

PROVISION	SECTION IN FRANCHISE AGREEMENT AND OTHER AGREEMENTS	SUMMARY
v. Choice of forum	Section XIX.F of the Franchise Agreement Section IX.G of the ADA	Litigation in federal court or arbitration must be in Boone County, Missouri (subject to state law).* Litigation in federal court or arbitration must be in Boone County, Missouri (subject to state law).*
w. Choice of law	Section XIX.F of the Franchise Agreement Section IX.G of the ADA	Missouri law applies (subject to state law).* Missouri law applies (subject to state law).*

\*If a state regulator requires us to make additional disclosures related to the information contained in this disclosure document, these additional disclosures are contained in a State Law Addendum included in this disclosure document Exhibit D.

### **ITEM 18**

#### **PUBLIC FIGURES**

We do not use any public figure to promote this 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 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.

Our financial performance representation consists of actual 2025 average and median annual gross revenues for franchised and affiliate-owned Pickleman’s Gourmet Cafe restaurants in operation throughout the entire calendar year, and the year-over-year percentage change of revenue for franchised Pickleman’s Gourmet Cafe restaurants in operation throughout the entire calendar year. The “Annual Gross Revenues” are all gross revenues minus coupons, discounts and taxes.

**Table 1 –2025 Annual Gross Revenues for All Franchises**

Table 1 provides the average and median Annual Gross Revenues for the franchised Pickleman’s Gourmet Cafes that were open for the entire 2025 calendar year. As of December 31, 2025, there were 34 franchised Pickleman’s Gourmet Cafes. Table 1 provides the results of all 31 franchised outlets that were open and operating during the entire 2025 calendar year. Three franchised outlets were excluded from Table 1 because they opened in 2025 and were not operating for the entire 2025 calendar year.

	<b>2025 Annual Gross Revenues</b>
<b>Total Average</b>	\$1,447,902.21
<b>Total Median</b>	\$1,349,983.09
<b>Highest – Lowest in Range</b>	\$4,555,452.51 to \$806,544.95

Of the 31 franchised outlets included in Table 1, eleven (or 35%) met or exceeded the average.

**Table 2 –2025 Annual Gross Revenues for Franchises Open at Least Three Years**

Table 2 provides the average and median Annual Gross Revenues for the 27 franchised Pickleman’s Gourmet Cafes that were open and operating for at least three years as of December 31, 2025. Excluded from Table 2 are seven franchises because they were open and operating for less than three years as of December 31, 2025.

	<b>2025 Annual Gross Revenues</b>
<b>Total Average</b>	\$1,435,040.79
<b>Total Median</b>	\$1,344,002.32
<b>Highest – Lowest in Range</b>	\$4,555,452.51 to \$806,544.95

Of the 27 franchised outlets included in Table 2, 9 (or 33%) met or exceeded the average.

**Table 3 – 2025 Annual Gross Revenue for Franchises by Quartile**

Table 3 provides the average and median Annual Gross Revenues by quartile for the franchised Pickleman’s Gourmet Cafes that were open for the entire 2025 calendar year. As of December 31, 2025, there were 34 franchised Pickleman’s Gourmet Cafes. Table 3 provides the results of all 31 franchised outlets that were open and operating during the entire 2025 calendar year. Three franchised outlets were excluded from Table 3 because they opened in 2025 and were not operating for the entire 2025 calendar year.

	<b>2025 Annual Gross Revenues</b>			
	<b>Top Quartile</b>	<b>Second Quartile</b>	<b>Third Quartile</b>	<b>Bottom Quartile</b>
<b>Total Average</b>	\$2,217,311.22	\$1,456,403.68	\$1,242,945.04	\$971,125.03
<b>Total Median</b>	\$1,811,511.14	\$1,441,844.57	\$1,258,618.33	\$960,637.47
<b>Highest – Lowest in Range</b>	\$4,555,452.51 to \$1,694,099.88	\$1,617,127.69 to \$1,369,923.74	\$1,349,983.09 to \$1,109,535.59	\$1,104,411.30 to \$806,544.95
<b># (and %) Met or Exceeded Avg.</b>	1 (14%)	4 (50%)	5 (63%)	3 (38%)
<b># Outlets in Quartile</b>	7	8	8	8

**Tables 4 through 7 – 2025 Franchises Annual Gross Revenue Percentage Change**

Tables 4 through 7 below show data related to the 2025 Annual Gross Revenues and 2024 Annual Gross Revenues for franchised Pickleman’s Gourmet Cafes that were open and operating for the entire 2024 and 2025 calendar years. As of December 31, 2025, there were 34 franchised Pickleman’s Gourmet

Cafes. The dataset below provides the data for 28 franchised outlets that were open and operating during the entire 2024 and 2025 calendar year. Six franchised outlets were excluded from the table because three outlets opened in 2025 and were not operating for the entire 2025 calendar year, and three outlets opened in 2024 and were not operating for the entire 2024 calendar year.

Table 4: All Franchised Cafes Open throughout 2025 and 2024

The table below shows the percentage change of total 2025 Annual Gross Revenues and 2024 Annual Gross Revenues for all franchised Pickleman’s Gourmet Cafes that were open and operating for the entire 2024 and 2025 calendar years. The change in percentage was calculated by aggregating the 2025 Annual Gross Revenues of all franchised Pickleman’s Gourmet Cafes open and operating for the entire 2025 calendar year and dividing it by the aggregate 2024 Annual Gross Revenues for those same Pickleman’s Gourmet Cafes.

	<b>Percentage Change</b>
<b>Change in % of Franchised Cafe Annual Gross Revenues from 2024 to 2025</b>	5.0%

Table 5: Top-20 and Bottom-20 Franchises

The table below shows the percentage change in total 2025 Annual Gross Revenues and 2024 Annual Gross Revenues for the top-20 and bottom-20 performing franchised Pickleman’s Gourmet Cafes, as measured by a Cafe’s year-over-year increase (or decrease) in Annual Gross Revenues. The percentage change was calculated by aggregating the 2025 Annual Gross Revenues of the top 20 and bottom 20 franchised Pickleman’s Gourmet Cafes, respectively, and dividing those amounts by the aggregate 2024 Annual Gross Revenues for those same Pickleman’s Gourmet Cafes.

	<b>Top 20 Franchises</b>	<b>Bottom 20 Franchises</b>
<b>Average change in % of Annual Gross Revenues</b>	9.03%	0.84%
<b>Median change in % of Annual Gross Revenues</b>	7.76%	2.38%
<b>Highest – Lowest in Range</b>	25.29% to 0.07%	7.88% to -12.54%
<b># (and %) Met or Exceeded Avg.</b>	8 (40%)	12 (60%)
<b># Outlets</b>	20	20

Table 6: Top Quartile and Bottom Quartile Franchises

The table below shows the percentage change in total 2025 Annual Gross Revenues and 2024 Annual Gross Revenues for the top quartile and bottom quartile of franchised Pickleman’s Gourmet Cafes, as measured by a Cafe’s year-over-year increase (or decrease) in Annual Gross Revenues. The change in percentage was calculated by aggregating the 2025 Annual Gross Revenues of the top quartile and bottom quartile, respectively, of franchised Pickleman’s Gourmet Cafes and dividing those amounts by the aggregate 2024 Annual Gross Revenues for those same Pickleman’s Gourmet Cafes.

	<b>Top Quartile</b>	<b>Bottom Quartile</b>
<b>Average change in % of Annual Gross Revenues</b>	17.48%	-6.99%
<b>Median change in % of Annual Gross Revenues</b>	16.74%	-6.89%
<b>Highest – Lowest in Range</b>	25.29% to 11.86%	-4.10% to -12.54%
<b># (and %) Met or Exceeded Avg.</b>	4 (57%)	4 (57%)
<b># Outlets</b>	7	7

Table 7: Top 5 and Bottom 5 Franchises

The table below shows the percentage change in total 2025 Annual Gross Revenues and 2024 Annual Gross Revenues for the top 5 and bottom 5 performing franchised Pickleman’s Gourmet Cafes, as measured by a Cafe’s year-over-year increase (or decrease) in Annual Gross Revenues. The change in percentage was calculated by aggregating the 2025 Annual Gross Revenues for the top 5 and bottom 5 franchised Pickleman’s Gourmet Cafes, respectively, and dividing those amounts by the aggregate 2024 Annual Gross Revenues for those same Pickleman’s Gourmet Cafes.

	<b>Top 5</b>	<b>Bottom 5</b>
<b>Average change in % of Annual Gross Revenues</b>	19.81%	-7.99%
<b>Median change in % of Annual Gross Revenues</b>	19.05%	-7.25%
<b>Highest – Lowest in Range</b>	25.29% to 14.10%	-4.48% to -12.54%
<b># (and %) Met or Exceeded Avg.</b>	3 (60%)	3 (60%)
<b># Outlets</b>	5	5

**Table 8 – 2025 Systemwide Unit Annual Gross Revenue Percentage Change**

Table 8 provides (i) the aggregate 2025 Annual Gross Revenues of the 34 franchised Pickleman’s Gourmet Cafes operating as of December 31, 2025, (ii) the aggregate of 2024 Annual Gross Revenues of the 31 franchised Pickleman’s Gourmet Cafes operating as of December 31, 2024; and (iii) the percentage change between the (a) aggregate 2025 Annual Gross Revenues for the 34 franchised Pickleman’s Gourmet Cafes operating as of December 31, 2025, and (b) the aggregate 2024 Annual Gross Revenues of the 31 franchised Pickleman’s Gourmet Cafes operating as of December 31, 2024.

<b>2025 Franchised Cafe Systemwide Annual Gross Revenue</b>	<b>2024 Franchised Cafe Systemwide Annual Gross Revenue</b>	<b>Franchised Cafe Percentage Change</b>
\$46,795,185	\$41,577,069	12.55%

**Some outlets have earned this amount. Your individual results may differ. There is no assurance that you’ll earn as much.**

These statements have not been audited and may not be based on generally accepted accounting principles.

The actual average Annual Revenues figures do not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from revenue to obtain net income or profit. You should conduct an independent investigation of the costs and expenses you may incur in operating your Center. Franchisees and former franchisees listed in this disclosure document may be one source of this information.

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

Other than as described above, 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 Mike Stritzel, Pickleman’s Franchising, LLC, P.O. Box 467, Hallsville, MO 65255, (573) 442-8180, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**

**OUTLETS AND FRANCHISEE INFORMATION**

**TABLE 1  
SYSTEMWIDE OUTLET SUMMARY  
For years 2023 to 2025**

<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</b>
Franchised Outlets	2023	28	28	0
	2024	28	31	+3
	2025	31	34	+3
Company-Owned*	2023	0	1	+1
	2024	1	1	0
	2025	1	1	0
<b>Total Outlets</b>	<b>2023</b>	<b>28</b>	<b>29</b>	<b>+1</b>
	<b>2024</b>	<b>29</b>	<b>32</b>	<b>+3</b>
	<b>2025</b>	<b>32</b>	<b>35</b>	<b>+3</b>

\*Affiliate-owned outlets.

**TABLE 2  
Transfer of Outlets from Franchisees to New Owners (other than the Franchisor)  
For years 2023 to 2025**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Missouri	2023	0
	2024	5
	2025	0
<b>Total</b>	<b>2023</b>	<b>0</b>
	<b>2024</b>	<b>5</b>
	<b>2025</b>	<b>0</b>