong~~[Jian Yong](#) Lin  
5555 Kirkman Rd Ste 5501  
~~Kirkman~~[Orlando](#), FL ~~32811~~[32819](#)

**Kissimmee, FL**

[Zi An Lin](#)  
[3270 N. John Young Parkway](#)  
[Kissimmee, FL 34741](#)

**Margaritaville FL\***

~~Jianyong~~[Jian Yong](#) Lin  
3280 Margaritaville Blvd.,  
~~Kissimmee~~[Kissimmee](#), FL 34747

**Ocala, FL**

Yangbin Lu  
2621 SW 19~~TH~~[Ave](#)~~th~~ [Avenue](#) Rd.  
Ocala, FL 34471

**St. Petersburg, Tyrone Park FL**

~~Zu Jin~~[Zujin](#) Zhang  
6901 22nd Ave. [N.](#)  
(~~Tyrone Square Simon Mall~~)  
St. Petersburg, FL 33710

**~~Buford~~Atlanta, GA**

~~Maohao Lin~~[Dong Zheng](#)  
~~3333 Buford Dr.~~  
[1715 Howell Mill Road](#)  
~~Buford~~[Atlanta](#), GA ~~30519~~[30318](#)

**~~Aurora, IL\*~~**

**Lawrenceville GA**

~~Xue Bin~~[Shuiyu](#) Zhang  
[830 Lawrenceville Suwanee Rd](#)  
[Lawrenceville, GA, 30043](#)  
~~4362 E. New York St.~~  
~~Aurora, IL 60504~~

**Tucker GA**

[Cunyao Chen](#)  
[3983 Lavista Rd, Ste 101 & 113](#)  
[Tucker, GA, 30084](#)

**Chicago Ridge, IL\***

~~Xue Bin~~[Xuebin](#) Zhang  
9900 MS Ridgeland Ave.  
Chicago Ridge, IL 60415

**~~Naperville, IL~~Overland Park KS**

~~G4 Investment LLC~~  
[Wen Zhi Lian](#)

~~4362 E New York~~[7001 W 135th St.](#)  
~~Aurora, IL 60504~~  
Overland Park, KS [66223](#)  
~~Zhilian Wen~~  
~~1205 Straton Drive~~  
~~Columbia, MO 65203~~

[Lexington, KY](#)  
[Qi Xi Chen](#)  
[2860 Richmond Road](#)  
[Lexington, KY 40509](#)

[Catonsville, MD](#)  
[Gao Yunxing](#)  
[718 N. Rolling Rd.](#)  
[Catonsville, MD 21228](#)

**Germantown, MD**  
Wei Jiang  
[19727 Frederick Rd](#)  
[Germantown, MD 20876](#)  
~~605 S Lake Cir~~  
~~Chesapeake, VA 23322~~

**Towson, MD**  
Huayu Chen  
10-14 W. Pennsylvania Ave  
Towson, MD 21204

**Novi, MI**  
~~Liyu~~[Anqi](#) Lin  
44375 Twelve Mile ~~Road~~[Rd](#)  
Novi, MI 48377

**Sterling Heights, Height MI**  
~~Wang~~-Yong [Wang](#)  
44725 Schoenherr Rd  
Sterling Heights, MI 48313

~~Kearney~~[Englewood](#), NJ  
[Steve Chae](#)  
[45 Nathaniel Pl.](#)  
[Englewood, NJ 07631](#)

[Kearny NJ](#)  
Siying Weng  
200 Passaic Ave.  
~~Kearney~~[Kearny](#), NJ 07032

[Union, NJ](#)  
[Nancy Zhang](#)  
[2401 US-22](#)  
[Union, NJ 07083](#)

**Coney Island NY**

Xiao Zhang  
1217 Surf Ave  
Brooklyn, NY 11224

**Syracuse NY**

Zhen Ye Zhang  
3019 Erie Blvd E  
Syracuse, NY 13224

**Wappingers Falls, NY**

~~Bin-Chen~~Yingjun Yang  
1488 U.S. 9  
Wappingers Falls, NY 12590

**Charlotte NC**

Biguo Zheng  
8652 Pineville-Mathews Rd Ste 1100  
Charlotte, NC 28226

**Greensboro, NC**

Xian Zhang  
3011 W. Gate City Blvd  
Greensboro, NC 27403

**Mathews, NC**

~~Katrina Margarita Chung~~  
~~9609 E Independence Blvd~~  
~~Suite P~~  
~~Mathews, NC 28105~~

**Raleigh, NC**

Sijia Yang  
3105 Capital Boulevard  
Raleigh, North Carolina 27604

**Fayetteville, NC**

~~Youqi Tang~~  
~~105 Cross Creek Mall~~  
~~Fayetteville, NC 28303~~

**Canton, OH**

~~Alan Chang~~  
~~319 59th St,~~  
~~Willow Brook, IL 60527~~

**Columbus, OH**

~~Yanlin Deng~~Zhenyao Dong  
5240 Bethel Center Mall  
Columbus, OH 43220

**Strongsville, OH**

Deng Yan Lin  
~~2 Southpark~~500 SouthPark Center  
Strongsville, OH 44136

**Neptune, OH**

Bing Yan Zheng  
2 Southpark Center  
Strongsville, OH 44136

**Philadelphia, PA**

David Lam  
9604 Eden Hall Lane  
Philadelphia PA 19114

**Columbia SC**

Peggy LiStanley Yang  
280 Harbison BlvdBoulevard (S-757) Suite# 01  
Suite 1  
Columbia, SC 29212

**Bellaire, Houston TX – Bellaire\***

Jian Feng Liu  
2903 Weatherford CT10790 Bellaire Blvd  
PearlandHouston, TX 7758477072

**Houston Tomball TX\***

Jian Feng Liu  
17575 SH 249 S  
Houston TX 77064

**Killeen, TX**

Qiao Fang Yang  
1501 E Central Texas Expressway  
Killeen, TX 76543

**Longview TX**

Yu Hang Chen  
2802 Tuttle Blvd  
Longview, TX 75605

**Midland TX**

Lifeng Liang  
2215 N Midland Dr Ste 2A  
Midland TX 79707

**San Antonio, TX**

Yue ChenJin Hong Zhou  
12485 I-10  
San Antonio, TX 78230

**Houston/Tomball, TX**

Jian Feng LiuTaylorville UT  
2903 Weatherford CTJiadan Weng  
Pearland, TX 77584  
5400 S Redwood Road  
Taylorville, UT 84123

**Falls Church VA**

[Qinmin Zhang](#)  
[6249 Seven Corners Center](#)  
[Falls Church, VA 22044](#)

**[Franchisees Signed But Not Yet Open as of 12/31/23](#)**

**[Mesa AZ](#)**

[Jing Lin](#)  
[1940 W. Rio Salado Pkwy #107](#)  
[Mesa, AZ 85201](#)

**[Houston Aurora, TX CO](#)**

[Xiao Ming Cao](#)  
[4901 W 93rd Avenue Apt 1125](#)  
[Westminster, CO 80031](#)

**[Coral Springs, FL](#)**

[Ju Yu Jiang](#)  
[9120 Wiles Rd](#)  
[Coral Springs, FL 33067](#)

**[Augusta GA](#)**

[Ming Shi](#)  
[1343 Augusta W Pkwy](#)  
[Augusta, GA 30909](#)

**[Naperville, IL](#)**

[G4 Investment LLC](#)  
[4362 E New York St](#)  
[Aurora, IL 60504](#)

**[Florence KY](#)**

[Joie Tan](#)  
[8123-8127 Connector Dr.](#)  
[Florence, KY 41042](#)

**[Hagerstown MD](#)**

[Qing Feng Chen](#)  
[17830 Garland Groh Blvd.](#)  
[Hagerstown, MD 21740](#)

**[Methuen MA](#)**

[Rufang Hu](#)  
[90 Pleasant Valley St. Suite 106](#)  
[Methuen, MA 01844](#)

**[West Springfield MA](#)**

[Xin Rui Huang](#)  
[935 Riverdale Street](#)  
[West Springfield, MA 01089](#)

**[Ann Arbor MI](#)**

[Yeung Cho Sum](#)

3769 Carpenter Road  
Ypsilanti, MI 48197

**Pearl MS**

Cheng Chen  
430 R.tvernfod Dr. Pearl,  
MS 39208

**St. Louis MO**

WenZhi Lian  
1205 Starton Dr  
Columbia MO 65203

**Hazlet NJ**

Liang Hong  
3010 NJ-35 #20  
Hazlet, NJ 07730

**Lawrenceville NJ**

Shuiyu Zhang  
3320 US-1 Unit 1052  
Lawrenceville, NJ 08648

**Neptune, NJ**

Bing Yan Zheng  
2200 NJ-66  
Neptune, NJ 07753

**Matthews, NC**

Katrina Margarita Chung  
9609 E Independence Blvd  
Suite P  
Matthews, NC 28105

**Canton, OH**

Alan ~~Ou~~ Wang Chang  
319 59th St,  
Willow Brook, IL 60527  
~~10790 Bellaire Blvd~~  
~~Houston, TX 77072-2734~~

**Dayton OH**

Min Huang  
2004-2260 Miamisburg-Centerville, #F52  
Dayton, OH 45459  
(Building Unit: #107301)

**Philadelphia, PA**

David lam  
9604 Eden Hall Lane  
Philadelphia PA 19114

**Wilkes Barre PA**

Chuan Bao Lin

[29 Wyoming Valley Mall #348](#)  
[Wilkes-Barre Township, PA 18702](#)

**Lubbock, TX**

Wei Qin Jiang  
6001 Slide Rd.  
Lubbock, TX 79414

**Taylorsville, UT**

JiaDan Weng  
5400 S. Rdwood Road, Unit 62  
Taylorsville, UT 84123

**Norfolk, [Woodbridge](#) VA**

Jinming Zou [Lin Ji Huang](#)  
800 Primrose LN  
[2936 Prince William Pkwy](#)  
~~Chesapeake~~ [Woodbridge](#), VA ~~23320~~

**Greenfield WI\***

Yi Wu  
540 S Calhoun Rd  
Brookfield, WI 53005

**Wauwatosa, WI\***

Yi Wu  
540 S Calhoun Rd  
Brookfield, WI 53005

~~\*Multi Unit Operator~~

**Exhibit E**

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**FRANCHISEES WHO LEFT THE SYSTEM**

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**KPOT FRANCHISE, LLC**

**FRANCHISEES WHO LEFT THE SYSTEM IN ~~2022~~2023**

**If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.**

None

**Exhibit F**

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MULTI-STATE ADDENDUM

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KPOT FRANCHISE, LLC

**EXHIBIT F TO THE  
KPOT FRANCHISE DISCLOSURE DOCUMENT**

**CALIFORNIA APPENDIX**

1. California Business and Professions Code Sections 20000 through 20043 provide rights to you concerning termination, transfer or non-renewal of a franchise. If the Franchise Agreement contains provisions that are inconsistent with the law, the law will control.
2. The Franchise Agreement provides for termination upon bankruptcy. This provision may not be enforceable under Federal Bankruptcy Law (11 U.S.C.A. Sec. 101 et seq.).
3. The Franchise Agreement contains covenants not to compete which extend beyond the termination of the agreements. These provisions may not be enforceable under California law.
4. Section 31125 of the California Corporation Code requires the franchisor to provide you with a disclosure document before asking you to agree to a material modification of an existing franchise.
5. Neither the franchisor, any person or franchise broker in Item 2 of the Disclosure Document is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities Exchange Act of 1934, 15 U.S.C.A. 79a et seq., suspending or expelling such persons from membership in such association or exchange.
6. The Franchise Agreement requires that any litigation be conducted in the then-current State and County where our corporate headquarters is located. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California and federal laws (such as Business and Professions Code Section 20040.5, Code of Civil Procedure Section 1281, and the Federal Arbitration Act) to any provisions of a franchise agreement restricting venue to a forum outside the State of California.
7. The Franchise Agreement requires application of the laws of New Jersey. This provision may not be enforceable under California law.
8. You must sign a general release if you renew or transfer your franchise. California Corporation Code 31512 voids a waiver of your rights under the Franchise Investment Law (California Corporations Code 31000 through 31516). Business and Professions Code 20010 voids a waiver of your rights under the Franchise Relations Act (Business and Professions Code 20000 through 20043).
9. **THE CALIFORNIA FRANCHISE INVESTMENT LAW REQUIRES THAT A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE BE DELIVERED TOGETHER WITH THE DISCLOSURE DOCUMENT.**
10. The Franchise Agreement contains a liquidated damages clause. Under California Civil Code Section 1671, certain liquidated damages clauses are unenforceable.
11. **OUR WEBSITES, [www.thekpot.com](http://www.thekpot.com) HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION. ANY COMPLAINTS CONCERNING THE CONTENT OF THE WEBSITE MAY BE DIRECTED TO THE**

CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION at  
[www.dfpi.ca.gov](http://www.dfpi.ca.gov).

12. The Antitrust Law Section of the Office of the California Attorney General views maximum price agreements as per se violations of the Cartwright Act. Any restrictions on pricing may not be enforceable under California law.

13. Spousal liability. Your spouse will be liable for all financial obligations under the franchise agreement even though your spouse has no ownership interest in the franchise. This guarantee will place both your and your spouse's marital and personal assets, perhaps including your house, at risk if your franchise fails.

14. The Department has determined that we, the franchisor, have not demonstrated we are adequately capitalized and/or that we must rely on franchise fees to fund our operations. The Commissioner has imposed a fee deferral condition, which requires that we defer the collection of all initial fees from California franchisees until we have completed all of our pre-opening obligations and you are open for business. For California franchisees who sign a development agreement, the payment of the development and initial fees attributable to a specific unit in your development schedule is deferred until that unit is open.

**ADDENDUM TO THE FRANCHISE AGREEMENT REQUIRED BY THE STATE OF CALIFORNIA**

This addendum between \_\_\_\_\_ and KPOT FRANCHISE, LLC effectively amends and revises the Franchise Agreement dated \_\_\_\_\_, 20\_\_, (the “Franchise Agreement”) as follows:

1. No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Except for the foregoing, all other provisions of the Franchise Agreement remain valid and unchanged.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed and delivered this Addendum dated this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

KPOT FRANCHISE, LLC

By:  
Name:  
Title:

FRANCHISEE:

By:  
Name:  
Title:

**MULTI-STATE ADDENDUM**  
**ADDENDUM REQUIRED BY THE STATE OF ILLINOIS**

The following items must be included within the Disclosure Document, Multi-Unit Development Agreement and Franchise Agreement and shall replace any conflicting language that is in the Disclosure Document, Multi-Unit Development Agreement and the Franchise Agreement, to the extent applicable:

Section 4, Jurisdiction and Venue, of the Illinois Franchise Disclosure Act of 1987 (“Act”) states that “any provision in the franchise agreement which designates jurisdiction or venue in a forum outside of this State is void with respect to any cause of action which otherwise is enforceable in this State, provided that a franchise agreement may provide for arbitration in a forum outside of this State.”

Any releases and/or waivers that we request you to sign must conform with Section 41, Waivers Void, of the Illinois Franchise Disclosure Act of 1987 which states that “any condition, stipulation, or provision purporting to bind any person acquiring any franchise to waive compliance with any provision of this Act or any other law of this State is void. This Section shall not prevent any person from entering into a settlement agreement or executing a general release regarding potential or actual lawsuit filed under any of the provisions of this Act, nor shall it prevent the arbitration of any claim pursuant to the provisions of Title 9 of the United States Code.”

Under Illinois law at 200.608, Jurisdiction and Venue, a franchise agreement may not provide for a choice of law of any state other than Illinois. The Summary column of Items 17(v) and (w) of the Disclosure Document are amended to state “Illinois law” to the extent applicable. The appropriate sections of the Franchise Agreement are amended accordingly, to the extent applicable.

Pursuant to Section 27, Periods of Limitation, of the Act, the appropriate items in the Disclosure Document, and the Franchise Agreement are amended to provide that any and all claims and actions arising out of or relating to the relationship of Franchisor and Franchisee, operation of the Franchised Business or any agreements executed in connection therewith, brought by you against us, shall be commenced within 3 years from the occurrence of the facts giving rise to such claim or action, within 1 year after you become aware of the facts or circumstances indicating you may have a claim for relief, or 90 days after delivery to you of a written notice disclosing the violation, or such claim or action will be barred, to the extent applicable.

Item 17(g) of the Disclosure Document, and the appropriate sections of the Franchise Agreement and Multi-Unit Development Agreement are amended by changing the time frame to cure defaults, excluding defaults for safety or security issues, to 30 days, to the extent applicable.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

The Initial Franchise fee shall be deferred until franchisor has satisfied all of the pre-opening obligations to franchisee, and franchisee has commenced doing business, pursuant to Section

200.508 of the rules. The Illinois Attorney General's Office has imposed this deferral requirement due to franchisor's financial condition.

The Development Fee shall be deferred until the first Franchised Business developed by Developer is opened, pursuant to Section 200.508 of the rules. The Illinois Attorney General's Office has imposed this deferral requirement due to Franchisor's financial condition.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed and delivered this Illinois Addendum dated this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

FRANCHISOR

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

FRANCHISEE

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

## **ADDENDUM REQUIRED BY THE STATE OF MARYLAND**

This will serve as the State Addendum for the State of Maryland for KPOT Franchise LLC's Franchise Disclosure Document and for its Franchise and Multi-Unit Development Agreements. The amendments to the Franchise and Multi-Unit Development Agreements included in this addendum have been agreed to by the parties.

1. The provision contained in the termination sections of the Franchise Agreement and Multi-Unit Development Agreement may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101 et seq.).

2. Item 17 of the Franchise Disclosure Document shall be amended to state that the general release required as a condition of renewal, sale, and/or assignment/transfer shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law. The appropriate sections of the Franchise Agreement and Multi-Unit Development Agreement are hereby amended accordingly.

3. The Franchisee Disclosure Acknowledgement Statement and the Certification by Multi-Unit Developer are amended to state all representations requiring prospective franchisees to assent to a release, estoppel or waiver of liability are not intended to nor shall they act as a release, estoppel or waiver of any liability incurred under the Maryland Franchise Registration and Disclosure Law.

4. Item 17 of the Franchise Disclosure Document is amended to state that any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the franchise. The appropriate sections of the Franchise Agreement and Multi-Unit Development Agreement are hereby amended accordingly.

5. Item 17 of the Franchise Disclosure Document and the appropriate sections of the Franchise Agreement and Multi-Unit Development Agreement are amended to state that a franchisee may bring a lawsuit in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.

6. No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

7. Based upon the franchisor's financial condition, the Maryland Securities Commissioner has required a financial assurance. Therefore, all initial fees and payments owed by franchisees shall be deferred until the franchisor completes its pre-opening obligations under the franchise agreement. In addition, all development fees and initial payments by area developers shall be deferred until the first franchise under the development agreement opens. Item 5 of the Disclosures, and the appropriate sections of the Franchise Agreement and Multi-Unit Development Agreement are amended accordingly.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed and delivered this Addendum dated this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

FRANCHISOR

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

FRANCHISEE

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

## ADDENDUM REQUIRED BY THE STATE OF MINNESOTA

This addendum to the Disclosure Document is agreed to this \_\_\_ day of \_\_\_\_\_, 20\_\_, and effectively amends and revises said Disclosure Document, the Franchise Agreement and the Multi-Unit Development Agreement as follows:

1. Item 13 of the Disclosure Document and the appropriate section of the Franchise Agreement and Multi-Unit Development Agreement are amended, to the extent applicable, by the addition of the following language to the original language that appears therein:

“In accordance with applicable requirements of Minnesota law, Franchisor shall protect Franchisee’s right to use the trademarks, service marks, trade names, logotypes or other commercial symbols and/or shall indemnify Franchisee from any loss, costs or expenses arising out of any claim, suit or demand regarding such use.”

2. Item 17 of the Disclosure Document, and the appropriate sections of the Franchise Agreement and Multi-Unit Development Agreement are amended, to the extent applicable, by the addition of the following language to the original language that appears therein:

“With respect to franchises governed by Minnesota law, the franchisor will comply with Minnesota Statutes Sec. 80C.14, Subds.3, 4 and 5, which require (except in certain specified cases) that a franchisee be given 90 days’ notice of termination (with 60 days to cure) and 180 days’ notice for non-renewal of the franchise agreement and that consent to the transfer of the franchise will not be unreasonably withheld.”

3. Item 17 of the Disclosure Document, and the appropriate sections of the Franchise Agreement and Multi-Unit Development Agreement relating to Governing Law, Jurisdiction and Venue, and Choice of Forum are amended to conform to the requirements of Minnesota law, to the extent applicable, as follows:

“Minn. Stat. Sec. 80C.21 and Rule 2860.4400(J) prohibit the franchisor from requiring litigation to be conducted outside Minnesota, requiring waiver of a jury trial, or requiring the franchisee to consent to liquidated damages, termination penalties or judgment notes. In addition, nothing in the Franchise Disclosure Document or agreements can abrogate or reduce any of the franchisee’s rights as provided for in Minnesota Statutes, Chapter 80C, or franchisee’s rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.”

4. Item 17 of the Disclosure Document and the appropriate sections of the Franchise Agreement and Multi-Unit Development Agreement are amended to conform to the requirements of Minnesota law, to the extent applicable, as follows:

“Minn. Rule 2860.4400D prohibits us from requiring you to assent to a general release.”

5. Any reference to liquidated damages in the Franchise Agreement or Multi-Unit Development Agreement is hereby deleted in accordance with Minn. Rule 2860.4400J, to the extent applicable, which prohibits requiring you to consent to liquidated damages.

6. Any reference to waiver of a jury trial in the Franchise Agreement or Multi-Unit Development Agreement is hereby deleted in accordance with Minn. Rule 2860.4400J, to the extent applicable.

7. Any offending sections of the Franchise Agreement or Multi-Unit Development Agreement regarding Limitations of Claims are hereby amended to comply with Minn. Stat. §80C.17, Subd. 5, to the extent applicable.

8. Item 6, Insufficient Fund Fees: NSF fees are governed by Minnesota Statute 604.113; which puts a cap of \$30 on a NSF check. This applies to everyone in Minnesota who accepts checks except banks.

9. Under Minn. Rule 2860.440J, the franchisee cannot consent to the franchisor obtaining injunctive relief. The franchisor may seek injunctive relief. A court will determine if a bond is required. The appropriate sections of the Franchise Agreement and Multi-Unit Development Agreement are hereby amended accordingly, to the extent applicable.

10. The Franchise Agreement and Items 5 and 7 of the Franchise Disclosure Document are amended to provide that payment of initial franchise fees owed by franchisees shall be deferred until the franchised business opens. All development fees owed by area developers shall be deferred until the first franchise under the development agreement opens. Item 5 and 7 of the Disclosures, and the appropriate sections of the Franchise Agreement and Multi-Unit Operator Agreement are amended accordingly.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed and delivered this Addendum dated \_\_\_\_\_.

FRANCHISOR

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

FRANCHISEE:

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**ADDENDUM PURSUANT TO  
THE NEW YORK FRANCHISE LAW**

1. The following information is added to the cover page of the Franchise Disclosure Document:

**INFORMATION COMPARING FRANCHISORS IS AVAILABLE. CALL THE STATE ADMINISTRATORS LISTED IN EXHIBIT G OR YOUR PUBLIC LIBRARY FOR SOURCES OF INFORMATION. REGISTRATION OF THIS FRANCHISE BY NEW YORK STATE DOES NOT MEAN THAT NEW YORK STATE RECOMMENDS IT OR HAS VERIFIED THE INFORMATION IN THE FRANCHISE DISCLOSURE DOCUMENT. IF YOU LEARN THAT ANYTHING IN THE FRANCHISE DISCLOSURE DOCUMENT IS UNTRUE, CONTACT THE FEDERAL TRADE COMMISSION AND THE NYS DEPARTMENT OF LAW, INVESTOR PROTECTION BUREAU, 28 LIBERTY STREET, 21<sup>ST</sup> FLOOR, NEW YORK, NY 10005. THE FRANCHISOR MAY, IF IT CHOOSES, NEGOTIATE WITH YOU ABOUT ITEMS COVERED IN THE FRANCHISE DISCLOSURE DOCUMENT. HOWEVER, THE FRANCHISOR CANNOT USE THE NEGOTIATING PROCESS TO PREVAIL UPON A PROSPECTIVE FRANCHISEE TO ACCEPT TERMS WHICH ARE LESS FAVORABLE THAN THOSE SET FOR IN THIS FRANCHISE DISCLOSURE DOCUMENT.**

2. The following is added at the end of Item 3:

Except as provided above, with regard to the franchisor, its predecessor, a person identified in Item 2, or an affiliate offering franchises under the franchisor's principal trademark:

- A. No such party has an administrative, criminal or civil action pending against that person alleging: a felony, a violation of a franchise, antitrust or securities law, fraud, embezzlement, fraudulent conversion, misappropriation of property, unfair or deceptive practices or comparable civil or misdemeanor allegations.
- B. No such party has pending actions, other than routine litigation incidental to the business, which are significant in the context of the number of franchisees and the size, nature or financial condition of the franchise system or its business operations.
- C. No such party has been convicted of a felony or pleaded nolo contendere to a felony charge or, within the 10 year period immediately preceding the application for registration, has been convicted of or pleaded nolo contendere to a misdemeanor charge or has been the subject of a civil action alleging: violation of a franchise, antifraud or securities law; fraud; embezzlement; fraudulent conversion or misappropriation of property; or unfair or deceptive practices or comparable allegations.
- D. No such party is subject to a currently effective injunctive or restrictive order or decree relating to the franchise, or under a Federal, State or Canadian franchise, securities, antitrust, trade regulation or trade practice law, resulting from a concluded or pending action or proceeding

brought by a public agency, or is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities and Exchange Act of 1934, suspending or expelling such person from membership in such association or exchange; or is subject to a currently effective injunctive or restrictive order relating to any other business activity as a result of an action brought by a public agency or department, including, without limitation, actions affecting a license as a real estate broker or sales agent.

3. The following is added to the end of Item 4:

Neither the franchisor, its affiliate, its predecessor, officers, or general partner during the 10-year period immediately before the date of the offering circular: (a) filed as debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code; (b) obtained a discharge of its debts under the bankruptcy code; or (c) was a principal officer of a company or a general partner in a partnership that either filed as a debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code or that obtained a discharge of its debts under the U.S. Bankruptcy Code during or within 1 year after that officer or general partner of the franchisor held this position in the company or partnership.

4. The following is added to the end of Item 5:

The initial franchise fee constitutes part of our general operating funds and will be used as such in our discretion.

5. The following is added to the end of the “Summary” sections of Item 17(c), titled “**Requirements for franchisee to renew or extend,**” and Item 17(m), entitled “**Conditions for franchisor approval or transfer**”:

However, to the extent required by applicable law, all rights you enjoy and any causes of action arising in your favor from the provisions of Article 33 of the General Business Law of the State of New York and the regulations issued thereunder shall remain in force; it being the intent of this proviso that the non-waiver provisions of General Business Law Sections 687.4 and 687.5 be satisfied.

6. The following language replaces the “Summary” section of Item 17(d), titled “**Termination by franchisee**”:

You may terminate the agreement on any grounds available by law.

7. The following is added to the end of the “Summary” section of Item 17(j), titled “**Assignment of contract by franchisor**”:

However, no assignment will be made except to an assignee who in good faith and judgment of the franchisor, is willing and financially able to assume the franchisor’s obligations under the franchise agreement.

8. The following is added to the end of the “Summary” sections of Item 17(v), titled “**Choice of forum**”, and Item 17(w), titled “**Choice of law**”:

The foregoing choice of law should not be considered a waiver of any right conferred upon the franchisor or upon the franchisee by Article 33 of the General Business Law of the State of New York.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed and delivered this Addendum dated this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

Franchisee: \_\_\_\_\_ Date: \_\_\_\_\_

Franchisor: \_\_\_\_\_ Date: \_\_\_\_\_

## **ADDENDUM REQUIRED BY THE COMMONWEALTH OF VIRGINIA**

In recognition of the restrictions contained in Section 13.1-564 of the Virginia Retail Franchising Act, the Franchise Disclosure Document for KPOT Franchise LLC for use in the Commonwealth of Virginia shall be amended as follows:

1. Additional Disclosure: The following statements are added to Item 17.h:

Pursuant to Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to cancel a franchise without reasonable cause. If any grounds for default or termination stated in the franchise agreement and development agreement does not constitute "reasonable cause," as that the term may be defined in the Virginia Retail Franchising Act or the laws of Virginia, the provision may not be enforceable.

Pursuant to Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to use undue influence to induce a franchisee to surrender any right given to him under the franchise. If any provision of the Franchise Agreement involves the use of undue influence by the franchisor to induce a franchisee to surrender any rights given to him under the franchise, that provision may not be enforceable.

2. No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

**WASHINGTON ADDENDUM TO THE FRANCHISE DISCLOSURE DOCUMENT,  
FRANCHISE AGREEMENT, MULTI-UNIT DEVELOPMENT AGREEMENT AND RELATED  
AGREEMENTS**

1. The State of Washington has a statute, RCW 19.100.180, which may supersede the Franchise Agreement or Multi-Unit Development Agreement in your relationship with the Franchisor, including the areas of termination and renewal of your franchise. There may also be court decisions which may supersede the Franchise Agreement or Multi-Unit Development Agreement in your relationship with the Franchisor, including the areas of termination and renewal of your franchise.

2. In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon by the parties at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.

4. Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee, unless the employee's earnings from the party seeking enforcement, when annualized, exceed \$100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed \$250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the franchise agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.

5. RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a franchisee from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the franchise agreement or elsewhere are void and unenforceable in Washington.

6. In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW shall prevail.

7. A release or waiver of rights executed by a franchisee shall not include rights under the Washington Franchise Investment Protection Act, except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act or rights or remedies under the Act, such as a right to a jury trial, may not be enforceable.

8. Transfer fees are collectable to the extent that they reflect the Franchisor's reasonable estimated or actual costs in effecting a transfer.

10. Exhibit H to the Franchise Agreement (General Release) is hereby amended to state the following: "This Release does not apply with respect to claims arising under the Washington Franchise Investment Protection Act, RCW 19.100, and the rules adopted thereunder."

11. No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed and delivered this Addendum dated this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

FRANCHISOR

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

FRANCHISEE:

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

## **Exhibit G**

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STATE ADMINISTRATORS AGENTS FOR SERVICE  
OF PROCESS

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KPOT FRANCHISE, LLC

**STATE ADMINISTRATORS/  
DESIGNATION OF AGENT FOR SERVICE OF PROCESS**

Listed here are the names, addresses and telephone numbers of the state agencies having responsibility for the franchising disclosure/registration laws. Where we are registered to sell franchises, we have appointed the state agency, or as noted below, a state officer, as our agent for service of process in the state. We may not yet be registered to sell franchises in any or all of the states listed. There may be states in addition to those listed below in which we have appointed an agent for service of process. There may also be additional agents appointed in some of the states listed.

|   |  |
|---|--|
| <p><u>CALIFORNIA</u><br/>Department of Financial Protection and Innovation<br/>320 West Fourth Street, Suite 750<br/>Los Angeles, California 90013-2344<br/>(866) 275-2677<br/>Agent: California Commissioner of Financial Protection and Innovation</p>  | <p><u>NORTH DAKOTA</u><br/>North Dakota Securities Department<br/>600 East Boulevard Avenue<br/>State Capitol<br/>Fifth Floor<br/>Dept. 414<br/>Bismarck, North Dakota 58505-0510<br/>(701) 328-4712<br/>Agent: North Dakota Securities Commissioner</p>                 |
| <p><u>HAWAII</u><br/>Commissioner of Securities<br/>Department of Commerce and Consumer Affairs<br/>335 Merchant Street, Room 203<br/>Honolulu, Hawaii 96813<br/>(808) 586-2722<br/>Agent: Commissioner of Securities of the State of Hawaii</p>  | <p><u>OREGON</u><br/>Department of Finance and Corporate Securities<br/>Labor and Industries Building<br/>350 Winter Street NE, Room 410<br/>Salem, Oregon 97301-3881<br/>(503) 378-4387<br/>Agent: Director of Oregon Department of Insurance and Finance</p>           |
| <p><u>ILLINOIS</u><br/>Franchise Division<br/>Office of Attorney General<br/>500 South Second Street<br/>Springfield, Illinois 62706<br/>(217) 782-4465<br/>Agent: Illinois Attorney General</p>  | <p><u>RHODE ISLAND</u><br/>Department of Business Regulation<br/>Division of Securities<br/>1511 Pontiac Ave.<br/>John O. Pastore Complex<br/>Building 69-1<br/>Cranston, RI 02920<br/>(401) 462-9500<br/>Agent: Director of Business Regulation</p>                     |
| <p><u>INDIANA</u><br/>Franchise Section<br/>Indiana Securities Division<br/>Room E-111<br/>302 West Washington Street<br/>Indianapolis, Indiana 46204<br/>(317) 232-6681<br/>Agent: Indiana Secretary of State<br/>Indiana Securities Division<br/>201 State House<br/>Indianapolis, IN 46204</p> | <p><u>SOUTH DAKOTA</u><br/>Department of Labor and Regulation<br/>Division of Insurance<br/>Securities Regulation<br/>124 South Euclid, Suite 104<br/>Pierre, South Dakota 57501<br/>(605) 773-3563<br/>Agent: Director, Division of Insurance-Securities Regulation</p> |

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|---|--|
| <p><u>MARYLAND</u><br/>Office of the Attorney General<br/>Securities Division<br/>200 St. Paul Place<br/>Baltimore, Maryland 21202-2020<br/>(410) 576-6360<br/>Agent: Maryland Securities Commissioner<br/>200 St. Paul Place<br/>Baltimore, Maryland 21202-2020</p>  | <p><u>VIRGINIA</u><br/>State Corporation Commission<br/>Division of Securities and Retail Franchising<br/>1300 East Main Street, 9<sup>th</sup> Floor<br/>Richmond, Virginia 23219<br/>(804) 371-9051<br/>Agent: Clerk of the State Corporation<br/>Commission<br/>1300 E Main St., 1<sup>st</sup>. Fl.<br/>Richmond, VA 23219<br/>Tel: (804) 371-9733</p> |
| <p><u>MICHIGAN</u><br/>Consumer Protection Division<br/>Antitrust and Franchise Unit<br/>Michigan Department of Attorney General<br/>670 Law Building<br/>Lansing, Michigan 48913<br/>(517) 373-7177<br/>Agent: Michigan Department of Commerce<br/>Corporations and Securities Bureau<br/>6546 Mercantile Way<br/>Lansing, MI 48910</p>                      | <p><u>WASHINGTON</u><br/>Director<br/>Washington Department of Financial Institutions<br/>Securities Division<br/>150 Israel Road SW<br/>Tumwater, Washington 98501<br/>(360) 902-8760<br/>Agent: Securities Administrator, Director of<br/>Department</p>   |
| <p><u>MINNESOTA</u><br/>Minnesota Department of Commerce<br/>85 7<sup>th</sup> Place East, Suite 280<br/>St. Paul, Minnesota 55101-2198<br/>(651) 539-1500<br/>Agent: Minnesota Commissioner of Commerce</p>  | <p><u>WISCONSIN</u><br/>Securities Division of the Wisconsin Department of<br/>Financial Institutions<br/>345 W. Washington Ave., 4<sup>th</sup> Floor<br/>Madison, Wisconsin 53703<br/>(608) 266-8559<br/>Agent: Wisconsin Commissioner of Securities</p>   |
| <p><u>NEW YORK</u><br/>NYS Department of Law<br/>Investor Protection Bureau<br/>28 Liberty Street, 21<sup>st</sup> Floor<br/>New York, NY 10005<br/>(212) 416-8222 Phone<br/><br/>Agent for service:<br/>New York Department of State<br/>One Commerce Plaza,<br/>99 Washington Avenue, 6<sup>th</sup> Floor<br/>Albany, NY 12231-0001<br/>(518) 473-2492</p> |  |

**Exhibit H**

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FORM OF GENERAL RELEASE

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KPOT FRANCHISE, LLC

**EXHIBIT H TO THE  
KPOT FRANCHISE DISCLOSURE DOCUMENT**

**FORM OF GENERAL RELEASE**

THIS AGREEMENT (“Agreement”) is made and entered into as of the date executed by the Franchisor (“Effective Date”) by and between KPOT Franchise LLC, a New Jersey limited liability company having its principal place of business located at 19 Quail Run, Randolph, New Jersey 07869 (the “Franchisor”), and \_\_\_\_\_, with an address of \_\_\_\_\_ (“Franchisee”)

WHEREAS, Franchisor and Franchisee entered into a franchise agreement dated \_\_\_\_\_ (the “Franchise Agreement”) which provides Franchisee with the right to operate a franchised business at the Accepted Location designated on Attachment A to the Franchise Agreement (the “Franchised Business”);

Wherein the parties hereto, in exchange for good and valuable consideration, the sufficiency and receipt of which is hereby acknowledged, and in reliance upon the representations, warranties, and comments herein set forth, do agree as follows:

1. Franchisee acknowledges and agrees that by entering into this Agreement, all of Franchisee’s respective rights under the Franchise Agreement are terminated as of the Effective Date, however, Franchisee shall continue to be bound by the post-termination restrictions and covenants contained in the Franchise Agreement and any schedules attached thereto, which include, but are not limited to, covenants relating to Franchisor’s confidential information and intellectual property, a covenant not to compete, a covenant of non-disparagement and a covenant of indemnification. Further, Franchisee shall honor all obligations required upon termination, including those listed in Article 18 of the Franchise Agreement.
2. Franchisee on his/her/its own behalf and on behalf of his/her/its servants, employees, heirs, successors and assigns does hereby release Franchisor, its officers, directors, shareholders, agents, parents, affiliates, subsidiaries, servants, employees, franchisees, partners, members, heirs, successors, principals and assigns (“Franchisor Released Parties”), from any and all claims, demands, causes of action, suits, debts, dues, duties, sums of money, accounts, reckonings, judgments, liabilities and obligations, both fixed and contingent, known and unknown, in law or in equity, under local law, state or federal law or regulation, from the beginning of time to this date, arising under or in connection with the Franchise Agreement of the business operated pursuant to the Franchise Agreement. Without limiting the generality of the foregoing, but by way of example only, the release shall apply to any and all state and federal antitrust, securities, breach of contract, fiduciary duty, or fraud claims and causes of action arising under or in connection with the Franchise Agreement to the extent permitted by law.
3. Franchisee has either been advised by independent counsel before signing this or, acknowledging the need for independent counsel, knowingly waives any such review and advice.
4. The governing law, methods of dispute resolution and any right to recovery of attorney’s fees outlined in the Franchise Agreement shall apply to this Agreement as well.
5. This Agreement and the other documents referred to herein contain the entire agreement between the parties hereto pertaining to the subject matter hereof and supersede all prior agreements, except those contemplated hereunder. Any waiver, alteration or modification of any of the provisions of this Agreement or cancellation or replacement of this Agreement shall not be valid unless in writing and signed by the parties.

6. This Agreement shall be binding upon Franchisee and Franchisee's heirs and personal representatives and shall inure to the benefit of Franchisor and its respective successors and assigns. Franchisee may not assign this Agreement or any of the rights or obligations hereunder, without the express written consent of Franchisor.

7. Any waiver of any term of this Agreement by Franchisor will not operate as a waiver of any other term of this Agreement nor will any failure to enforce any provision of this Agreement operate as a waiver of Franchisor's right to enforce any other provision of this Agreement.

8. In the event any provision of this Agreement is ever deemed to exceed the limits permitted by any applicable law, the provisions set forth herein will be reformed to the extent necessary to make them reasonable and enforceable. The invalidity or unenforceability of any provision of this Agreement will not affect the validity or enforceability of the remaining provisions, all of which are severable and will be given full force and effect.

9. This Agreement may be signed in counterparts, each of which when taken together shall form one valid and effective agreement which may be electronically signed, and any digital or electronic signatures (including pdf or electronically imaged signatures provided by DocuSign or any other digital signature provider) will be treated the same as handwritten signatures for the purposes of validity, enforceability and admissibility, and delivery of any such electronic signature, or a signed copy of this Agreement, may be made by email or other electronic transmission.

10. Franchisee must maintain the confidentiality of this Agreement and shall not disclose the terms of this Agreement to any person or persons, except (a) professional advisors for legitimate business purposes or as required by law, or (b) as otherwise permitted in writing by Franchisor, or (c) as reasonably necessary for enforcement of any rights and remedies pursuant to this Agreement. Nothing in this Agreement will prohibit Franchisee, when required pursuant to a lawfully issued subpoena or discovery request or demand from government or police agency, from complying with the requirements of law with such subpoena, discovery, demand or request; provided, however, that Franchisee will, unless restricted from doing so by the terms of the subpoena or other circumstances or requested not to do so by the government or police agency (for example a gag order or law or rule that prohibits Franchisee from doing the following or request from government or police agency) provide Franchisor written notice, with time to seek relief if it wishes from disclosure pursuant to the subpoena, within one week of receipt of the subpoena.

In Witness Whereof, the parties hereby execute this Release.

FRANCHISOR

By:  
Name:  
Title:

FRANCHISEE

By:  
Name:  
Title:

## State Effective Dates

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the states, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota Virginia, Washington and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered, or exempt from registration as of the Effective Date stated below:

|                                |  |
|--------------------------------|--|
| California                     | <del>August 7, 2023</del> <a href="#">Pending</a>    |
| Illinois                       | <del>August 24, 2023</del> <a href="#">Pending</a>   |
| Indiana                        | <del>August 4, 2023</del> <a href="#">Pending</a>    |
| Maryland                       | <del>August 28, 2023</del> <a href="#">Pending</a>   |
| Michigan                       | <del>September 2, 2023</del> <a href="#">Pending</a> |
| Minnesota                      | <del>October 12, 2023</del> <a href="#">Pending</a>  |
| New York                       | <del>December 7, 2023</del> <a href="#">Pending</a>  |
| <a href="#">North Carolina</a> | <a href="#">Pending</a>                              |
| <a href="#">South Carolina</a> | <a href="#">Pending</a>                              |
| <a href="#">Rhode Island</a>   | <a href="#">Pending</a>                              |
| Virginia                       | <del>August 17, 2023</del> <a href="#">Pending</a>   |
| <a href="#">Washington</a>     | <a href="#">Pending</a>                              |
| Wisconsin                      | <del>August 1, 2023</del> <a href="#">Pending</a>    |

Other states may require registration, filing or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or seller-assisted marketing plans.

**RECEIPT**

**(YOUR COPY)**

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If KPOT Franchise LLC offers you a franchise, it must provide this disclosure document to you 14 calendar days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale. New York and Iowa require that we give you this disclosure document at the earlier of the first personal meeting or 10 business days (14 calendar days for Iowa) before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship. Michigan requires that we give you this disclosure document at least 10 business days before the execution of any binding franchise or other agreement or the payment of any consideration, whichever occurs first.

If KPOT Franchise LLC does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, DC, 20580, and the appropriate state agency listed on Exhibit G.

The franchisor is KPOT Franchise LLC located at 19 Quail Run, Randolph, New Jersey 07869. Its email address is info@thekpot.com.

Issuance date: ~~June 13~~ July 29, 2023 ~~2024~~ (Effective dates of this Disclosure Document in states requiring registration can be found on the State Effective Date page) (check all that apply).

The name, principal business address and telephone number of the franchise seller for this offering is:

Su Li, 19 Quail Run, Randolph, New Jersey 07869 (240) 593-3447

\_\_\_\_\_

KPOT Franchise LLC authorizes the agents listed in Exhibit G to receive service of process for it.

I have received a disclosure document dated ~~June 13~~ July 29, 2023 ~~2024~~, that included the following exhibits:

|  |  |
|--|--|
| A – Financial Statements                 | F – Multi-State Addendum                                       |
| B – Franchise Agreement                  | G – List of State Administrators/Agents for Service of Process |
| C – Multi-Unit Development Agreement     | H – Form of General Release                                    |
| D – List of Franchisees                  |  |
| E – Franchisees Who Have Left the System |  |

Date: \_\_\_\_\_  
(Do not leave blank)

\_\_\_\_\_  
Signature of Prospective Franchisee

\_\_\_\_\_  
Print Name

You may return the signed receipt either by signing, dating and mailing it to KPOT Franchise LLC at 19 Quail Run, Randolph, New Jersey 07869 or by emailing a scanned copy of the signed and dated receipt to KPOT Franchise LLC at info@thekpot.com.

**RECEIPT**

**(FRANCHISOR COPY)**

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If KPOT Franchise LLC offers you a franchise, it must provide this disclosure document to you 14 calendar days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale. New York and Iowa require that we give you this disclosure document at the earlier of the first personal meeting or 10 business days (14 calendar days for Iowa) before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship. Michigan requires that we give you this disclosure document at least 10 business days before the execution of any binding franchise or other agreement or the payment of any consideration, whichever occurs first.

If KPOT Franchise LLC does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, DC, 20580, and the appropriate state agency listed on Exhibit G.

The franchisor is KPOT Franchise LLC located at 19 Quail Run, Randolph, New Jersey 07869. Its email address is info@thekpot.com.

Issuance date: ~~June 13, 2023~~ July 29, 2024 (Effective dates of this Disclosure Document in states requiring registration can be found on the State Effective Date page) (check all that apply).

The name, principal business address and telephone number of the franchise seller for this offering is:

Su Li, 19 Quail Run, Randolph, New Jersey 07869 (240) 593-3447

\_\_\_\_\_

KPOT Franchise LLC authorizes the agents listed in Exhibit G to receive service of process for it.

I have received a disclosure document dated ~~June 13, 2023~~ July 29, 2024 that included the following exhibits:

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|--|--|
| A – Financial Statements                 | F – Multi-State Addendum                                       |
| B – Franchise Agreement                  | G – List of State Administrators/Agents for Service of Process |
| C – Multi-Unit Development Agreement     | H – Form of General Release                                    |
| D – List of Franchisees                  |  |
| E – Franchisees Who Have Left the System |  |

Date: \_\_\_\_\_

(Do not leave blank)

\_\_\_\_\_  
Signature of Prospective Franchisee

\_\_\_\_\_  
Print Name

You may return the signed receipt either by signing, dating and mailing it to KPOT Franchise LLC at 19 Quail Run, Randolph, New Jersey 07869 or by emailing a scanned copy of the signed and dated receipt to KPOT Franchise LLC at [info@thekpot.com](mailto:info@thekpot.com).