

Provision	Section in Franchise or Other Agreement	Summary
w. Choice of law	§ 18.8	Florida (subject to applicable state law).

**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 Center or under particular circumstances.

The financial performance representation information in this Item 19 includes certain historical financial performance information relating to our Centers’ operation in calendar year 2025. We obtained 100% of the Net Sales data for the Centers listed in the tables below and the other financial performance representations included in this Item 19 from monthly sales reported to us by the Centers. The monthly sales reports have not been audited by certified public accountants nor have we sought to independently verify their accuracy for purposes of the financial performance representations. Not all Centers properly reported sales in 2025.

Affiliate Net Sales & Cost of Goods Sold Study

In our Affiliate Net Sales & Cost of Goods Sold (“COGS”) Study, we disclose the Net Sales & COGS in 2025 for our affiliate in the United States. The affiliate’s operations are not materially different from those of a Black Optix Tint franchisee, except the affiliate has been in business longer than any franchisee. The affiliate’s Center has been operating for 18 years.

Category	Amount
Net Sales	\$1,101,774
Cost of Goods Sold	23.9%

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Franchisee Net Sales Study - Top & Bottom Locations

In our Franchisee Net Sales Study, we disclose the highest and lowest Net Sales of our franchise owners in calendar year 2025. The representations below are a historic representation for all franchisees located in the United States which have been open for one year or more as of December 31, 2025, and which properly reported their sales for each of the twelve (12) months in 2025.

Tier	Net Sales	Years Open
Highest	\$1,062,596	1.92
Lowest	\$99,981	1.71

Of the 29 franchise Centers that were open in 2025, seventeen (17) were included in the Franchisee Net Sales Study, while seven (7) were excluded for not being open for one (1) full year, and five (5) were excluded for not reporting their sales for each of the twelve (12) months. On average, the franchise owners in the financial performance representation above have been operating for 1.89 years.

Notes:

1. The foregoing data are historic financial performance representations. They are not projections of future performance.
2. “Net Sales” means the total revenue derived from the sale of goods or services less sales tax, discounts, tips, and returns.
3. “Cost of Goods Sold” means all the product and inventory used to provide the services and generate the sales.
4. **Some outlets have sold and earned this amount. Your individual results may differ. There is no assurance that you’ll sell or earn as much.**
5. Written substantiation of the information contained in this Item 19 will be made available to prospective franchisees upon reasonable request.

Except as set forth 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 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 Mark D. Nichols, General Counsel, 2121 Vista Parkway, West Palm Beach, Florida 33411, and (561) 640-5570, the Federal Trade Commission, and the appropriate state regulatory agencies.

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Item 20
OUTLETS AND FRANCHISEE INFORMATION

Table 1
Systemwide Outlet 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	2023	0	8	8
	2024	8	22	14
	2025	22	29	7
Company-Owned	2023	5	2	-3
	2024	2	1	-1
	2025	1	1	0
Total	2023	5	10	5
	2024	10	23	13
	2025	23	30	7

* Please note that all Franchise Agreements executed before August 13, 2025 were entered into by our predecessor, BOTF. On July 18, 2025, all of BOTF's Franchise Agreements were assigned to BOT.

** All numbers are as of December 31, 2023, 2024, and 2025.

Table 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)*
For Years 2023 to 2025**

State	Year	Number of Transfers
Florida	2023	0
	2024	0
	2025	1
Virginia	2023	0
	2024	0
	2025	2
Total	2023	0
	2024	0
	2025	3

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