Provision	Section in Franchise or Other Agreement	Summary
(u) Dispute resolution by arbitration or mediation	Section 22.1 of Franchise Agreement	Except for certain claims, all disputes must be mediated and arbitrated in La Plata County, Colorado, or another location we designate near our principal business address (subject to state law). In California, Idaho, Illinois, Iowa, Minnesota, Rhode Island and South Dakota, most disputes must be submitted to non-binding arbitration before either party can pursue a civil action against the other.
(v) Choice of forum	Section 22.1 of Franchise Agreement	All disputes must be mediated, arbitrated, and if applicable, litigated in LaPlata County, Colorado or another location we designate near our principal business address (subject to state law).
(w) Choice of law	Section 22.1 of Franchise Agreement	Colorado law applies (subject to state law).

ITEM 18

PUBLIC FIGURES

We do not use any public figure to promote our franchise.

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 this 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.

As of February 28, 2026, we had a total of 136 franchised Rocky Mountain Chocolate Factory Businesses ("Franchised Locations"), and three parent-owned Rocky Mountain Chocolate Factory Businesses ("Parent Locations"). The information in the tables below is a historical financial performance representation of the 77 traditional and 7 non-traditional Franchised Locations and the two traditional Parent Locations that were in operation for 12 months or longer as February 28, 2026 ("Reporting Group") for the 2026 fiscal year (March 1, 2025 to February 28, 2026) ("Reporting Period"). We have excluded three Franchised Locations that opened, four Franchised Locations that closed, and one Franchised Location that was reacquired as a Parent Location and therefore were not open for 12 months or longer as of February 28, 2026. We have also excluded 44 outlets either due to inadequate reporting that lead to missing or unreliable data or that operate a reduced schedule that was less than the recommended seven-day per week schedule (federal holidays excluded). The numbers below have not been audited, but we have no reason to doubt their accuracy.

All of the Rocky Mountain Chocolate Factory Businesses included in this financial performance representation offer similar services and face a similar degree of competition anticipated for the Rocky Mountain Chocolate Factory Businesses offered under this Disclosure Document.

The three tables below provide financial information on the Gross Retail Sales of the Traditional and Non-Traditional Franchised Locations that operated seven days per week (federal holidays excluded) for the Reporting Period. We also divided the Traditional Franchised Locations in the Reporting Group into four quartiles based on their level of Gross Retail Sales (defined in the Table Notes below).

FRANCHISE-OPERATED STORE FINANCIAL PERFORMANCE FOR FY 2026

TRADITIONAL STORE GROSS RETAIL SALES FOR FY 2026

FY 2026 Sales	Number of Stores	Average Sales	Median Sales	Lowest / Highest Store	#/% That Met or Exceeded the Average
All Traditional Stores	77	$705,680	$647,895	$235,685 / $2,118,095	27/35.1%

TRADITIONAL STORES BY QUARTILE FOR FY 2026

Quartile	Number of Stores	Sales Range	Average Sales	Median Sales	#/% That Met or Exceeded the Average
Top Quartile	20	$796,974 to $2,118,095	$1,134,898	$948,275	7/35%
Second Quartile	19	$647,895 to $790,443	$706,524	$697,863	7/36.8%
Third Quartile	19	$508,610 to $637,854	$567,376	$559,570	7/36.8%
Fourth Quartile	19	$235,685 to $501,290	$391,331	$404,419	10/52.6%

* The table excludes Stores operating in non-traditional locations, including airports, casinos, kiosks, cafés, and other non-traditional operating formats, which are included in the table below. Results for Stores operating in traditional locations should not be viewed as representative of Store performance in non-traditional locations.

NON-TRADITIONAL STORE GROSS RETAIL SALES FOR FY 2026

FY 2026 Sales	Number of Stores	Average Sales	Median Sales	Lowest / Highest Store	#/% That Met or Exceeded the Average
Non-Traditional Stores	7	$1,210,994	$905,279	$617,482 / $2,343,170	2/28.6%

* This table reports on Stores operating in non-traditional locations. Non-traditional locations include airports, casinos, cafés, kiosks, and other non-traditional operating formats. These locations may have materially different traffic patterns, operating costs, rent structures, hours of operation, staffing needs, product mix, and customer behavior than traditional stores. Results for Stores operating in non-traditional locations should not be viewed as representative of Store performance in traditional locations.

TABLE NOTES — FRANCHISE-OPERATED STORES

1. "**Gross Retail Sales**" is receipts and income of any kind from all products or services sold from or through the Rocky Mountain Chocolate Factory Business, including any such sale of products or services made for cash or upon credit, or partly for cash and partly for credit, regardless of collection of

charges for which credit is given, less returns for which refunds are made, provided that the refund may not exceed the sales price and exclusive of discounts, sales taxes and other taxes, amounts received in settlement of a loss of merchandise, shipping expenses paid by the customer, revenue from the sale of gift cards and revenue from sales of non-inventory items.

2. The above information was prepared from POS sales data reported by each individual franchisee for fiscal year 2026 (March 1, 2025 to February 28, 2026). A franchisee pays us a Royalty based on Gross Retail Sales. As of the Issuance Date, franchisees will pay a Royalty of 5% of Net Retail Sales on third-party deliveries. We have not factored in the Net Retail Sales Royalty in the imputed Royalty because it was not in effect during the Reporting Period. We know of no instance, and have no reason to believe, that any franchisee would overstate its level of sales receipts in its Royalty report, however, these results have not been audited.

3. The Gross Retail Sales figures do not reflect the costs of sales, operating expenses, taxes, refunded sales, settlements, non-inventory sales or shipping expenses charged to a customer that must be deducted from the gross sales figures to obtain net income, profit or loss. We do not disclose information about expenses or costs. You should conduct an independent investigation of the costs and expenses you will incur in operating your Rocky Mountain Chocolate Factory Business. Franchisees or former franchisees listed in this Disclosure Document may be one source of this information.

PARENT-OPERATED STORE FINANCIAL PERFORMANCE FOR FY 2026

The following table presents actual financial results for the two Traditional Parent Locations for FY 2026 (March 1, 2025 to February 28, 2026). These stores are located in Durango, Colorado and Corpus Christi, Texas. The table reflects actual revenues and Gross Retail Sales Revenue. You should review this information only in conjunction with the Table Notes that follow, which are an integral part of the data.

Line Item	Durango, CO ($)	Durango, CO (%)	Corpus Christi, TX ($)	Corpus Christi, TX (%)
Gross Retail Sales (Note 1)	**$974,621**	**100%**	**$641,654**	**100%**
Total Cost of Goods Sold (Note 2)	$315,592	32%	$152,004	24%
Total Gross Profit (Note 3)	**$659,028**	**68%**	**$489,650**	**76%**
Royalty - Imputed (Note 4)	$48,731	5%	$32,083	5%
Payroll Expense (Note 5)	$186,534	19%	$178,573	28%
Occupancy Expense (Note 6)	$85,968	9%	$122,194	19%
Marketing Fund and Local Marketing (Note 7)	$21,333	2%	$12,833	2%
Operating Expenses (Note 8)	$163,821	17%	$30,050	5%
Technology Expenses (Note 9)	$19,825	2%	$14,269	2%
Total Expenses (Note 10)	**$526,212**	**54%**	**$390,001**	**61%**
Store Net Income (Note 11)	**$132,816**	**14%**	**$99,649**	**16%**

TABLE NOTES — PARENT-OPERATED STORES

The following notes generally define each line-item category and provide details about the financial information shown on the attached tables. You should review the attached table only in conjunction with the following Table Notes, which are an integral part of the numerical information. The above information was prepared from POS System reports and internal records.

Note 1: "Gross Retail Sales" is receipts and income of any kind from all products or services sold from or through the Rocky Mountain Chocolate Factory Business, including any such sale of products or services made for cash or upon credit, or partly for cash and partly for credit, regardless of collection of charges for which credit is given, less returns for which refunds are made, provided that the refund may not exceed the sales price and exclusive of discounts, sales taxes and other taxes, amounts received in settlement of a loss of merchandise, shipping expenses paid by the customer, revenue from the sale of gift cards and revenue from sales of non-inventory items.

Note 2: Total Cost of Goods Sold (Total COGS). Total COGS is the sum of all expenses associated with inventory, less any credits given for merchandise returned, damaged or defective merchandise returned for return merchandise authorization. COGS also includes the costs associated with receiving, handling and shipping of the product.

Note 3: Gross Profit. Gross Profit is calculated as Gross Retail Sales less the Cost of Goods Sold.

Note 4: Royalty - Imputed. Although the Parent Locations do not pay a Royalty, we have imputed the Royalty of five percent (5%) of Gross Retail Sales for the Reporting Period because that is an expense you will incur. We have not factored in the Net Retail Sales Royalty in the imputed Royalty because it was not in effect during the Reporting Period.

Note 5: Payroll Expense. Payroll Expense is the sum of all business personnel costs, including: salaries and hourly pay for both full-time and part-time employees, employee and employer contributions for F.I.C.A. taxes, federal unemployment taxes, state unemployment taxes, worker's compensation insurance, group health insurance (if any), and payroll processing fees.

Note 6: Occupancy Expense. Occupancy Expense is the sum of all business occupancy costs including: rental space cost, common area maintenance (C.A.M.), property taxes, real estate insurance, store maintenance, electric, water and gas utilities.

Note 7: Marketing Fund and Local Marketing. Marketing Fund and Local Marketing includes all marketing expenses, including: online marketing, social media costs, billboards, TV ads, newspaper ads and inserts. The Parent Locations do not contribute to the Marketing Fund on the same percentage basis as franchised Stores; however, each year they contribute amounts to the Marketing Fund equal to or greater than the amounts those Stores would contribute on an annual basis if they were subject to the same Marketing Fund contribution requirement as franchisees.

Note 8: Operating Expenses. Operating Expenses are the sum of all general and administrative expenditures related to the day-to-day operations of a Traditional Rocky Mountain Chocolate Factory Business not referenced in other expense categories, including: bank service charges, insurance expense, store supplies, third-party credit card fees, accounting/professional fees, repairs and maintenance, and all other miscellaneous costs. This financial performance representation does not reflect interest, income taxes, depreciation or amortization.

Note 9: Technology Expenses. Technology expenses include telephone fees, data processing fees, and POS support.

Note 10: Total Expenses. Total Expenses is the sum of Royalty Expense, Payroll Expense, Occupancy Expense, Marketing Fund and Local Marketing, Operating Expenses and Technology Expenses. This financial performance representation does not reflect sales taxes, interest, income taxes, depreciation or amortization.

Note 11: Store Net Income. Store Net Income is Gross Profit less Total Expenses.

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

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

Other than the preceding financial information, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. 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 your future income, you should report it to the franchisor's management by contacting Brooke Lanier, at Rocky Mountain Chocolate Factory, 265 Turner Drive, Durango, Colorado 81303, (970) 247-4943 ext. 143, the Federal Trade Commission and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

Table No. 1

SYSTEMWIDE OUTLET SUMMARY FOR FISCAL YEARS 2024 TO 2026(1)

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2024	153	148	-5
	2025	148	138	-10
	2026	138	136	-2
Company- Owned*	2024	1	1	0
	2025	1	2	+1
	2026	2	3	+1
Total Outlets	**2024**	**154**	**149**	**-5**
	2025	**149**	**140**	**-9**
	2026	**140**	**139**	**-1**

* Operated by our parent company.

(1) The numbers for 2026 are as of the fiscal year ending February 28, 2026, the numbers for 2025 are as of the fiscal year ending February 28, 2025, and the numbers for 2024 are as of the fiscal year ending February 29, 2024. We have not included three international locations in the Republic of the Philippines.