

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 following information shows past financial performance and is not a projection of future performance.

Table 1: Adjusted Net Profit Statement for 2025 – Two Company Units

The following table shows certain sales and expense information for the two DonutNV trailers operated by our affiliate in 2025.

	2025	% of Total Revenue
Sales		
Event Revenue	\$296,660.66	92%
Gratuities	\$2,539.54	1%
Travel Fee	\$9,650.00	3%
Service Charge Fee	\$13,149.75	4%
Total Revenue	\$321,999.95	100.00%
Franchise Fees		
Brand Fund	\$4,800.00	1.5%
Royalty	\$18,000.00	5.6%
Tech Fee	\$7,200.00	2.2%
Total Franchise Fees	\$30,000.00	9.3%
Gross Sales	\$291,999.95	90.7%

Table 2: Events Conducted in 2025 – Two Company Units

The following table shows the number of events conducted by the affiliate-operated outlets in 2025, and sales per event.

Number of Events	164
Average Sales Per Event	\$1,808.91
# (%) Above Average	62 (37.8%)
Median Sales Per Event	\$1,267
Lowest Sales Event	\$188
Highest Sales Event	\$5,500

Notes to Tables 1 and 2:

1. There were two DonutNV outlets operated by our affiliate during 2025.
2. The following material financial and operational characteristics of the business described in Table 1 may reasonably be anticipated to differ materially from future franchise outlets: The outlets operate in Pennsylvania. They began operating under the “DonutNV” brand name in 2018. These outlets are primarily operated by a manager (rather than being owner-operated). They do not have a specific territorial boundary. They do not have any expense associated with a commissary (whereas your state or local laws may require you to have access to a commercial kitchen commissary).
3. In Table 1 and Table 2, “Sales” means total of all revenue in a period, not including discounts, taxes, voids, or refunds. It includes travel fees, service charge fees, and gratuities (other than gratuities paid in cash).
4. “Gross Sales” is Total Revenue minus Total Franchise Fees.
5. “Total Franchise Fees” are the Royalty Fee, Brand Fund Contribution, and Technology Fee that the business would have paid if it had signed the form of franchise agreement attached to this disclosure document and was in its first year of operation (reflecting a Royalty Fee of \$750 per month).

Table 3A: Sales By Franchisees in 2025 – Full year

This table shows sales information by DonutNV franchisees who reported sales information to us and who had at least 1 outlet open and operational for the full year in 2025.

<u>Franchisee/Unit⁽¹⁾</u>	<u>Sales⁽²⁾</u>
#1***	\$1,170,757.06
#2**	\$415,584.93
#3*	\$398,165.16
#4	\$392,191.45
#5**	\$355,048.00
#6**	\$340,907.35
#7	\$318,593.00
#8	\$308,016.33
#9	\$306,518.00
#10	\$267,032.68
#11**	\$256,372.53
#12	\$226,017.35
#13	\$224,888.84
#14*	\$215,310.00
#15	\$209,976.00
#16	\$203,725.00

#17	\$195,424.19
#18	\$189,889.40
#19	\$180,300.56
#20	\$162,722.00
#21	\$159,315.00
#22	\$157,825.07
#23	\$156,514.00
#24	\$153,946.16
#25	\$153,857.42
#26	\$145,541.83
#27	\$145,219.00
#28	\$143,133.36
#29	\$143,103.99
#30	\$142,239.62
#31	\$140,520.00
#32	\$123,360.00
#33	\$117,830.00
#34	\$117,000.47
#35	\$114,998.08
#36	\$112,147.00
#37	\$109,025.00
#38	\$108,637.32
#39	\$105,680.00
#40	\$103,048.00
#41	\$101,813.40
#42	\$98,281.73
#43	\$96,675.00
#44*	\$96,651.36
#45	\$91,872.86
#46	\$88,837.99
#47	\$88,720.00
#48	\$88,194.00
#49	\$84,322.00
#50	\$78,632.00
#51	\$76,729.74
#52	\$70,005.75
#53	\$63,900.00

#54	\$61,959.85
#55	\$60,648.00
#56	\$50,623.97
#57	\$50,401.03
#58	\$50,061.30
#59	\$48,509.00
#60	\$48,459.48
#61	\$48,458.00
#62	\$47,387.72
#63	\$46,180.69
#64	\$44,410.00
#65	\$41,590.00
#66	\$39,095.00
#67	\$30,550.00

Notes to Table 3A:

1. In 2025, there were 67 DonutNV Franchisees who reported sales information to us in 2025 and who operated at least one outlet for one full year.
2. “Sales” means total of all sales in a period as reported to us by the franchisees.
3. We have excluded the results of Franchisees who did not report sales, were not open for a full year, and who were operating below brand standards.
- * This Franchisee had two (2) Franchised Business’s operational for one full year in 2025.
- ** This Franchisee had three (3) Franchised Business’s operational for one full year.
- *** This Franchisee had four (4) Franchised Business’s operational for one full year.

Table 4A: Franchise Product Cost

The table represents the costs of essential products required for franchisees to operate their business as of the Issuance date of this Franchise Disclosure Document.

<u>Product</u>	<u>Price</u>	<u>Quantity/Optimal Output</u>
Donut Mix (2 x 20 lb. bags per order - 40 lb. total)	\$106.50	2,300 donuts
Donut Mix Pallet (Pallet order - 100 x 20 lb. bags per skid)	\$4,300.00	115,000 donuts

Donut Bags - Case	\$290.00	4000/case
Donut Boxes - Case	\$232.00	400/case
Donut Buckets - Case	\$247.00	160/case
Paper Cups with Lids - 16 oz	\$145.00	1000/case
Plastic Cups with Lids - 16 oz	\$225.00	1000/case
Plastic Cups with Lids - 32 oz	\$172.50	500/case
Hot Cups with Lids - 12 oz	\$108.50	500/case
NVous Morsel Toppings – Single 4 lb. Bag	\$11.00 - \$33.50	32 servings/bag
NVous Morsel Toppings – 24 4 lb. Bags	\$279.00 - \$747.72	768 servings/24 bags
NVous Morsel Toppings – 25 lb. bucket	\$178.00 - \$187.00	200 servings/bucket
NVous Morsel Toppings – 25 lb. bag	\$173.50 - \$182.50	160 servings/bag

Notes to Table 4A:

- (1) Prices listed are current as of FDD issuance and are subject to change. Shipping costs are not included in the above table.
- (2) DonutNV offers a subscribe and save program with additional discounts when purchasing for multiple months at checkout. These discounts vary by product and currently range from 2%-7% based on quantity ordered and delivery frequency chosen. Savings percentages are subject to change.
- (3) Products listed above are core proprietary product required for operations. Additional products are needed for production including but not limited to water, ice, fresh produce, sugar, straws and napkins.

Table 4B: Suggested Retail Price of Franchise Products

<u>Suggested Retail</u>	<u>Suggested Price</u>
Small Bag of 6-7 Mini Donuts	\$5.00 - \$10.00
Large Bag of 12-13 Mini Donuts	\$7.00 - \$12.00
Box of 24 Mini Donuts	\$15.00 - \$25.00

Bucket of 40 Mini Donuts	\$20.00 - \$45.00
Fresh Squeezed Lemonade – 16 oz	\$4.00 - \$9.00
Fresh Squeezed Lemonade – 32 oz	\$5.00 - \$10.00

Notes to Table 4B:

- (1) The suggested retail prices of retail products represent the price Franchisees charged for our products during operation of their Franchised Business in 2025.

Some outlets have sold and earned these amounts. Your individual results may differ. There is no assurance that you'll sell or earn as much.

Written substantiation of the information contained in this Item 19 will be made available to prospective franchisees upon reasonable request.

Other than the preceding financial performance representation, DonutNV Franchising Inc. 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 Kristen Seitz, 431 Citrus Tower Blvd, Suite 103, Clermont, FL, 34711 and DonutNV, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20 OUTLETS AND FRANCHISEE INFORMATION

Table 1
Systemwide Outlet Summary
For years 2023 to 2025

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	2023	16	98	+82
	2024	98	142	+44
	2025	142	141	-1
Company-Owned	2023	1	1	0
	2024	1	2	+1
	2025	2	3	+1