

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 stores, 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 Store 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.

As of December 28, 2025, there were 8 franchised SMOOTHIE FACTORY + KITCHEN Stores operating in the United States. This number includes traditional and non-traditional stores; as of December 28, 2025, there were four (4) non-traditional stores. Of the 8 Stores, 6 Stores operated for at least 11 of the 12 accounting periods between December 30, 2024 and December 28, 2025.

The top 33% of Stores (2 out of 6 Stores) had an average unit volume of \$469,457.
The top 33% of Stores (2 out of 6 Stores) had a median unit volume of \$469,457.
The top 33% of Stores (2 out of 6 Stores) had the highest unit volume of \$597,281.
The top 33% of Stores (2 out of 6 Stores) had the lowest unit volume of \$341,633.

The bottom 33% of Stores (3 out of 6 Stores) had an average unit volume of \$85,159.
The bottom 33% of Stores (3 out of 6 Stores) had a median unit volume of \$104,174.
The bottom 33% of Stores (3 out of 6 Stores) had the highest unit volume of \$114,954.
The bottom 33% of Stores (3 out of 6 Stores) had the lowest unit volume of \$36,348.

Note 1. Item 19 reflects sales information for Traditional Stores and Non-Traditional. For purposes of this Item 19, Traditional Stores and Non-Traditional Stores are defined as:

- A Traditional Store, that typically occupies 1,000 to 1,300 square feet of commercial space, and typically is located on a major thoroughfare, in or adjacent to a retail strip mall, or in an urban storefront. A Traditional Store typically offers upscale retail frozen yogurt (in either a full-serve or self-serve model), yogurt and non-yogurt-based smoothie beverages and shakes, frozen yogurt cakes and treats, other beverages and confectionary items, and related products and services for dine-in consumption and take-out service.
- A Non-Traditional Store, that typically occupies 350 to 900 square feet of commercial space, and typically operates in a food court, food truck, shipping container or kiosk located within an enclosed shopping mall, college campus, medical facility, hospital, or other closed market environment. A Non-Traditional Store offers limited or no seating (for example, as in a food court of a shopping mall environment) and may offer limited product selections due to the layout of the location.

Note 2. The SMOOTHIE FACTORY + KITCHEN Stores reflected above are Stores located in the following states: Texas and New Jersey.

Note 3. The above information reflects sales information only and excludes any costs and expenses; therefore, you can draw no inferences with respect to a Store's profitability.

Note 4. The data does not include 2 stores that were not open and operating for at least 11 of the 12 accounting periods from December 30, 2024 through December 28, 2025.

Note 5. Of the top 33% of Stores, 1 of the 2 Stores or 50.0% met or exceeded the average unit volume of \$469,457. Of the bottom 33% of Stores, 2 of the 3 or 66.7% met or exceeded the average unit volume of \$85,159. All of the Stores in the bottom 33% are Non-Traditional Stores.

Note 6. The figures reflected above were compiled from unaudited information reported to us by our franchisees. We have not independently verified any of the sales information upon which this financial performance representation is based.

Note 7. Store sales are affected by a number of factors including local demographics (including daytime and residential population and income levels), site characteristics (*i.e.*, visibility, traffic count, ease of ingress and egress, parking availability), seasonality (particularly in colder climate), local competition, brand and product awareness in the geographic area in which the Store is located, and your individual marketing efforts. Sales also may be affected by other factors such as weather events and road construction affecting traffic patterns.

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

Some stores have sold these amounts. Your individual results may differ. There is no assurance that you will sell as much.

The financial performance representation figures do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the Gross Revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your SMOOTHIE FACTORY + KITCHEN Store. Franchisees, or former franchisees, listed in this disclosure document, may be one source of this information.

Except for the information presented above, we do not make any representations about a franchisee’s future financial performance or the past financial performance of company-owned or franchised Stores. 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 Store, however, we may provide you with the actual records of that Store. If you receive any other financial performance information or projections of future income, you should report it to the franchisor’s management by contacting Sherif Mityas, Chief Executive Officer, Smoothie Holdings FC, LLC, 14860 Montfort Drive, Suite 150 PMB 34, Dallas, Texas 75254, or 214-302-5932; the Federal Trade Commission; and the appropriate state regulatory agencies.

**ITEM 20
OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 1
Systemwide Outlet Summary
For Years 2023-2025¹**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	17	14	-3
	2024	14	7	-7
	2025	7	8	+1
Company-Owned	2023	0	1	1
	2024	1	0	-1
	2025	0	0	0
Total Outlets	2023	17	15	-2
	2024	15	7	-8
	2025	7	8	+1

Note 1. Our fiscal year-end is established as the last Sunday of the year. Therefore, all 2025 numbers are as of December 28, 2025, all 2024 numbers are as of December 29, 2024, and all 2023 numbers are as of December 31, 2023.