

PROVISION	SECTION IN FRANCHISE OR OTHER AGREEMENT	SUMMARY
		EDIBLE Business that was operational on later of date your Franchise Agreement ends or you comply (same restrictions apply after transfer).
s. Modification of the agreement	21.D. of Franchise Agreement	No modifications except in writing, but we may change Operations Manual and System Standards.
t. Integration/merger clause	20.Q. of Franchise Agreement	Only the terms of the Franchise Agreement are binding (subject to state law). Any representations or promises outside of the disclosure document and Franchise Agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	20.B. and 20.C. of Franchise Agreement	We and you must first mediate, and then arbitrate, all disputes at location within 10 miles of our principal business address at the time the dispute arises and the arbitration demand is filed (it currently is in Atlanta, Georgia).
v. Choice of forum	20.E. of Franchise Agreement	Subject to arbitration requirement, litigation generally must be in courts closest to where we have our principal business address at the time the action is commenced (it currently is in Atlanta, Georgia) (subject to applicable state law).
w. Choice of law	20.D. of Franchise Agreement  10.8 of Netsolace Software License and Maintenance Agreement	Except for Federal Arbitration Act and other federal law, Georgia law governs (subject to applicable state law).

**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 of all franchised EDIBLE® Businesses in the United States that were open and operating for one year or longer as of December 31, 2024. It is divided among:

1. Businesses that were open and operating for more than 3 years as of December 31, 2024;
2. Businesses that were open and operating for at least 2 years, but less than 3 years, as of December 31, 2024; and
3. Businesses that were open and operating for at least 1 year, but less than 2 years, as of December 31, 2024.

This financial performance representation does not include 2 franchised Businesses that were not open for at least one year as of December 31, 2024. It also does not include 113 franchised Businesses (all of which had been operational for at least one year) that permanently closed sometime during 2024, regardless of how long those Businesses operated during 2024.

This financial performance representation includes Businesses operated by franchisees but excludes 5 affiliate-operated Business that were converted and did not operate the full fiscal year. The 5 excluded affiliate Businesses are located in Boise, Idaho (1), Atlanta, Georgia (1), El Paso, Texas (1), and San Antonio (2). No Businesses operating outside the United States are included in this financial performance representation.

This financial performance representation also excludes 7 franchised Businesses that did not operate the full fiscal year due to temporary closures. The 7 excluded franchised Businesses are in Lubbock, Texas (1), Austin, Texas (1), Tega City, South Carolina (1), Lake Worth, Florida (1), Valrico, Florida (1), Springfield, Missouri (1), Kennesaw, Georgia (1). 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, 2024, there were 672 franchised Businesses in the United States that had operated for at least one full year. There was one Franchise Agreement signed as of December 31, 2024, for a Business to be operated in the United States that was not yet open as of that date.

Of the 672 franchised Businesses that were open for at least one full year as of December 31, 2024, there were a total of 670 Businesses in the United States that were open and operating for more than three years as of December 31, 2024. They were located in Alabama (3), Arizona (11), Arkansas (1), California (61), Colorado (8), Connecticut (28), Delaware (5), District of Columbia (1), Florida (52), Georgia (33), Hawaii (3), Illinois (32), Indiana (5), Iowa (2), Kansas (2), Kentucky (1), Louisiana (7), Maryland (27), Massachusetts (29), Michigan (19), Minnesota (5), Mississippi (1), Missouri (5), Nebraska (1), Nevada (8), New Hampshire (2), New Jersey (48), New Mexico (2), New York (71), North Carolina (20), Ohio (14), Oklahoma (2), Pennsylvania (38), Puerto Rico (2), Rhode Island (4), South Carolina (13), Tennessee (12), Texas (51), Utah (1), Vermont (1), Virginia (29), Washington (3), West Virginia (3), and Wisconsin (4).

There were a total of 0 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, 2024.

There were a total of 2 franchised Businesses in the United States that were open and operating for at least 1 year, but less than 2 years, as of December 31, 2024. They were located in Nebraska (1) and Oregon (1).

Consequently, 672 franchised Businesses (out of 680 franchised Businesses in operation as of December 31, 2024) are included in this financial performance representation.

**EDIBLE® FRANCHISED BUSINESSES**  
**AVERAGE, MEDIAN, AND HIGH/LOW GROSS SALES FOR FISCAL YEAR ENDING**  
**DECEMBER 31, 2024**

	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*	\$538,054	\$0	\$555,881
Number of Businesses	670	0	2
Number Above Average	295	0	1
% Above Average	44%	0%	50%
Median Gross Sales	\$515,984	\$0	\$555,881
Highest Gross Sales	\$1,435,530	\$0	\$731,302
Lowest Gross Sales	\$102,925	\$0	\$380,460
Average Number of Months Businesses Were Open as of 12/31/2024	191	0	22
Median Number of Months Businesses Were Open as of 12/31/2024	208	0	22

\* “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.

**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. Nevertheless, we believe the information is reliable.

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 Somia Silber, Edible Arrangements, LLC, 980 Hammond Drive, Suite 1000, Atlanta, Georgia 30328, (678) 992-2293, the Federal Trade Commission, and the appropriate state regulatory agencies.

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

All year-end numbers appearing in the tables below are as of December 31 in each year. The “Company-Owned” outlets referenced in tables 1 and 4 below are owned by our affiliates.

Table No. 1

**Systemwide Outlet Summary**  
**For years 2022 to 2024**

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2022	887	857	-30
	2023	857	791	-66
	2024	791	680	-111
Company- Owned	2022	10	5	-5
	2023	5	1	-4
	2024	1	5	+4