The Numbers Behind the Brand

Straight from our 2026 FDD — not projections.

$934,959

Average Unit Volume — Traditional Stores, FY2025

46.8% of stores performed at or above average

$926,493

Average Unit Volume — All Franchised Stores, FY2025

47.4% of stores performed at or above average

0 Terminations
0 Franchiser Re-acquisitions

Three consecutive fiscal years running (2023–2025), system-wide.

100% Franchisee-owned

Following our 2025 re-franchising initiative, every company-owned location was sold to an existing franchisee.

15 New locations projected

Projected new franchise openings, FY2026 — plus **7 signed agreements** not yet opened.

Figures derived from Items 19 and 20 of the Yogurtland 2026 Franchise Disclosure Document (fiscal year 2025 data). Some outlets have sold this amount; individual results may vary. There is no assurance you'll sell as much. See the FDD for material assumptions, definitions, and current information.

IN THEIR WORDS

What Our Franchisees Say

Paul Gill, Franchisee

"Yogurtland is just a happy place — very in tune with its customers, which keeps them returning with its rewards program, rotating flavors, and social media presence."

Harman Thind, Franchisee

"The ease of operations and product quality is what attracts me to Yogurtland as a franchisee."

Simon Nahigian, Franchisee

"The product, people, and operational model at Yogurtland are without a doubt best in class. What I value most, though, are the values embedded in the company—love, hope, and joy! Those values truly come through in the way Yogurtland supports its franchisees."

Armine Nahigian, Franchisee

"Getting to develop and mentor my staff while building their leadership skills is one of the most rewarding parts of being a Yogurtland owner. Being part of a company, whose values align so closely with how I want to lead my team makes the experience even more meaningful!"

Yogurtland is a popular, globally recognized, and trusted frozen yogurt chain and we believe that there are significant growth opportunities for the brand and future franchisees. Our franchisees are key to our continued success as we keep expanding globally, and it is our top priority to support them and drive profitable growth in both existing and new markets.

- Phillip Chang, Founder & CEO, Yogurtland

Measuring Success, **One Ounce at a Time.**

Scan to explore territories, economics, and next steps.
yogurtland.com/franchise

Franchise Development Team
development@yogurtland.com

MULTI-UNIT FRANCHISE OPPORTUNITY

Two decades. One category. **Built for operators.**

We pioneered self-serve frozen yogurt in 2006 — and we're still the brand that defines it. Founder-led, franchisee focused, and growing.

NO ARTIFICIAL COLORS

VEGAN

GLUTEN FREE

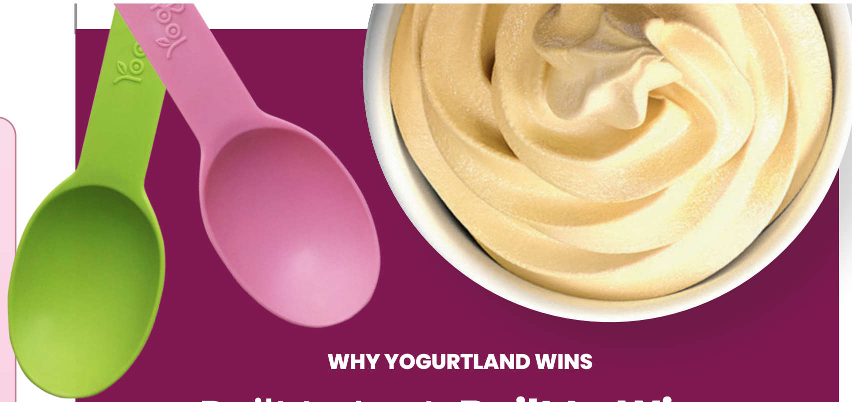
DAIRY FREE

REAL CALIFORNIA MILK — Look for the Seal

LIVE & ACTIVE CULTURES

NO SUGAR+ ADDED

Franchise Opportunities Available



DOMESTIC DEVELOPMENT

Who We're Looking For

3 Store Minimum
EXPERIENCED MULTI-UNIT DEVELOPERS

$400K
LIQUID ASSETS REQUIRED

$1M
NET WORTH REQUIRED

1,000–1,400 SF
FLEXIBLE FOOTPRINT, OPTIMIZED STORE DESIGN

The Path to Opening

1. Introductory Call With Sales Manager
2. Receive and Sign The Franchise Disclosure Document
3. Virtual Brand Presentation
4. FDD Review Meeting(s)
5. Submit Application
6. Due Diligence
7. Pro Forma P&L and Business Plan Submission
8. Development Territory Assessment & Selection
9. Discovery Day
10. Execute Area Development Agreement

WHY YOGURTLAND WINS

Built to Last. **Built to Win.**

Founded in California in 2006 by Phillip & Michelle Chang —an international brand, still founder-led two decades later.

Category Creator, Founder-Led
Two decades leading the segment we invented — under the same ownership and vision that built it.

Vertical Dairy Integration
All yogurt comes from our own dairy — quality and supply chain we control end to end.

Operator Economics
A self-serve model that reduces reliance on labor, paired with cost-of-goods discipline, supports a lean, efficient prime cost structure.

Flavor Innovation & Healthy Halo
A rotating flavor lineup — including no-sugar-added options — created by real food scientists for today's health-conscious guest.

Marketing Partnerships
Strategic partnerships and pop-culture collaborations keep the brand culturally relevant across every generation of guest.

A Third Space for Everyone
A comprehensive loyalty program and broad line distribution make Yogurtland a gathering place for every age, every group, every occasion.

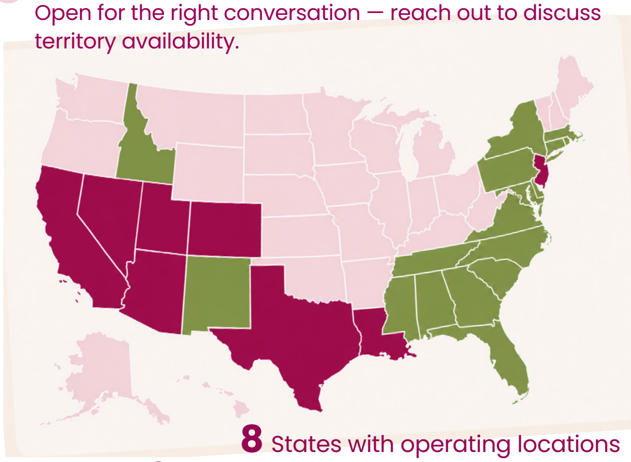
GLOBAL FOOTPRINT

Where We Operate. **Where We're Growing Next.**

Existing Territory
California, Texas, Colorado, Nevada, Louisiana, Arizona, New Jersey & Utah — operating today, with continued development opportunity in most of these markets.

Priority Growth Markets
The Southeast, Mid-Atlantic and Idaho state — open, undeveloped territory for the right multi-unit operator.

Additional U.S. Markets
Open for the right conversation — reach out to discuss territory availability.



8 States with operating locations

12+ States identified for greenfield growth

Expanding Beyond the U.S.
Yogurtland already operates internationally, with active development interest across additional warm-weather markets worldwide.
Global inquiries welcome.
Operating in UAE and Oman.

*See Yogurtland's current Franchise Disclosure Document ("FDD") for complete details regarding initial investment, fees, financial performance representations, development requirements and other terms. Financial performance information is based on Item 19 of the FDD. Individual results may vary.