

3) The foregoing data relates to revenue only; we are not presenting any information on the expenses of operating a Smalls Restaurant. Operating a Smalls Sliders Restaurant incurs a wide variety of expenses that will reduce the Restaurant's income from the revenue levels shown. Examples of the types of these expenses include, for example, rent and occupancy expenses; food and beverage product and supply costs; salaries, wages and other personnel-related expenses; federal, state and local taxes and fees; utilities; financing costs (including on loans and leases); royalties and other amounts due us.

4) After a new Restaurant opens, the sales may be much higher than a Restaurant's normal ongoing sales volume. We refer to this surge in sales as a "honeymoon period". The honeymoon period may be the result of grand opening activities, new restaurant marketing, new interest from customers, and other factors. The honeymoon period may last several months. More typical or expected sales volumes may not be evident until a Restaurant has been open for at least 3 months.

5) Characteristics of the Restaurants reported in this Item 19 may differ substantially from your Restaurant depending on your previous business or management experience, competition in your area, length of time that the included Restaurants have operated compared to your Restaurant, and the services or goods sold at your Restaurant compared to the included Restaurants.

6) We obtained these historical financial results from information submitted by our franchisees and affiliates that operate Affiliated Restaurants. We have not audited the information presented above, nor have we independently verified this information.

Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request.

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

Other than the preceding financial performance representation, we do not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting: Richard Leveille at 7000 Central Parkway, Suite 1100, Atlanta, Georgia 30328 and (504) 723-0362; the Federal Trade Commission; and the appropriate state regulatory agencies.

REMAINDER OF THIS PAGE LEFT BLANK INTENTIONALLY.