

Provision	Section in Area Development Agreement	Summary
i. Your obligations on termination/non-renewal	Section 7(D)	All rights revert to us and right develop Stores within the Designated Area will cease
j. Assignment of contract by us	Section 8(A)	No restriction on our right to transfer
k. “Transfer” by you – defined	Section 8(B)	May transfer with our approval
l. Our approval of transfer by you	Section 8(B)	We have the right to approve all transfers
m. Conditions for our approval of transfer	Section 8(B)	Compliance with terms of Area Development Agreement, our approval or proposed transferee, purchase price of undeveloped franchised does not exceed then-current development fees we charge franchisees under an Area Development Agreement; proposed transferee completes our training program, payment of transfer fee, executed general release
n. Our right of first refusal to acquire your business	N/A	Not applicable
o. Our option to purchase your business	N/A	Not applicable
p. Your death or disability	N/A	Not applicable
q. Non-competition covenants during the term of the franchise	N/A	Not applicable
r. Non-competition covenants after the franchise is terminated or expires	N/A	Not applicable
s. Modification of the agreement	Section 11	Requires writing by both parties
t. Integration/merger clause	Section 11	Only terms of Area Development Agreement are binding, provided that this provision does not disclaim representations made in the FDD
u. Dispute resolution by arbitration or mediation	Section 10	Same as Franchise Agreement
v. Choice of forum	Section 10	Same as Franchise Agreement
w. Choice of law	Section 10	Same as Franchise Agreement

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.

The Data Set

The data set represents unaudited historical data that we received from 75 traditional Stores in which TCBY is the dominant brand (with over 55% of sales for such Stores derived from TCBY) for calendar year 2024 (“Calendar Year 2024”).

As of the end of Calendar Year 2024, there were 125 Stores in operation, all of which were owned by third-party franchisees. For the data set used in this Item 19, we excluded from that group (a) 1 Store which opened during Calendar Year 2024 (and was not open and operational for 12 months as of the end of Calendar Year 2023); and (b) 49 non-traditional Stores (those that, for example, are only open part time, that operate seasonally, that are located in non-traditional locations such as gas stations or are operated as an add-on to another primary brand). The non-traditional Stores were excluded for two reasons: (1) because of the wide variation in factors that made them non-traditional and (2) because the focus of our sales efforts is on selling franchises for traditional locations.

Data Presented

To determine the average Gross Revenue for each group shown in the tables below, we took the group’s total Gross Revenue, then divided that number by the number of Stores in the group. For example, to determine the average Gross Revenue for the Stores that made up the entire data set, we added the Gross Revenue of all 75 Stores for Calendar Year 2024, then we divided that number by 75.

In the results below, we also report, for each group, the range and the median. The range reflects the low and high data point for each group. The median is the data point that is the center of all data points used for the group, except that, in a given group of Stores where there is an even number of Stores, the median is derived by adding the two numbers in the middle of the data set for the given group of Stores, then dividing that number by two.

“Gross Revenue” means the aggregate of all revenue, in whatever form (including the value of all barter, exchange, trade or other credit), attributed to the operation of your Store (whether or not in compliance with this Agreement) based on the gross (undiscounted) price of all products and services sold at or through your Store and all other revenue sources, but excluding all federal, state or municipal sales, use, or service taxes collected from customers and paid to the appropriate taxing authority. Gift certificate, gift card and similar program payments will be included in Gross Revenue as and in accordance with the policies set forth from time to time in the Operations Manual. Gross Revenue also includes all insurance proceeds you receive for loss of business due to a casualty or a similar event. This is the same definition of Gross Revenue on which you will be required to pay royalties and Brand Fund Contributions.

In Table 1 below, we report the results for all Stores in the data set by quartile. Each quartile represents 25% of the 75 Stores that form the data set. In Table 2, we present data for the entire data set but have reported the results based on the decade in which the Store originally opened.

The Results

**Table 1: Gross Revenue for Calendar Year 2024
by Quartile**

Quartiles	Average Gross Revenue	Number and Percentage of Stores Attaining or Exceeding Average Gross Revenue	Median Gross Revenue	Lowest Gross Revenue	Highest Gross Revenue
Top Quartile	\$765,624	8 of 19 (42%)	\$671,043	\$543,246	\$1,379,262
2 nd Quartile	\$460,567	8 of 19 (42%)	\$446,899	\$397,160	\$536,565
3 rd Quartile	\$308,645	6 of 19 (32%)	\$299,824	\$266,468	\$395,834
Bottom Quartile	\$168,949	8 of 18 (44%)	\$171,292	\$97,160	\$255,019
Total	\$429,373	30 of 75 (40%)	\$397,160	\$97,160	\$1,379,262

**Table 2: Gross Revenue for Calendar Year 2024
by Decade in which the Store Originally Opened**

Fiscal Year in which the Store Originally Opened	Average Gross Revenue	Number and Percentage of Stores Attaining or Exceeding Average Gross Revenue	Median Gross Revenue	Lowest Gross Revenue	Highest Gross Revenue
2015 to 2024	\$352,653	12 of 30 (35%)	\$301,518	\$125,682	\$913,582
2005 to 2014	\$466,629	13 of 28 (44%)	\$426,768	\$97,160	\$1,081,508
1995 to 2004	\$440,688	3 of 10 (30%)	\$375,283	\$186,139	\$1,379,262
1984 to 1994	\$592,987	3 of 7 (43%)	\$570,266	\$443,779	\$887,848
Total	\$429,178	31 of 75 (39%)	\$397,160	\$97,160	\$1,379,262

Notes to Item 19

1. The numbers provided in this Item 19 do not reflect the expenses associated with operating a Store (and, thus, do not reflect gross or net profit).
2. **Some outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.**
3. Because the data set is comprised entirely of franchised Stores, the data is based on the unaudited results that franchisees reported to us directly or through their Stores' point-of-sale system.
4. The data is historical data received from franchised Stores and not a projection of your potential future performance.
5. Written substantiation for the financial performance representations above will be made available to prospective franchisees upon reasonable request.

Other than the preceding financial performance representation, TCBY Systems, LLC, does 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 Interim Chief Executive Officer, James Carnrite, TCBY Systems, LLC,

1717 S. 4800 W., Salt Lake City, Utah 84104, (801) 412-8890, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE NUMBER 1

**Systemwide Outlet Summary
For Years 2022 to 2024⁽¹⁾**

Store Type	Year⁽¹⁾	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	172	168	-4
	2023	168	151	-17
	7/1/2023 – 12/31/2023	151	145	-6
	2024	145	125	-20
Company-Owned	2022	0	0	0
	2023	0	0	0
	7/1/2023 – 12/31/2023	0	0	0
	2024	0	0	0
Total	2022	172	168	-4
	2023	168	151	-17
	7/1/2023 – 12/31/2023	151	145	-6
	2024	145	125	-20

(1) The numbers in these Item 20 tables reflect information as of July 1, 2023, July 2, 2022, and July 3, 2021 as our prior fiscal years ended as of those dates. Following the Transaction described in Item 1, our fiscal year end currently is December 31. As a result, we have added a row to disclose information for the balance of calendar year 2023.

TABLE NUMBER 2

**Transfers of Outlets from Franchisee to New Owners (other than the Franchisor)
For Years 2022 to 2024**

State	Year	Number of Transfers
Alabama	2022	0
	2023	1
	7/1/2023 – 12/31/2023	0
	2024	0
Arkansas	2022	3
	2023	1
	7/1/2023 – 12/31/2023	0
	2024	0
Colorado	2022	0
	2023	0
	7/1/2023 – 12/31/2023	0
	2024	1