

**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 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 possible performance of 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 our Chief Financial Officer, Robert Gonda, 320 Commerce, Suite 100, Irvine, California 92602, (949) 270-8900, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20  
OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 1  
SYSTEM-WIDE RESTAURANT SUMMARY  
FOR FISCAL YEARS 2009 to 2011 (AS OF NOVEMBER 23, 2012)**

<b>OUTLET TYPE</b>	<b>YEAR</b>	<b>OUTLETS AT THE START OF THE YEAR</b>	<b>OUTLETS AT THE END OF THE YEAR</b>	<b>NET CHANGE* (+ or -)</b>
<b>Franchised*</b>				
	2009	156	213*	+57
	2010	213	226*	+13
	2011	226	220	-6
	2012	220	203	-17
<b>Company - Owned</b>				
	2009	127	43	-84
	2010	43	28	-15
	2011	28	27	-1
	2012	27	17	-10
<b>Total Outlets</b>				
	2009	283	256	-27
	2010	256	254*	-2
	2011	254	246	-8
	2012	247	220	-27

**TABLE NO. 2**  
**TRANSFER OF RESTAURANTS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN**  
**FRANCHISOR OR AN AFFILIATE)**  
**FOR FISCAL YEARS 2009 to 2011 (AS OF NOVEMBER 23, 2012)**

<b>STATE</b>	<b>YEAR</b>	<b>NUMBER OF TRANSFERS</b>
<b>California</b>	2009	4
	2010	4
	2011	2
	2012	3
<b>Maryland</b>	2009	0
	2010	0
	2011	0
	2012	1
<b>New Jersey</b>	2009	0
	2010	0
	2011	0
	2012	1
<b>Oregon</b>	2009	0
	2010	0
	2011	2
	2012	2
<b>Pennsylvania</b>	2009	0
	2010	0
	2011	1
	2012	0
<b>Virginia</b>	2009	0
	2010	0
	2011	2
	2012	2
<b>Washington</b>	2009	0
	2010	0
	2011	2
	2012	0
<b>Total Outlets</b>	2009	33
	2010	5
	2011	11
	2012	9

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**TABLE NO. 3  
STATUS OF FRANCHISED RESTAURANTS  
FOR FISCAL YEARS 2009 to 2011 (AS OF NOVEMBER 23, 2012)**

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
Alabama	2009	0	0	0	0	0	0	0
	2010	0	1	0	0	0	0	1
	2011	1	0	0	0	0	0	1
	2012	1	0	0	0	0	0	1
Arizona	2009	0	12	0	0	0	0	12
	2010	12	1	0	0	0	0	13
	2011	13	3	0	0	0	1	15
	2012	15	0	0	0	0	6	9
California	2009	101	19*	0	0	0	8	112
	2010	112	3*	0	0	0	7	108
	2011	108	6*	0	0	0	8	106
	2012	106	8*	0	0	0	17	97
Colorado	2009	4	0	0	0	0	1	3
	2010	3	0	0	0	0	0	3
	2011	3	0	0	0	0	1	2
	2012	2	0	0	0	0	0	2
Delaware	2009	0	0	0	0	0	0	0
	2010	0	1	0	0	0	0	1
	2011	1	0	0	0	0	0	1
	2012	1	0	0	0	0	0	1

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