

business for at least one year on December 31, 2018. The financial performance representations that appear in Tables 1 through 3 below do not include costs of sales, operating expenses or other costs or expenses that must be deducted from Gross Sales to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Dog Haus Fast Casual Restaurant or Dog Haus Biergarten. Franchisees or former franchisees listed in this Disclosure Document may be one source of this information. The characteristics of each Dog Haus Fast Casual Restaurant and Dog Haus Biergarten included in this Item 19 and franchises for Dog Haus Fast Casual Restaurants and Dog Haus Biergartens that may be offered to prospective franchisees are generally similar, except for possible variances in square footage, layout and the like.

Written substantiation for the financial performance representations made in this Item 19 will be made available to you upon reasonable request.

Some Dog Haus Fast Casual Restaurants and Dog Haus Biergartens have earned these amounts. Your individual results may differ. There is no assurance you will earn as much.

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TABLE 1
GROSS SALES AT FRANCHISED DOG HAUS FAST CASUAL RESTAURANTS
OPEN MORE THAN ONE YEAR ON DECEMBER 31, 2018 (NOTES 1 – 5, 13)

Number of Franchised Dog Haus Fast Casual Restaurants (Note 4)	Total Gross Sales of Franchised Dog Haus Fast Casual Restaurants (Notes 6 and 7)	Highest/ Lowest Gross Sales	Average Gross Sales of Franchised Dog Haus Fast Casual Restaurants (Notes 8 and 9)	Number/Percentage of Franchised Dog Haus Fast Casual Restaurants That Exceeded Average Gross Sales	Number/Percentage of Franchised Dog Haus Fast Casual Restaurants That Did Not Attain Average Gross Sales	Median Gross Sales of Franchised Dog Haus Fast Casual Restaurants (Notes 10 and 11)
12	\$10,334,193	\$1,365,208 / \$401,082	\$861,183	6/50%	6/50%	\$855,517

TABLE 2
GROSS SALES AT FRANCHISED DOG HAUS BIERGARTENS
OPEN MORE THAN ONE YEAR ON DECEMBER 31, 2018 (NOTES 1 – 5, 13)

Number of Franchised Dog Haus Biergartens (Note 5)	Total Gross Sales of Franchised Dog Haus Biergartens (Notes 6 and 7)	Highest/ Lowest Gross Sales	Average Gross Sales of Franchised Dog Haus Biergartens (Notes 8 and 9)	Number/Percentage of Franchised Dog Haus Biergartens That Exceeded Average Gross Sales	Number/Percentage of Franchised Dog Haus Biergartens That Did Not Attain Average Gross Sales	Median Gross Sales of Franchised Dog Haus Biergartens (Notes 10 and 11)
13	\$15,380,397	\$1,968,946 / \$745,987	\$1,183,107	5/38%	8/62%	\$1,090,100

TABLE 3
CONSOLIDATED GROSS SALES AT FRANCHISED DOG HAUS FAST CASUAL RESTAURANTS AND DOG HAUS BIERGARTENS
OPEN MORE THAN ONE YEAR ON DECEMBER 31, 2018 (NOTES 1 – 5, 12, 13)

Number of Franchised Dog Haus Fast Casual Restaurants and Biergartens (Notes 4 and 5)	Total Gross Sales of Franchised Dog Haus Fast Casual Restaurants and Biergartens (Notes 6 and 7)	Highest/ Lowest Gross Sales	Average Gross Sales of Franchised Dog Haus Fast Casual Restaurants and Biergartens (Notes 8 and 9)	Number/Percentage of Franchised Dog Haus Fast Casual Restaurants and Biergartens That Exceeded Average Gross Sales	Number/Percentage of Franchised Dog Haus Fast Casual Restaurants and Biergartens That Did Not Attain Average Gross Sales	Median Gross Sales of Franchised Dog Haus Fast Casual Restaurants and Biergartens (Notes 10 and 11)
25	\$25,714,589	\$1,968,946 / \$401,082	\$1,028,584 (Notes 8 and 9)	11/44%	14/56%	\$1,008,756

NOTE 1:

We have only included franchised Dog Haus Fast Casual Restaurants and Dog Haus Biergartens in Tables 1, 2 and 3 that were open for business for at least one year on December 31, 2018. The Tables include actual historical information for franchised Dog Haus Fast Casual Restaurants and Dog Haus Biergartens provided to us by our franchisees. All information is unaudited.

NOTE 2:

A Dog Haus Fast Casual Restaurant is approximately 1,300 to 1,600 square feet in size and will have a limited menu, take orders at the counter, have communal seating and a limited selection of beer and wine available for purchase.

NOTE 3:

A Dog Haus Biergarten is approximately 1,800 to 2,200 square feet in size and has (i) a minimum 24 beers on tap; (ii) a minimum of 8 seats at the bar; (iii) at least one bartender on duty at all times; (iv) a minimum of 4 televisions; (v) cable/satellite television capability with multiple control boxes, including DirectTV boxes, Dog Haus TV boxes, PC Music boxes and Video Box; (vi) a patio with a minimum of 24 seats; (vii) open or enclosed kitchens, depending on the layout of the premises; (viii) extended hours of operation; (ix) glassware, a beer wheel and a dishwasher; (x) additional equipment; (xi) server with a handheld POS (xii) happy-hour pricing for food and beverages and (xiii) a wine kegerator with 2 taps. Some Dog Haus Biergartens serve liquor.

NOTE 4:

There were 12 franchised Dog Haus Fast Casual Restaurants in operation as of December 31, 2018. Table 1 includes actual historical information for all 12 of these franchised Dog Haus Fast Casual Restaurants provided to us by our franchisees. All information is unaudited.

NOTE 5:

There were 13 franchised Dog Haus Biergartens in operation as of December 31, 2018. Table 2 includes actual historical information for all 13 of these franchised Dog Haus Biergartens provided to us by our franchisees. All information is unaudited.

NOTE 6:

"Gross Sales" means all revenue derived from the operation of a Dog Haus Fast Casual Restaurant or a Dog Haus Biergarten and from the sale of all services and merchandise sold at or from a Dog Haus Fast Casual Restaurant or a Dog Haus Biergarten, and all other income of every kind and nature related to a Dog Haus Fast Casual Restaurant or a Dog Haus Biergarten including, without limitation, business interruption insurance, whether for cash or credit, and regardless of collection in the case of credit and all proceeds from the sale of coupons, gift certificates or vouchers. **"Gross Sales"** does not include the amount of bona fide refunds paid to customers, the amount of any sales or use taxes actually paid to any governmental authority and the retail price of any coupons, gift certificates and vouchers when they are redeemed.

NOTE 7:

The total Gross Sales for the 12 franchised Dog Haus Fast Casual Restaurants that were open for more than one year on December 31, 2018 was \$10,334,193. The total Gross Sales for the 13 franchised Dog Haus Biergartens that were open for more than one year on December 31, 2018 was \$15,380,397. Tables 1 and 2 include actual historical information for all 12 of these franchised Dog Haus Fast Casual Restaurants and for all 13 of these franchised Dog Haus Biergartens provided to us by our franchisees. All information is unaudited.

NOTE 8:

“Average” means the aggregate Gross Sales divided by the total number of franchised Dog Haus Fast Casual Restaurants and the total number of franchised Dog Haus Biergartens that were open for more than one year on December 31, 2018.

NOTE 9:

The Average Gross Sales for the 12 franchised Dog Haus Fast Casual Restaurants that were open for more than one year on December 31, 2018 was \$861,183 (\$10,334,193 divided by 12 = \$861,183). The Average Gross Sales for the 13 franchised Dog Haus Biergartens that were open for more than one year on December 31, 2018 was \$1,183,107 (\$15,380,397 divided by 13 = \$1,183,107). The Average Gross Sales for the 25 franchised Dog Haus Fast Casual Restaurants and Dog Haus Biergartens that were open for more than one year on December 31, 2018 was \$1,028,584.

NOTE 10:

“Median” means the midpoint dollar value for the 12 franchised Dog Haus Fast Casual Restaurants that were open for more than one year on December 31, 2018, the 13 franchised Dog Haus Biergartens that were open for more than one year on December 31, 2018 and the 25 franchised Dog Haus Fast Casual Restaurants and Dog Haus Biergartens that were open for more than one year on December 31, 2018. The Median for a category with an odd number of data points will be the center number in that set. The Median for a category with an even number of data points is determined by taking the mean (average) of the two middlemost values in that category, which is calculated by adding those two values together and then dividing the aggregate by two.

NOTE 11:

The Median Gross Sales for the 12 franchised Dog Haus Fast Casual Restaurants that were open for more than one year on December 31, 2018 was \$855,517. The Median Gross Sales for the 13 franchised Dog Haus Biergartens that were open for more than one year on December 31, 2018 was \$1,090,100. The Median Gross Sales for the 25 franchised Dog Haus Fast Casual Restaurants and Dog Haus Biergartens that were open for more than one year on December 31, 2018 was \$1,008,756.

NOTE 12:

Table 3 consolidates the information in Tables 1 and 2.

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 our Director of Franchise Development, Stacy Soderstrom, 22 Central Court, Pasadena, California 91105; Telephone: 626-796-4287; the Federal Trade Commission; and the appropriate state regulatory agencies.

**ITEM 20
OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 1
SYSTEM-WIDE OUTLET SUMMARY
FOR FISCAL YEARS 2016 to 2018**

Outlet Type	Year	Outlets At The Start Of The Year	Outlets At The End Of The Year	Net Change
Franchised				
	2016	10	19	+9
	2017	19	27	+8
	2018	27	31	+3
Company-Owned				
	2016	2	2	0
	2017	2	1	-1
	2018	1	1*	0
Total Outlets				
	2016	12	21	+9
	2017	21	28	+7
	2018	28	32	+4

*Our affiliate, Dog Haus Tennessee, purchased an operating Dog Haus Restaurant from a former Dog Haus franchisee on August 31, 2018.

**TABLE NO. 2
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS
FOR FISCAL YEARS 2016 to 2018**

State	Year	Number Of Transfers
California		
	2016	1
	2017	3
	2018	3
Total Outlets		
	2016	1
	2017	3
	2018	3

**TABLE NO. 3
STATUS OF FRANCHISED OUTLETS
FOR FISCAL YEARS 2016 TO 2018**

CALIFORNIA
ADDENDUM TO DISCLOSURE DOCUMENT

Disclosure Document is amended as follows:

Section 31125 of the California Corporations Code requires us to give you a disclosure document, in a form containing the information that the commissioner may by rule or order require, before a solicitation of a proposed material modification of an existing franchise.

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.

OUR WEBSITE WWW.DOGHAUS.COM HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF BUSINESS OVERSIGHT. ANY COMPLAINTS CONCERNING THE CONTENT OF THIS WEBSITE MAY BE DIRECTED TO THE CALIFORNIA DEPARTMENT OF BUSINESS OVERSIGHT AT WWW.DBO.CA.GOV.

THESE FRANCHISES HAVE BEEN REGISTERED UNDER THE FRANCHISE INVESTMENT LAW OF THE STATE OF CALIFORNIA. SUCH REGISTRATION DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE COMMISSIONER OF BUSINESS OVERSIGHT NOR A FINDING BY THE COMMISSIONER THAT THE INFORMATION PROVIDED HEREIN IS TRUE, COMPLETE AND NOT MISLEADING.

1. The following language is added to the end of Item 3 of the Disclosure Document:

Neither we nor any person identified in Item 2, or an affiliate or franchise broker offering franchises under our principal trademark 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, 15 U.S.C.A. 78a et seq., suspending or expelling such person from membership in such association or exchange.

2. The following language is added to the end of Item 5 of the Disclosure Document:

We maintain a surety bond in the amount of \$140,000 as a condition of registration in California.

3. The fifth row, second column of the table in Item 6 is hereby deleted in its entirety and replaced with the following:

"1.5% per month (18% per year), plus \$200, but not exceeding the maximum legal rate, which is currently 10% in California, from the date payment was due until paid in full."

4. The nineteenth row, second column of the table in Item 6 is hereby deleted in its entirety and replaced with the following:

"Cost of audit (estimated to be \$1,000 - \$5,000) plus 1.5% per month (18% per year), but not exceeding the maximum legal rate, which is currently 10% in California."