

**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 “Annual Unit Volumes,” for specific groups of franchised Baskin-Robbins 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 2025 fiscal year (which we will call simply “2025” in this Item 19), which is the period from December 30, 2024 until December 28, 2025. 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 2025 historical data for the AUVs of certain franchised Baskin-Robbins Restaurants, and is not a forecast of future financial performance or a projection.

There were 967 franchised Baskin-Robbins Restaurants operating in the United States at the end of 2025 (excluding Combo Restaurants), of which 96 operated at non-traditional locations/SDOs. We excluded from these financial performance representations: (a) all 32 of the franchised Baskin-Robbins Restaurants that first opened for business during 2025 and did not operate for the full year; (b) all 112 of the franchised Baskin-Robbins Restaurants that were closed and reported no sales for extended periods during 2025, often for more than a month, either as part of remodeling or rebuilding restaurant, due to a hurricane weather-related casualty or fire/water damage, or because of a relocation or planned transfer; and (c) all 9 of the franchised Baskin-Robbins Restaurants that operated at Multi-Brand Locations. The financial performance representations in this Item 19 provide AUVs during 2025 for the remaining 814 franchised Baskin-Robbins Restaurants (called the “2025 Franchised Restaurants”), 80 of which operated at non-traditional locations/SDOs.

We also excluded from these financial performance representations (a) the 41 franchised Baskin-Robbins Restaurants that closed in 2025, one of which was open for less than 12 months before it closed, and (b) all 1,219 franchised Combo Restaurants (which includes 2 Baskin-Robbins Express Restaurants). Neither we nor our affiliates operated any Baskin-Robbins Restaurants as of the end of 2025.

The 2025 Franchised Restaurants that operated at traditional locations were located in various types of structures, such as free-standing buildings and shopping centers/store fronts. The 2025 Franchised Restaurants that operated at traditional locations typically range in size from 1,100 to 1,300 square feet. The majority of the 2025 Franchised Restaurants that operated at non-traditional locations/SDOs were located in gas and convenience stores, and some were also located in airports, travel plazas, casinos, malls, hotels, and entertainment and sports complexes. The 2025 Franchised Restaurants at non-traditional locations/SDOs typically range in size from 400 to 700 square feet. The 2025 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. 103 of the 2025 Franchised Restaurants operated with drive-thru windows, and the remaining 711 did not have drive-thru windows. The 2025 Franchised Restaurants have operated for an average of 27.6 years.

The financial performance representation below reflects the AUVs for the 2025 Franchised Restaurants, both overall and as grouped into quartiles (categories of 25%) based on their AUVs.

### Annual Unit Volumes for 2025 Franchised Restaurants

	<b># of Restaurants</b>	<b>Highest AUV</b>	<b>Median AUV</b>	<b>Lowest AUV</b>	<b>Average AUV</b>	<b># / % Above Average</b>
1st Quartile	204	\$2,317,892	\$775,806	\$641,320	\$832,696	82 / 40%
2nd Quartile	204	\$641,170	\$563,128	\$503,312	\$566,966	98 / 48%
3rd Quartile	204	\$502,638	\$440,648	\$380,283	\$440,463	103 / 51%
4th Quartile	202	\$379,788	\$306,644	\$15,859	\$263,978	133 / 65.8%
All Restaurants	814	\$2,317,892	\$503,430	\$15,859	\$526,669	366 / 45%

**Notes:**

- (1) “AUV” or “Annual Unit Volume” for the 2025 Franchised Restaurants is the same as annual 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 average AUVs in this Item 19 by adding the AUVs for each Baskin-Robbins Restaurant in the applicable group and dividing the sum by the number of Baskin-Robbins Restaurants in the applicable group. We obtain the AUVs for franchised Baskin-Robbins 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 2025 Baskin-Robbins 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) 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) 514-4100, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20:**  
**OUTLETS AND FRANCHISEE INFORMATION**

**BASKIN-ROBBINS RESTAURANTS**

<b>Table 1: Systemwide Baskin-Robbins Outlet Summary for Years 2023 to 2025</b>				
<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at Start of Year</b>	<b>Outlets at End of the Year</b>	<b>Net Change</b>
Franchised	2023	1,001	978	-23
	2024	978	976	-2
	2025	976	967	-9
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
<b>Total Outlets (Note 1)</b>	<b>2023</b>	<b>1,001</b>	<b>978</b>	<b>-23</b>
	<b>2024</b>	<b>978</b>	<b>976</b>	<b>-2</b>
	<b>2025</b>	<b>976</b>	<b>967</b>	<b>-9</b>

<b>Table 2: Transfers of Baskin-Robbins Outlets from Franchisees to New Owners (Other Than the Franchisor) for Years 2023 to 2025</b>		
<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Arizona	2023	2
	2024	1
	2025	2
Arkansas	2023	6
	2024	0
	2025	1
California	2023	19
	2024	25
	2025	24