

Provision	Section in Franchise Agreement	Summary
u. Dispute resolution by arbitration or mediation	FA: 19.1	Most disputes must be resolved by arbitration.
v. Choice of forum	FA: 19.1	Subject to state law, currently, arbitration or lawsuit must be in the metropolitan area of district court where our principal place of business is located (currently, Georgia).
w. Choice of law	FA: 15.6 and 22.5	Subject to state law, Georgia law applies to all disputes except those related to the non-competition covenants, which will be governed by the laws of the state in which your Store is located.

## ITEM 18 PUBLIC FIGURES

We do not use any public figure to promote our franchises.

## 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 this disclosure document. Financial performance information that differs from that included in this Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlets 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 Item 19 presents information about the financial performance during Fiscal Year 2023 (the fiscal year ended December 31, 2023) of certain Traditional Franchises that were eligible franchises in Fiscal Year 2023. A "**Traditional Franchise**" is a Traditional Store that is operated by a franchisee. An "**eligible franchise**" is a franchise that reported sales in all 53 weeks of Fiscal Year 2023.

This Item 19 does not include data related to (i) Non-Traditional Stores; (ii) Co-Branded Stores; (iii) Traditional Franchises that were not eligible franchises in Fiscal Year 2024; (iv) affiliate-owned Stores; and (v) food trucks. The financial performance and operations of these excluded Stores can vary significantly from the performance and operations of the Traditional Franchises that are represented in this Item 19.

The table below include data for Traditional Stores with a drive-thru, Traditional Stores without a drive-thru, and all Traditional Stores.

**AVERAGE NET SALES BY QUARTILE  
FOR TRADITIONAL FRANCHISES  
FOR FISCAL YEAR 2024**

Quartiles	Average Net Sales	Number and Percentage of Stores Attaining or Exceeding Average Net Sales	Median Net Sales	Lowest Net Sales	Highest Net Sales
<b>Traditional Stores with a Drive-Thru</b>					
Top Quartile	\$1,175,487	3/8 (38%)	\$1,072,253	\$926,703	\$1,847,866
2 <sup>nd</sup> Quartile	\$693,415	4/8 (50%)	\$694,204	\$620,756	\$782,733
3 <sup>rd</sup> Quartile	\$483,585	4/8 (50%)	\$473,605	\$401,779	\$591,362
Bottom Quartile	\$333,583	4/8 (50%)	\$329,614	\$263,659	\$400,605
<b>Total</b>	<b>\$671,517</b>	<b>14/32 (44%)</b>	<b>\$606,059</b>	<b>\$263,659</b>	<b>\$1,847,866</b>
<b>Traditional Stores without a Drive-Thru</b>					
Top Quartile	\$1,037,125	49/120 (41%)	\$994,432	\$833,641	\$1,564,117
2 <sup>nd</sup> Quartile	\$731,758	57/120 (48%)	\$728,054	\$641,848	\$832,303
3 <sup>rd</sup> Quartile	\$579,297	57/119 (48%)	\$574,259	\$512,691	\$640,278
Bottom Quartile	\$411,845	69/120 (58%)	\$431,295	\$128,002	\$512,332
<b>Total</b>	<b>\$690,238</b>	<b>205/479 (43%)</b>	<b>\$641,848</b>	<b>\$128,002</b>	<b>\$1,564,117</b>
<b>All Traditional Stores</b>					
Top Quartile	\$1,045,773	52/128 (41%)	\$1,004,780	\$833,641	\$1,847,866
2 <sup>nd</sup> Quartile	\$729,514	60/128 (47%)	\$721,637	\$640,278	\$832,303
3 <sup>rd</sup> Quartile	\$576,206	61/127 (48%)	\$572,294	\$507,627	\$639,627
Bottom Quartile	\$403,886	67/128 (52%)	\$414,814	\$128,002	\$507,180
<b>Total</b>	<b>\$689,065</b>	<b>217/511 (42%)</b>	<b>\$640,278</b>	<b>\$128,002</b>	<b>\$1,847,866</b>

**NOTES TO TABLE:**

- As of December 29, 2024, there were 531 Traditional Franchises. Of those 531 locations, 511 (96.2%) Traditional Franchises are represented in this table. This table does not include (i) four Traditional Franchises that did not report sales in all 52 weeks of Fiscal Year 2024, (ii) eight single-branded Traditional Franchises that opened during Fiscal Year 2024, (iii) eight Traditional Franchises that were Co-Branded Stores (including two Co-Branded Stores that opened during Fiscal Year 2024); (iv) 195 Non-Traditional Stores; and (v) one food truck. This table also does not include 35 Traditional Franchises that permanently closed during Fiscal Year 2024, all of which had been open for at least 12 months prior to closing. No Traditional Franchises were reacquired by us in Fiscal Year 2024.

**NOTES TO ITEM 19:**

- Some Stores have sold or earned this amount. Your individual results may differ. There is no assurance that you'll sell or earn as much.**

2. "Net Sales" includes all revenues generated by a Store or conducted from or with respect to a Store, whether the sales are evidenced by cash, check, credit, charge, account, barter or exchange, but does not include (a) the initial sales or reloading of gift cards, (b) discounts, (c) the sale of food or merchandise for which refunds have been made in good faith to customers, (d) the discounted portion of employee meals, (e) sales, meals, use or excise tax imposed by a governmental authority directly on sales and collected from customers, provided that the amount for the tax is added to the selling price or absorbed therein and is actually paid by you to a governmental authority, (f) the sale of equipment used in the operation of the Store, or (g) tips. See Note 2 of Item 6 for a complete definition of "Net Sales."
3. These sales figures do not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from the Net Sales figures to obtain your net income or profit.
4. We calculated the figures in the tables in these financial performance representations using financial reports submitted by franchisees.
5. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.
6. We encourage you to consult with your own accounting, business, and legal advisors to assist you to prepare your budgets and projections, and to assess the likely or potential financial performance of your franchise. We also encourage you to contact existing franchisees to discuss their experiences with the system and their franchise business. Notwithstanding the information set forth in this financial performance representation, our existing franchisees are your best source of information about franchise operations.

Other than in this Item 19, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. 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 the Legal Department, Jamba Juice Franchisor SPV LLC, 5620 Glenridge Drive NE, Atlanta, Georgia 30342, 404-255-3250, the Federal Trade Commission, and the appropriate state regulatory agencies.

## **ITEM 20 OUTLETS AND FRANCHISE INFORMATION**

As noted in Item 1, Jamba Juice Express™ outlets have not been included in this Item 20, because they are not substantially similar to the Stores offered to prospective franchises under this Disclosure Document.