

	Provision	Section in the Agreement	Summary
			from any Dunkin' Restaurant; (iii) oppose government approval for the development of another Dunkin' Restaurant; or (iv) perform any act injurious or prejudicial to the goodwill of any Dunkin' Restaurant or Proprietary Marks.
r.	Non-competition covenants after the franchise is terminated or expires	FA: §10.C SDA: §9	For 24 months after expiration, termination or transfer, neither you nor your Owners, officers, directors or guarantors may have any interest in a Competitive Business at the Premises, within 5 miles from the Premises, or any other Dunkin Restaurant.
s.	Modification of agreement	FA: §§1.C and 16.E SDA: §9	Generally, no modifications except in writing and signed by the parties. However, we have the right to modify the System, Manuals, Standards, and Proprietary Marks.
t.	Integration/ merger clause	FA: §16.D SDA: §9	The Franchise Agreement and/or the Store Development Agreement, as applicable, constitute the entire agreement between us and you (subject to state law). Any other statements or promises not in the Franchise Agreement, Store Development Agreement, or this FDD should not be relied upon and may not be enforceable.
u.	Dispute resolution by arbitration or mediation	None	Not applicable.
v.	Choice of forum	FA: §15.B SDA: §9	Federal, state, or local courts within Atlanta, Georgia (subject to state law).
w.	Choice of law	FA: §16.A SDA: §9	Georgia law applies to all claims (subject to state law).

* In the above chart, all references to “FA” includes both the Franchise Agreement and Combo Franchise Agreement, and all references to “SDA” includes both the Store Development Agreement and Combo Store Development Agreement.

ITEM 18: **PUBLIC FIGURES**

We do not use any public figure in promoting the sale of 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 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.

These financial performance representations provide actual, historical “AUVs,” or average “Unit Volumes,” for specific groups of franchised Dunkin’ Restaurants. “Unit Volume” has the same meaning as Gross Sales, which we define in the note below. This Item 19 includes financial information for our 2024 fiscal year (which we will call simply “2024” in this Item 19), which is the period from January 1, 2024 until December 29, 2024. Indeed, federal and state franchise laws permit us to include in Item 19 either (a) a historical financial performance representation about the franchise system’s existing outlets or a subset of those outlets, or (b) a forecast of the prospective franchisee’s future financial performance. The information in this Item 19 reflects 2024 historical data for the AUV of certain franchised Dunkin’ Restaurants, and is not a forecast of future financial performance or a projection.

There were 8,465 franchised Dunkin’ Restaurants (excluding Combo Restaurants) operating in the United States at the end of 2024. Of these, 6,584 operated at traditional locations and 1,881 operated at non-traditional locations/SDOs. We excluded from these financial performance representations: (a) all 309 of the franchised restaurants that first opened for business during 2024 and did not operate for the full year; (b) all 956 of the franchised restaurants that were closed and reported no sales for extended periods during 2024, often for 2 weeks or more, either as part of remodeling or rebuilding the restaurant, due to a hurricane weather-related casualty or fire/water damage, due to a seasonal closure, or because of a planned relocation or transfer; and (c) all 18 franchised Dunkin’ Restaurants that operated at Multi-Brand Locations (6 of which first opened for business in 2024, and 2 of which converted from a Combo Restaurant to a Multi-Brand Location and reopened as a Multi-Brand Location in 2024, such that all 8 of these openings are excluded under (a)). The financial performance representations in this Item 19 provide AUVs during 2024 for the remaining 7,190 franchised Dunkin’ Restaurants (called the “2024 Franchised Restaurants”) or an identified portion of those 2024 Franchised Restaurants. Of the 2024 Franchised Restaurants, 5,592 operated at traditional locations, and 1,598 operated at non-traditional locations/SDOs. We also excluded from these financial performance representations the 96 franchised Dunkin’ Restaurants that closed in 2024, all of which were open for at least 12 months before they closed; the 34 company-owned Dunkin’ Restaurants that we or our affiliates operated as of the end of 2024; and all 1,269 franchised Combo Restaurants that franchisees operated as of the end of 2024.

The 2024 Franchised Restaurants that operated at traditional locations were located in various types of structures, such as free-standing buildings and shopping centers/store fronts, some with a drive-thru window and others without a drive-thru window. Some traditional 2024 Franchised Restaurants are drive-thru only. The 2024 Franchised Restaurants that operated at traditional locations typically range in size from approximately 600 to 3,000 square feet. The 2024 Franchised Restaurants that operated at non-traditional locations/SDOs were located in gas and convenience stores, airports, casinos, hospitals, entertainment and sports complexes, schools and colleges, hotels, limited-access highway food facilities, military facilities, travel centers, travel plazas, department stores and big box super stores, supermarkets, enclosed malls, theme parks, and government locations. The 2024 Franchised Restaurants that operated at non-traditional locations/SDOs typically range in size from approximately 300 to 2,000 square feet. The 2024 Franchised Restaurants are located across the country and in a variety of urban, suburban and rural locations and in varied markets with wide-ranging levels of competition. Among the 2024 Franchised Restaurants, 94 are drive-thru only, 4,643 operate with drive-thru windows (but are not drive-thru only), and 2,453 do not have drive-thrus. The 2024 Franchised Restaurants have operated for an average of 16.4 years.

The first financial performance representation reflects the AUVs for the 2024 Franchised Restaurants, both overall and as grouped into quartiles (categories of 25%) based on their AUVs.

**Average Unit Volume
for 2024 Franchised Restaurants**

1st Quartile	2nd Quartile/	3rd Quartile	4th Quartile	All Restaurants
\$2,073,245	\$1,426,011	\$1,070,961	\$646,650	\$1,304,217

Statistics for 2024 Franchised Restaurants

	# of Restaurants	Median	Highest	Lowest	#/% Above Average
1 st quartile	1,797	\$1,955,573	\$5,720,770	\$1,633,960	700 / 39%
2 nd quartile	1,798	\$1,421,785	\$1,633,629	\$1,240,951	883 / 49%
3 rd quartile	1,797	\$1,072,984	\$1,240,700	\$905,015	909 / 51%
4 th quartile	1,798	\$700,889	\$905,001	\$4,877	1,069 / 59%
All Restaurants	7,190	\$1,240,107	\$5,720,770	\$4,877	3,247 / 45%

The second financial performance representation reflects the AUVs for the 2024 Franchised Restaurants, grouped by Region and Division, as defined in the note below.

Average Unit Volume for 2024 Franchised Restaurants by Region and Division

Region/ Division	AUV	#	Median	Highest	Lowest	#/% Above Average
Northeast/Mid-Atlantic	\$1,308,535	2,191	\$1,219,933	\$5,720,770	\$7,767	964 / 44%
Northeast/New England	\$1,448,073	1,785	\$1,395,708	\$3,961,527	\$38,071	829 / 46%
Midwest/East North Central	\$1,257,075	793	\$1,214,203	\$4,821,773	\$29,301	366 / 46%
Midwest/West North Central	\$996,410	134	\$986,531	\$2,311,241	\$16,293	66 / 49%
South/East South Central	\$1,138,601	215	\$1,099,766	\$2,518,855	\$82,224	100 / 47%
South/South Atlantic	\$1,260,990	1,605	\$1,199,080	\$3,634,237	\$4,877	729 / 45%
South/West South Central	\$953,320	156	\$955,949	\$2,623,766	\$13,740	79 / 51%
West/Mountain	\$1,148,506	183	\$1,053,558	\$3,238,773	\$108,452	79 / 43%
West/Pacific	\$1,327,756	128	\$1,312,170	\$3,535,995	\$16,924	62 / 48%

The third financial performance representation reflects the AUVs for the 2024 Franchised Restaurants, grouped by Site Type and Venue, as described in the note below.

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**Average Unit Volume
for 2024 Franchised Restaurants
by Site Type and Venue**

Venue Type	AUV	#	Median	Highest	Lowest	#/% Above Average
Traditional/Free-standing Pad or Building	\$1,534,772	3,105	\$1,469,296	\$4,449,654	\$82,224	1,419 / 46%
Traditional/Other	\$1,212,602	2,487	\$1,140,680	\$4,821,773	\$110,424	1,090 / 44%
Non-traditional/SDO-Gas or C-store	\$1,071,111	963	\$1,004,301	\$2,663,549	\$13,740	430 / 45%
Non-traditional/SDO-Airport	\$1,527,194	119	\$1,354,395	\$5,720,770	\$4,877	54 / 45%
Non-traditional/SDO-Casino	\$1,305,515	21	\$821,529	\$3,427,802	\$428,735	8 / 38%
Non-traditional/SDO-Other	\$723,001	495	\$605,454	\$4,050,231	\$7,767	196 / 40%

The fourth financial performance representation reflects the AUVs for the traditional 2024 Franchised Restaurants, grouped by whether the restaurant has a drive-thru.

**Average Unit Volume
for 2024 Traditional Franchised Restaurants
by Drive-Thru Status**

Venue Type	AUV	#	Median	Highest	Lowest	#/% Above Average
Drive-Thru	\$1,508,901	4,051	\$1,445,373	\$4,821,773	\$82,224	1,999 / 49%
No Drive-Thru	\$1,082,835	1,541	\$1,035,891	\$5,720,770	\$4,877	889 / 58%

Notes

(1) “AUV” or “Unit Volume” for a 2024 Franchised Restaurant is the same as Gross Sales, which means all revenue related to the sale of approved products and provision of services (including direct delivery, catering and/or delivery services through third parties) through the operation of the franchised Restaurant, but does not include money received for the sale of stored value cards and deposited into a central account maintained for the benefit of the System; taxes collected from guests on behalf of a governmental body; or the sale of approved products to another entity franchised or licensed by us for subsequent resale.

(2) We calculate the AUVs in this Item 19 by adding the Unit Volumes for each restaurant in the applicable group and dividing the sum by the number of restaurants in the applicable group. We obtain the Unit Volumes for franchised Dunkin’ Restaurants from sales reports that franchisees submit to us and from data that we collected from franchisees’ POS systems. We have not independently audited that information. Prospective franchisees and sellers of franchises should be advised that no certified public accountant has audited these figures or expressed his or her opinion concerning their contents or form. Upon your reasonable request, we will provide written substantiation for these financial performance representations. The sales of the 2024 Franchised Restaurants varied depending on a number of factors, such as the restaurant’s location and physical condition, other characteristics of the site (such as access and signage), seasonality, competition and

demographics in the market, pricing decisions, the level and types of marketing the restaurant undertook, the quality of management and service, commitment to training staff, the franchisee's business acumen, and the length of time the restaurant has been open. The 2024 Dunkin' Restaurants offer essentially the same products and services, face the same kinds of competitive challenges, and receive the same level of support from us that we expect new franchisees will experience.

(3) We define the "Regions" and "Divisions" for purposes of these financial performance representations as follows:

- The Northeast Region is comprised of the Mid-Atlantic and New England Divisions:
 - Mid-Atlantic Division: New Jersey, New York, Pennsylvania
 - New England Division: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont
- The Midwest Region is comprised of the East North Central and Midwest/North Central Divisions:
 - East North Central Division: Indiana, Illinois, Michigan, Ohio, Wisconsin
 - Midwest North Central Division: Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota
- The South Region is comprised of the East South Central, South Atlantic and West South Central Divisions:
 - East South Central Division: Alabama, Kentucky, Mississippi, Tennessee
 - South Atlantic Division: Delaware, District of Columbia, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, West Virginia
 - West South Central: Arkansas, Louisiana, Oklahoma, Texas
- The West Region is comprised of the Mountain and Pacific Divisions:
 - Mountain Division: Arizona, Colorado, Idaho, New Mexico, Montana, Utah, Nevada, Wyoming
 - Pacific Division: Alaska, California, Hawaii, Oregon, Washington

(4) We define "Site Type and Venue" for purposes of these financial performance representations as follows:

- Traditional Dunkin' Restaurants: A free-standing location is typically a stand-alone building on a pad or outlot. Other traditional Dunkin' Restaurants are located at shopping centers/store fronts.
- Non-traditional Dunkin' Restaurants/SDOs: "Gas or C-stores" are typically located at gas filling stations and convenience stores. "Airport" locations are typically located in terminals of airports, and "Casino" locations are in or adjacent to casinos. "Other" non-traditional/SDO Dunkin' Restaurants are located at hospitals, entertainment and sports complexes, schools and colleges, hotels, limited-access highway food facilities, military facilities, travel centers, travel plazas, department stores and big box super stores, supermarkets, enclosed malls, theme parks, and government locations.

(5) These financial performance representations do not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from the AUV 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 Restaurant. Franchisees or former franchisees, listed in this disclosure document, may be one source of this information.

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

Other than the preceding financial performance representations, 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 our Vice President, Franchise Counsel, Lisa Storey, Esq. at Three Glenlake Parkway NE, Atlanta, Georgia 30328 or (678) 514-6928, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20:
OUTLETS AND FRANCHISEE INFORMATION

DUNKIN' RESTAURANTS

Table 1: Systemwide Dunkin' Outlet Summary for Years 2022 to 2024				
Outlet Type	Year	Outlets at Start of Year	Outlets at End of the Year	Net Change
Franchised	2022	8,010	8,087	+77
	2023	8,087	8,265	+178
	2024	8,265	8,465	+200
Company-Owned	2022	0	31	+31
	2023	31	32	+1
	2024	32	34	+2
Total Outlets (Note 1)	2022	8,010	8,118	+108
	2023	8,118	8,297	+179
	2024	8,297	8,499	+202

Table 2: Transfers of Dunkin' Outlets from Franchisees to New Owners (Other Than the Franchisor) for Years 2022 to 2024		
State	Year	Number of Transfers
Alabama	2022	1
	2023	0
	2024	0
Arizona	2022	1
	2023	0
	2024	2
California	2022	6
	2023	1
	2024	5
Colorado	2022	9
	2023	7
	2024	2
Connecticut	2022	26
	2023	28
	2024	1
Delaware	2022	0
	2023	4
	2024	0
Florida	2022	84
	2023	4
	2024	9