

PROVISION	SECTION IN AGREEMENT	SUMMARY
u. Dispute resolution by arbitration or mediation	Franchise Agreement: Section 15.A	We and you must arbitrate all disputes at a location in or within 50 miles of our or, as applicable, our successor's or assign's then current principal place of business (currently Plano, Texas) (subject to state law).
	Development Agreement: Section 13	We and you must arbitrate all disputes at a location in or within 50 miles of our or, as applicable, our successor's or assign's then current principal place of business (currently Plano, Texas) (subject to state law).
v. Choice of forum	Franchise Agreement: Section 15.D	You must sue us in the state where our or, as applicable, our successor's or assign's corporate headquarters are located (currently Plano, Texas) (subject to state law).
	Development Agreement: Section 13	You must sue us in the state where our or, as applicable, our successor's or assign's corporate headquarters are located (currently Plano, Texas) (subject to state law).
w. Choice of law	Franchise Agreement: Section 15.C	Texas law (subject to state law).
	Development Agreement: Section 13	Texas law (subject to state law).

ITEM 18 PUBLIC FIGURES

We do not use any public figure to promote the franchise. No public figure is involved in the actual management or control of us.

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 at a particular location or under particular circumstances.

There were 44 franchised Shops in operation as of the end of calendar year 2024. Since our current standard model for which we are offering franchises under this Disclosure Document (as described in Item 1) requires inclusion of a drive-thru, we have excluded from the data used for this Item 19 a total of 17 Shops - 15 because they do not have drive-thru facilities and 2 because they are located inside grocery stores and differ operationally from the Shops for which we are currently granting franchises. The chart below reflects the historical average, median, and range of Gross Sales and certain other information only for the 27 franchised Shops that have a drive-thru (the "Data Set").

In the table below, we sorted the 27 Shops in the Data Set, ranked (highest to lowest) by the amount of Gross Sales reported by those Shops during the 2024 calendar year into four (4) quartiles, with the 1st, 2nd, and 3rd quartile, each being comprised of 7 Shops and the 4th quartile being comprised of 6 Shops.

	Number of Shops	Average Gross Sales	Number/Percentage That Met or Exceeded the Average	Median Gross Sales	Highest Gross Sales	Lowest Gross Sales
1st Quartile	7	\$854,318	3 / 43%	\$769,206	\$1,098,266	\$693,132
2nd Quartile	7	\$625,876	4 / 57%	\$633,466	\$665,799	\$569,993
3rd Quartile	7	\$520,817	4 / 57%	\$525,369	\$569,466	\$473,551
4th Quartile	6	\$365,854	3 / 50%	\$366,818	\$418,094	\$308,565
All Qualifying Shops	27	\$600,081	12 / 44%	\$569,993	\$1,098,266	\$308,565

Notes:

1. "Gross Sales" means the aggregate regular advertised price of all products and services sold at, from, or in connection with the operation of the Shops in the data set, whether or not authorized by us (including any delivery, catering and/or any other off-site services), regardless of the manner in which the price was paid by the purchaser of such products or services (including payments by cash, check, credit or debit card, barter exchange, trade credit, or other credit transactions) and any other revenue derived from or attributed to the operation of the Shops, but excluding (1) all federal, state, or municipal sales, use, or service taxes collected from customers and paid to the appropriate taxing authority, (2) the amount of any documented refunds and credits given in good faith to the customers, and (3) the amount of any discounts from the advertised price that are given at the point of purchase and that are reasonable and, if applicable, are consistent with any discount policies that we may announce from time to time as part of the System Standards. Revenue from the purchase or redemption of gift certificates, gift cards, loyalty or similar programs is calculated as part of Gross Sales in accordance with our then-current guidelines for such programs. This is the definition used in the Franchise Agreement on which you will calculate royalties and certain other fees.

2. “Average Gross Sales” is the mathematical average of the Gross Sales of all Shops in the Data Set. Median Gross Sales is the middle data point.
3. All data presented above is based (i) on numbers rounded up to the nearest whole, and (ii) information that we derived from the franchisees’ point-of-sale system or information that the franchisees provided to us.

Some Shops have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.

Written substantiation of this information is available to you upon reasonable request.

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 Patricia Perry, Dunn Bros Franchising, LLC, 5412 W. Plano Pkwy., Suite 100, Plano, Texas 75093, 404-234-1801, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20 **OUTLETS AND FRANCHISEE INFORMATION**

Table No. 1
Systemwide Shops Summary
For Years 2022 to 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised ¹	2022	58	53	-5
	2023	53	49	-4
	2024	49	44	-5
Company-Owned	2022	3	3	0
	2023	3	3	0
	2024	3	4	1
Total Outlets	2022	61	56	-5
	2023	56	52	-4
	2024	52	48	-4