

	Provision	Section in Multi-Unit Development Agreement	Summary
			Marks or System, or disrupt or jeopardize our business or that of our franchisees.
s.	Modification of the agreement	Section 11.12	No oral modifications. No amendment of the provisions will be binding upon either party unless the amendment has been made in writing and executed by all interested parties.
t.	Integration/merger clause	Section 11.12	Only the terms of the Multi-Unit Development Agreement and other related written agreements are binding (subject to applicable state law.) Any representations or promises outside of Multi-Unit Development Agreement may not be enforceable. Notwithstanding the foregoing, nothing in the Multi-Unit Development Agreement is intended to disclaim the express representations made in this Franchise Disclosure Document.
u.	Dispute resolution by arbitration or mediation	Sections 10.1, 10.2, 10.3, and 10.4	At our option, claims that are not resolved internally may be submitted to non-binding mediation at our headquarters, and then to binding arbitration, excluding claims related to injunctive relief, anti-trust, the trademarks, possession of the Franchised Business premises and post-termination obligations. Subject to state law.
v.	Choice of forum	Section 10.5	Litigation takes place in Montana, subject to applicable state law.
w.	Choice of law	Section 10.5	Montana, subject to applicable state law.

See the state addenda to this Franchise Disclosure Document and the Franchise Agreement for special state disclosures.

ITEM 18: PUBLIC FIGURES

We do not currently use any public figures 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 the Franchise 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 performance at a particular location or under particular circumstances.

The following representation is a historic financial performance representation about our existing Great Harvest Bakery Cafe outlets that were in operation in calendar year 2025. As described in Item 1 of this Disclosure Document, we no longer offer Great Harvest franchises with limited menu items and/or limited seating, although many of these outlets remaining in operation. Since 2017, we have only offered franchises to operate a Great Harvest Bakery Cafe, which has an extensive menu and seating.

We had 155 Great Harvest Bakery Café Outlets and no company owned outlets at the close of our most recent fiscal year. As of December, 31 2025, we had 152 Great Harvest Bakery Café outlets in the great harvest system that operated for the full 2025 calendar year. Of these, 7 outlets are HUB that bake bread for a non-bread baking Spoke outlet. We have excluded the financial performance of the 3 Great Harvest Bakery Café franchised outlets as they were opened operating for the full calendar year, the 7 Spokes as they do not operate like traditional outlets, 10 Bread Only locations with no seating and 40 locations serving select sandwiches and Bread only with minimal seating.

The below chart shows the financial representation for 95 Bakery Cafes that were open for the entire Fiscal year.

**Gross Sales² - All Bakery Cafes
January 1 – December 31, 2025¹**

Stores³		⁴	
	High	\$2,928,187 ⁵	1
	Top 25%	\$1,626,606	15
	Average	\$965,873	62
	Median	\$866,756	1
	Bottom 25%	\$505,087	15
	Low	\$360,033 ⁵	1

Notes:

¹ The information contained in this Chart has not been audited.

² Gross Sales means the revenue from sales of all products, goods, services, and wares, whether for cash or on a charge, credit, or time basis, less applicable sales taxes, employee tips, sale discounts, comps, voids, or any revenue derived from selling or issuing Great Harvest gift cards.

³ The figures in this Chart are based on only those Bakery Cafe franchised outlets that submitted their income statements to us for calendar year 2023.

⁴ This Disclosure Document is issued prior to the date our franchisees are required to submit to us income statements for calendar year 2025.

⁵ For Single Site operations, the lowest performing outlet had \$360,033 in Gross Sales in 2024 and the highest performing outlet had \$2,928,187 in Gross Sales in 2024. 15 reporting single site outlets were in the top 25%, 62 reporting single site outlets were average, and 15 single site outlets were in the Bottom 25%. For the single site operations the Median was 1 single site outlet.

Written substantiation of the data used in preparing these figures will be made available to you upon reasonable request.

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

Other than the preceding financial performance representation, 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, 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 Christine Koch at 28 South Montana Street, Dillon, Montana, 59725, or 800-442-0424, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

Tables 1a – 5a are a summary of all outlets, including bakery cafes, in the Great Harvest franchise System.

Tables 1b – 5b are a summary of Great Harvest Bakery Cafe outlets only.

Table No. 1a

System-wide Outlet Summary
For Years 2023 to 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	169	160	-9
	2024	160	157	-3
	2025	157	155	-2
Company – Owned	2023	1	1	0
	2024	1	0	-1
	2025	0	0	0
Total Outlets	2023	170	161	-9
	2024	161	157	-4
	2025	157	155	-2

Table No. 2a

Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)
For Years 2023 to 2025

State	Year	Number of Transfers
Alabama	2023	0
	2024	1
	2025	0
California	2023	0
	2024	1
	2025	1
Colorado	2023	1
	2024	0
	2025	0
Georgia	2023	1
	2024	0
	2025	0
Idaho	2023	0
	2024	0
	2025	1