

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 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.

This historical financial performance representation discloses the average and median gross sales during 2025 of all franchised EDIBLE® Businesses in the United States that were open and operating for one year or longer as of December 31, 2025 and operated during the entire 2025 calendar year. It is divided among:

1. Businesses that were open and operating for more than 3 years as of December 31, 2025;
2. Businesses that were open and operating for at least 2 years, but less than 3 years, as of December 31, 2025; and
3. Businesses that were open and operating for at least 1 year, but less than 2 years, as of December 31, 2025.

This financial performance representation does not include 3 franchised Businesses that were not open for at least one year as of December 31, 2025. The 3 excluded franchised Businesses are in Gardena, California, Manhattan Beach, California, and Kissimmee, Florida. It also does not include 88 franchised Businesses (all of which had been operational for at least one year) that permanently closed sometime during 2025, regardless of how long those Businesses operated during 2025.

This financial performance representation excludes 6 Businesses that were franchised Businesses at the beginning of 2025 but were reacquired by our affiliate during 2025 and therefore were not franchised EDIBLE® Businesses during all of 2025. Those 6 excluded Businesses are located in North Haven, Connecticut, Decatur, Georgia, Atlanta, Georgia, Lenexa, Kansas, Austin, Texas, and Lubbock, Texas

The main portion of this financial performance representation also excludes 3 franchised Businesses that did not operate during all of 2025 due to temporary closures. The 3 excluded franchised Businesses are in Tacoma, Washington, Clarksville, Tennessee, and Orlando, Florida.

However, the 2025 financial performance of those 3 temporarily closed franchised Businesses appears separately after the main financial performance representation.

No Businesses operating outside the United States are included in this financial performance representation.

The figures below do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross sales 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 EDIBLE® Business. Franchisees or former franchisees, listed in the Franchise Disclosure Document, may be one source of this information.

As of December 31, 2025, there were 582 franchised Businesses in the United States that had operated both for at least one full year as well as during the entire 2025 calendar year. There was 1 Franchise Agreement signed as of December 31, 2025, for a Business to be operated in the United States that was not yet open as of that date.

Of the 582 franchised Businesses that were open for at least one full year as of December 31, 2025, and operated during the entire 2025 calendar year, there were a total of 579 Businesses in the United States that were open and operating for more than three years as of December 31, 2025. They were located in Alabama (3), Arizona (7), Arkansas (1), California (50), Colorado (8), Connecticut (23), Delaware (4), District of Columbia (1), Florida (46), Georgia (31), Hawaii (2), Illinois (29), Indiana (5), Iowa (1), Kansas (1), Kentucky (1), Louisiana (7), Maryland (22), Massachusetts (24), Michigan (17), Minnesota (4), Mississippi (1), Missouri (6), Nebraska (1), Nevada (5), New Hampshire (2), New Jersey (43), New Mexico (2), New York (67), North Carolina (16), Ohio (14), Oklahoma (2), Pennsylvania (32), Puerto Rico (2), Rhode Island (3), South Carolina (12), Tennessee (6), Texas (43), Utah (1), Vermont (1), Virginia (26), Washington (2), West Virginia (1), and Wisconsin (4).

There were a total of 2 franchised Businesses in the United States that were open and operating for at least 2 years, but less than 3 years, as of December 31, 2025. They were located in Nebraska and Oregon.

There was 1 franchised Business in the United States that was open and operating for at least 1 year, but less than 2 years, as of December 31, 2025. It was located in Texas.

Consequently, 582 franchised Businesses (out of 588 franchised Businesses in operation as of December 31, 2025) are included in the main portion of this financial performance representation.

[Table begins on next page]

EDIBLE® FRANCHISED BUSINESSES
AVERAGE, MEDIAN, AND HIGH/LOW GROSS SALES FOR FISCAL YEAR
ENDING DECEMBER 31, 2025

	Businesses Open 3 or More Years	Businesses Open At Least 2 Years But Less Than 3 Years	Businesses Open At Least 1 Year But Less Than 2 Years
Average Gross Sales*	\$528,628	\$546,470	\$138,601
Number of Businesses	579	2	1
Number Above Average	254	1	0
% Above Average	44%	50%	0
Median Gross Sales	\$497,229	\$546,470	\$138,601
Highest Gross Sales	\$1,307,604	\$695,648	\$138,601
Lowest Gross Sales	\$98,212	\$397,293	\$138,601
Average Number of Months Businesses Were Open as of 12/31/2025	204	34	18
Median Number of Months Businesses Were Open as of 12/31/2025	220	34	18

* “Gross Sales” are defined as gross receipts net of sales tax. All of the Businesses reflected above are virtually identical to the type of Business you will operate if you acquire an EDIBLE® franchise and sell the same products and services.

The 3 temporarily closed franchised Businesses referenced earlier in this Item 19—in Tacoma, Washington, Clarksville, Tennessee, and Orlando, Florida—were closed, respectively, from May 29, 2025, to July 6, 2025, from September 10, 2025, to December 7, 2025, and from May 5, 2025, to December 1, 2025. All have been in operation for more than 3 years. Their average and median gross sales information is as follows:

	3 Franchised Businesses Open 3 or More Years but Temporarily Closed During 2025
Average Gross Sales	\$391,696
Number of Businesses	3
Number Above Average	2

	3 Franchised Businesses Open 3 or More Years but Temporarily Closed During 2025
% Above Average	67%
Median Gross Sales	\$409,582
Highest Gross Sales	\$442,037
Lowest Gross Sales	\$323,468
Average Number of Months Businesses Were Open as of 12/31/2025	179
Median Number of Months Businesses Were Open as of 12/31/2025	172

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

Written substantiation of all financial performance information presented in this financial performance representation will be made available to you upon reasonable request. Our management prepared this financial performance representation based on information provided by our franchisees but did not independently audit that information.

Other than the preceding financial performance representation, 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 Doug Knox, Edible Arrangements, LLC, 10 Glenlake Parkway, Suite 300, Atlanta, Georgia 30328, (678) 992-2293, the Federal Trade Commission, and the appropriate state regulatory agencies.

[Item 20 begins on next page]