

PROVISION	SECTION IN AGREEMENT	SUMMARY
		representations we made in the Disclosure Document that we furnished to you. (subject to state law).
u. Dispute resolution by arbitration or mediation	Franchise Agreement: Section 15.A	We and you must arbitrate all disputes at a location in or within 50 miles of our or, as applicable, our successor's or assign's then current principal place of business (currently Plano, Texas) (subject to state law).
	Development Agreement: Section 13	We and you must arbitrate all disputes at a location in or within 50 miles of our or, as applicable, our successor's or assign's then current principal place of business (currently Plano, Texas) (subject to state law).
v. Choice of forum	Franchise Agreement: Section 15.D	You must sue us in the state where our or, as applicable, our successor's or assign's corporate headquarters are located (currently Plano, Texas) (subject to state law).
	Development Agreement: Section 13	You must sue us in the state where our or, as applicable, our successor's or assign's corporate headquarters are located (currently Plano, Texas) (subject to state law).
w. Choice of law	Franchise Agreement: Section 15.C	Texas law (subject to state law).
	Development Agreement: Section 13	Texas law (subject to state law).

ITEM 18
PUBLIC FIGURES

We do not use any public figure to promote the franchise. No public figure is involved in the actual management or control of us.

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.

As of the end of calendar year 2025, 39 franchised Shops were in operation, excluding the 3 licensed Dunn Brothers Coffee locations operating on a college campus, in a stadium, and in a convention center. For the purpose of this Item 19, we have excluded 13 Shops for the following reasons: (i) 1 Shop because it commenced initial operations during 2025, and therefore, it was not operational throughout calendar year 2025; and (ii) 12 Shops because they do not feature a drive-thru, and therefore, operate differently than a typical Shop for which we offer franchises under this Disclosure Document. The chart

below reflects the 2025 Gross Sales and certain related information for the remaining 26 franchised Shops that have a drive-thru and operated throughout the 2025 calendar year (the “Data Set”).

	Number of Shops	Average Gross Sales	Number/Percentage That Met or Exceeded the Average	Median Gross Sales	Highest Gross Sales	Lowest Gross Sales
1st Quartile	7	\$818,285	3 / 43%	\$727,146	\$1,104,217	\$672,524
2nd Quartile	6	\$607,837	2 / 33%	\$599,353	\$654,450	\$567,083
3rd Quartile	6	\$511,618	3 / 50%	\$518,868	\$554,017	\$449,081
4th Quartile	7	\$346,387	4 / 57%	\$357,710	\$423,732	\$229,928
All Qualifying Shops	26	\$571,901	12 / 46%	\$560,550	\$1,104,217	\$229,928

Notes:

1. “Gross Sales” means the aggregate regular advertised price of all products and services sold at, from, or in connection with the operation of the Shops in the data set, whether or not authorized by us (including any delivery, catering and/or any other off-site services), regardless of the manner in which the price was paid by the purchaser of such products or services (including payments by cash, check, credit or debit card, barter exchange, trade credit, or other credit transactions) and any other revenue derived from or attributed to the operation of the Shops, but excluding (1) all federal, state, or municipal sales, use, or service taxes collected from customers and paid to the appropriate taxing authority, (2) the amount of any documented refunds and credits given in good faith gives to the customers, and (3) the amount of any discounts from the advertised price that are given at the point of purchase and that are reasonable and, if applicable, are consistent with any discount policies that we may announce from time to time as part of the System Standards. Revenue from the purchase or redemption of gift certificates, gift cards, loyalty or similar programs is calculated as part of Gross Sales in accordance with our then-current guidelines for such programs. This is the definition used in the Franchise Agreement on which you will calculate royalties and certain other fees.
2. “Average Gross Sales” is the mathematical average of the Gross Sales of all Shops in the Data Set. Median Gross Sales is the middle data point.
3. All data presented above is based (i) on numbers rounded up to the nearest whole, and (ii) information that we derived from the franchisees’ point-of-sale system or information that the franchisees provided to us.

Some Shops have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.

Written substantiation of this information is available to you upon reasonable request.

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 Denise Fenton, Dunn Bros Franchising, LLC, 5412 W. Plano Pkwy., Suite 100, Plano, Texas 75093, (972) 467-8095, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Shops Summary
For Years 2023 to 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised ¹	2023	53	46	-7
	2024	49	41	-8
	2025	44	39	-5
Company-Owned	2023	3	3	0
	2024	3	4	1
	2025	4	4	0
Total Outlets	2023	56	49	-7
	2024	52	45	-7
	2025	48	43	-5

Table No. 2
Transfers of Shops From Franchisees to New Owners
(Other than to Franchisor)
For Years 2023 to 2025

State	Year	Number of Transfers
Minnesota	2023	1
	2024	3
	2025	1
Total	2023	1
	2024	3
	2025	1

¹ This excludes the 3 licensed Dunn Brothers Coffee locations operating on a college campus, in a stadium, and in a convention center.