

ITEM 19
FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to disclose information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and 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 at a particular location or under particular circumstances.

Factual Basis and Material Assumptions

You should consider the following factual basis and material assumptions in reviewing this Item 19:

1. As of December 27, 2015, we had 726 open and operating licensed Restaurants. Of these 726 Restaurants, 598 of these Restaurants were owned and operated by third party licensees that are not owned or controlled by our principal shareholders or our affiliates (the "**Licensee-Owned Restaurants**"). The data utilized in Item 19 are based solely on the operating results of the 542 Licensee-Owned Restaurants that were open and operating during the entire 52-week period ending on December 27, 2015 (the "**Measured Restaurants**"). We did not include any Restaurant in the analysis that (i) was owned or controlled by our principal shareholders or our affiliates or (ii) was not open and operating for such entire 52-week period. All of the Measured Restaurants are free-standing Restaurants that offer substantially the same products and services as are currently utilized in all of the licensed Restaurants. If you have specific questions regarding any Restaurant you may contact any of the licensees listed in *Exhibit D-1*.
2. For purposes of this Item 19, the term "**gross revenues**" means all revenues received by a Restaurant as payment for all sales generated through the Restaurant, whether such payment is in cash, by exchange or for credit (and, if for credit, regardless of collection), including revenues received from the operation of vending machines or other mechanical devices, less any revenues taxes collected and transmitted to appropriate taxing authorities.
3. This Item 19 was prepared utilizing data we received in the periodic sales reports provided to us by our licensees and through daily polling of Point of Sale (POS) data. We have not independently verified any of the data provided to us, but our licensees pay our licensing fees based on such reports. Additionally, we cannot verify that the information we receive from our licensees is prepared uniformly or that our licensees properly allocate costs to a particular category.
4. The cost and expense information in this Item 19 pertains only to the cost of goods sold, labor costs, and other operating expenses experienced by the Measured Restaurants for the period of December 29, 2014 to December 27, 2015. You may experience capitalized or other balance

sheet expenditures that are not included in this cost and expense information. Costs and expenses in the operation of a Restaurant will vary from licensee to licensee and from location to location and will depend on seasonal, local and other factors, like the licensee's efficiency in the utilization of products, the cost of transportation, and the fluctuation in market prices for food and other products.

5. Labor costs will vary from location to location and will depend on local factors, including (without limitation) local minimum wage laws and local labor market conditions. We make no warranties, representations, predictions, promises or guarantees with respect to the actual expenses you likely will experience. Also, with respect to labor costs, because you will need a certain number of employees to open and operate a Restaurant regardless of its gross revenues, Restaurants that have lower than average gross revenues probably will experience higher than average labor costs as a percentage of gross revenues.
6. Except where otherwise specifically indicated, this Item 19 utilizes data for the 52-week period beginning on December 29, 2014 and ending on December 27, 2015.

Financial Performance Representations

Table 1 below contains an analysis of gross revenues and certain operating costs and expenses (cost of goods sold, labor costs and other operating expenses) of the Measured Restaurants for the 52-week period ending December 27, 2015. Table 1 is not a profit and loss statement. In Table 1 below, the Restaurants were divided into four categories based on the amount of gross revenues which are classified as: Top Quartile, Second Quartile, Third Quartile and Bottom Quartile. The average gross revenues and average operating costs and expenses for each of the categories was calculated by adding the gross revenues or certain operating costs and expenses, as applicable, of all Measured Restaurants within each quartile and dividing by the total number of Measured Restaurants within such quartile. The average gross revenues and costs and expenses in each quartile were then compared to the average gross revenues in such quartile and expressed as a percentage. Labor costs in Table 1 do not include officer's salaries and benefits for any Measured Restaurant that captures or recognizes that expense.

TABLE 1: Analysis of Gross Revenues and Operating Costs

	Top 25%	Second 25%	Third 25%	Bottom 25%
	YTD	YTD	YTD	YTD
	%	%	%	%
	100.00%	100.00%	100.00%	100.00%
TOTAL REVENUE	\$2,899,451	\$2,293,075	\$1,944,613	\$1,476,303
COST OF SALES				
CHICKEN	402,432	312,013	263,255	202,932
PRODUCE	49,866	41,214	35,323	27,856
OTHER FOOD	285,149	225,677	190,942	147,524
PAPER AND PLASTIC SUPPLIES	82,006	67,273	56,539	43,881
BEVERAGES GENERAL	85,765	71,137	63,394	51,012
BREAD PRODUCTS	39,267	30,947	26,554	20,319
NET INVENTORY	(773)	(101)	(108)	91
SUB TOTAL FOOD	943,712	748,160	635,899	493,615
CUSTOMER CONTROLLED - FOOD	7,553	6,154	4,891	4,243
CUSTOMER CONTROLLED - PAPER	17,677	12,883	10,676	8,116
OIL & SHORTENING	24,294	20,341	18,307	15,734
TRANSPORTATION-IN	4,893	4,368	3,546	2,741
UNIDENTIFIABLE VENDOR CREDITS	(7)	5	40	(1)
COST OF GOODS SOLD	998,122	791,911	673,359	524,448
LABOR	644,662	540,195	480,785	382,178
GROSS PROFIT	1,256,667	960,969	790,469	569,677
OTHER OPERATING EXPENSES				
TELEPHONE AND UTILITIES	52,753	48,357	46,059	41,557
PROFESSIONAL FEES	31,839	21,942	21,055	15,336
ADVERTISING EXPENSES	107,727	88,936	74,918	61,265
OTHER OPERATING EXPENSES	243,408	193,318	154,044	119,181
ROYALTIES	174,108	136,549	116,638	87,844
RENT AND OCCUPANCY EXPENSE	168,280	147,040	137,219	139,277
TOTAL OTHER OPERATING EXPENSES	\$778,115	\$636,142	\$549,933	\$464,460
TOTAL EXPENSES	\$2,420,899	\$1,968,248	\$1,704,077	\$1,371,086
EBITDA FROM OPERATIONS	\$478,552	\$324,827	\$240,536	\$105,217
	16.50%	14.17%	12.37%	7.13%
	83.50%	85.83%	87.63%	92.87%
	43.34%	41.91%	40.65%	38.59%
	26.84%	27.74%	28.28%	31.46%
	22.23%	23.56%	24.72%	25.89%
	34.42%	34.63%	34.63%	35.52%
	0.26%	0.27%	0.25%	0.29%
	0.61%	0.56%	0.55%	0.55%
	0.84%	0.89%	0.94%	1.07%
	0.17%	0.19%	0.18%	0.19%
	0.00%	0.00%	0.00%	0.00%
	32.55%	32.63%	32.70%	33.44%
	13.88%	13.61%	13.54%	13.75%
	1.72%	1.80%	1.82%	1.89%
	9.83%	9.84%	9.82%	9.99%
	2.83%	2.93%	2.91%	2.97%
	2.96%	3.10%	3.26%	3.46%
	1.35%	1.37%	1.37%	1.38%
	-0.03%	0.00%	-0.01%	0.01%

Notes to Table 1:

- The following table discloses the number and percentage of Measured Restaurants in each quartile above the average EBITDA disclosed in Table 1 for each quartile and the median EBITDA for each quartile:

Quartile	Restaurant Count	Average EBITDA from Operations	# of Restaurants in Quartile Above Average EBITDA for Quartile	% of Restaurants in Quartile Above Average EBITDA for Quartile	Median EBITDA from Operations
Top Quartile	135	\$478,552	67	50%	\$476,422
Second Quartile	136	\$324,827	67	49%	\$322,915
Third Quartile	136	\$240,536	67	49%	\$238,149
Bottom Quartile	135	\$105,217	67	50%	\$102,592

Table 2 below provides summary data for the Measured Restaurants in each quartile and overall.

TABLE 2
Summary of Gross Revenues of Measured Restaurants

Quartile	Restaurant Count	Minimum Gross Revenues	Maximum Gross Revenues	Average Gross Revenues	# of Restaurants Above Average Gross Revenues	% of Restaurants Above Average Gross Revenues	Median Gross Revenues
TOTAL SYSTEM	542	\$858,203	\$4,386,748	\$2,153,233	255	47%	\$2,126,845
Top Quartile	135	\$2,489,054	\$4,386,748	\$2,899,451	52	39%	\$2,776,084
Second Quartile	136	\$2,128,578	\$2,487,039	\$2,293,075	65	48%	\$2,287,044
Third Quartile	136	\$1,767,575	\$2,125,112	\$1,944,613	62	46%	\$1,932,048
Bottom Quartile	135	\$858,203	\$1,765,234	\$1,476,303	79	59%	\$1,557,962

Table 3 below shows the average annual gross revenues of Licensee-Owned Restaurants open and operating for each of the 2011 through 2015 fiscal years.

TABLE 3

Average Annual Gross Revenues of Licensee-Owned Restaurants By Year ^(1, 2, 3)

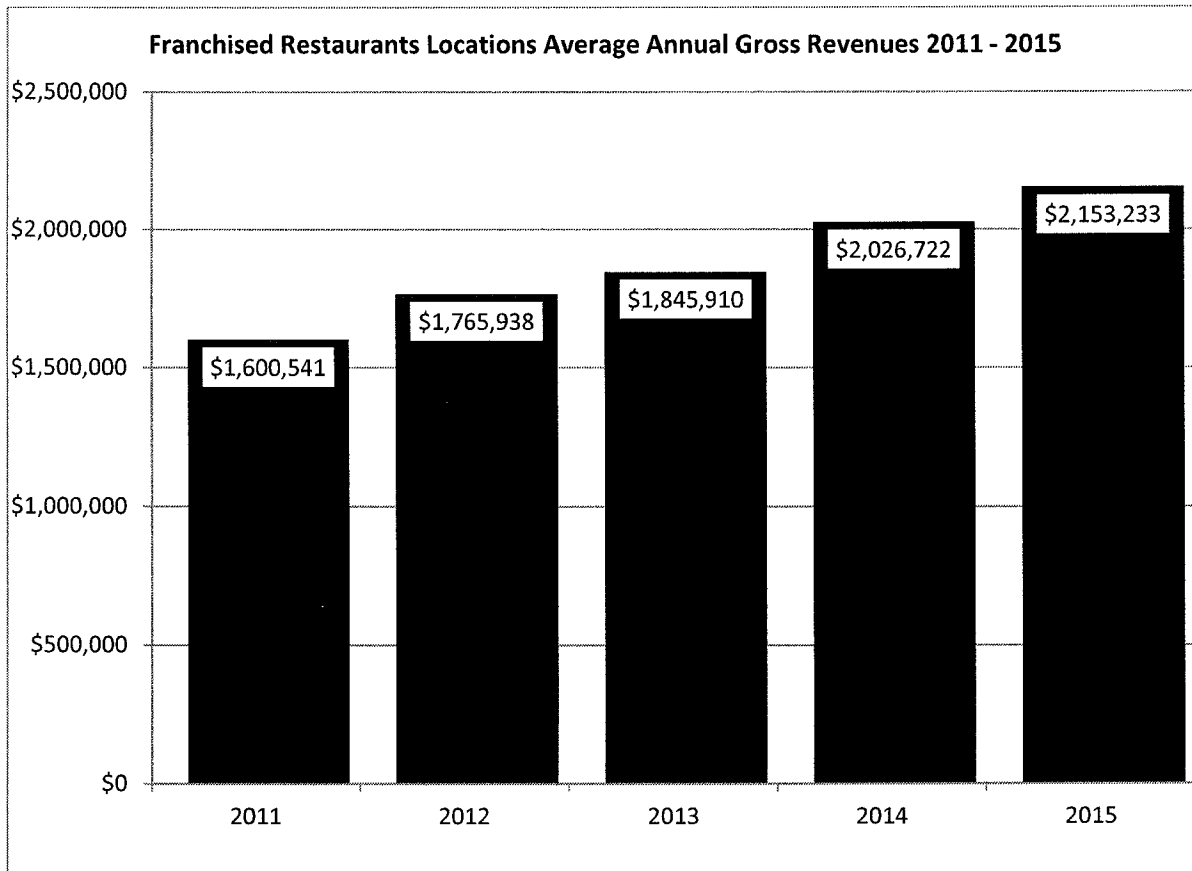


TABLE 4

Summary of Table 3 with Number and Percentage of Licensee-Owned Restaurants ^(1, 2, 3)

Year	Restaurant Count	Average Annual Gross Revenues	Number of Restaurants With Revenue Above Average Annual Gross Revenues	Percentage of Restaurants With Revenue Above Average Annual Gross Revenues	Median Annual Gross Revenues
2011	417	\$1,600,541	203	49%	\$1,580,943
2012	440	\$1,765,938	208	47%	\$1,733,788
2013	464	\$1,845,910	222	48%	\$1,819,649
2014	494	\$2,026,722	232	47%	\$1,980,855
2015	542	\$2,153,233	255	47%	\$2,126,845

Notes to Table 3 and Table 4

1. The Fiscal Year 2015 average is the actual average of the Measured Restaurants open and operating for the period beginning on December 29, 2014 and ending on December 27, 2015. The Fiscal Year 2014 average is the actual average of the Measured Restaurants open and operating for the period beginning on December 30, 2013 and ending on December 28, 2014. The Fiscal Year 2013 average is the actual average of the Measured Restaurants open and operating for the period beginning on December 31, 2012 and ending on December 29, 2013, the Fiscal Year 2012 average is the actual average of the Licensee-Owned Restaurants open and operating for the period beginning on December 26, 2011 and ending on December 30, 2012, the Fiscal Year 2011 average is the actual average of the Licensee-Owned Restaurants open and operating for the period beginning on December 27, 2010 and ending on December 25, 2011.
2. Fiscal Year 2012 includes 53 weeks and all other years include 52 weeks.
3. The data included in this Table 4 is based solely on the operating results of the Licensee-Owned Restaurants that were open and operating during the entire applicable fiscal year.

Additional Information Regarding Item 19

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

Revenues, costs, and profits for a Restaurant can vary considerably due to a variety of factors, such as the length of time the Restaurant has been open; the Restaurant's location and the demographics of the population around the Restaurant; competition from other restaurants in the market; traffic flow, accessibility and visibility; economic conditions in the Restaurant's market; advertising and promotional activities; the business abilities and efforts of the management of the Restaurant; changes in eating habits and preferences; local, regional, and national economic conditions; and other factors. In addition, the acquisition of sites is highly competitive with other restaurant chains and retail businesses for suitable sites for the development of a Restaurant. You are urged to make your own independent investigation and evaluation of the potential performance of your Restaurant and to consult with appropriate financial, business and legal advisors in connection with the information provided.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, ZFL does 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 Amy C. Pritchett, 1040 Founder's Boulevard, Suite 100, Athens, Georgia 30606, (706) 353-8107, the Federal Trade Commission, and the appropriate state regulatory agencies.