

The Franchise Agreement and Development Agreement provide for termination upon bankruptcy. This provision might not be enforceable under federal bankruptcy law (11 U.S.C.A. Sections 101 *et. seq.*).

Item 18 PUBLIC FIGURES

As noted in Item 1, Stanley Pearle, O.D., was the founder of Pearle Vision, and his name and physical appearance are known to many members of the public. Unfortunately, Dr. Pearle passed away in October 2011. However, we continue to use his name and image in promoting the Pearle Vision brand name and the sale of our franchises and honor his consulting agreement. Dr. Pearle no longer has any ownership interest in us, and waived all claims to additional compensation (beyond his consulting fees) regarding the use of his name and image. All use of his name and likeness are subject to brand approval.

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 this 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.

Tables 1-3 below are based on unaudited balance sheets and statements of operations/income statements and monthly reports ("*MFRs*") submitted to us by current franchisees using our full service operating model. That is the same type of franchise as is being offered to you. We are not offering any other type of franchise. The full service operating model includes an integrated supply chain and point-of-sale system that includes Frame Board Management, Lab Service Management, Lens Management and financial reporting. It allows franchisees to simplify the retail side of their business, leverage centralized purchasing power and focus on caring for patients. The unaudited balance sheets and statements of operations/income statements on which Tables 1-3 are based are referred to in this Item 19 as the "Full Service Operating Model Unaudited Financial Statements."

For 2025, we have included information for 364 EyeCare Centers using our full service operating platform. No Company-Owned EyeCare Centers are included. These EyeCare Centers have at least one year of operating results and have submitted Full Service Operating Model Unaudited Financial Statements and MFRs for the last fiscal year. Other EyeCare Centers were not included in this information because they: (a) are not using the full service operating platform (5), (b) have less than 1 year of operating results (20), (c) did not submit their fourth quarter operating results in a timely manner (23), (d) do not have four quarters of operating results submitted from Q4 2024 through Q3 2025 (29), or (e) are located in Canada (14).

We may review the Full Service Operating Model Unaudited Financial Statements and MFRs periodically and we believe the Full Service Operating Model Unaudited Financial Statements accurately reflect the operations at such EyeCare Centers. All monetary amounts are in thousands (000s).

The EyeCare Centers reported in Tables 1A and 1B are owned by an optometrist or ophthalmologist.

Table 1A – Summary of Table 1B

	ALL REPORTING OD OWNER EYECARE CENTERS						
	Average	Median		1ST QUARTILE	2ND QUARTILE	3RD QUARTILE	4TH QUARTILE
Number of Stores Reporting	169	169		42	42	43	42
REVENUE							
Net Retail Revenue	1051	922		1797	1149	791	475
Net Exam Revenue	386	298		769	384	251	143
Net Total Revenue	1437	1220		2566	1533	1041	618
Cost of Goods Sold (\$)	417	376		714	452	318	187
Cost of Goods Sold (%)	29%	31%		28%	30%	31%	30%
Gross Margin (\$)	1020	844		1852	1080	723	431
Gross Margin (%)	71%	69%		72%	70%	69%	70%
Retail Dispensing Margin (\$)	634	546		1083	697	472	289
Retail Dispensing Margin (%)	60%	59%		60%	61%	60%	61%
EXPENSES							
Payroll	431	338		820	428	293	184
Occupancy	113	104		148	109	109	86
Royalty & Advertising	150	132		260	165	112	65
Other Expenses	104	86		177	108	69	61
Total Expenses	797	660		1406	809	583	395
EBITDA	223	184		446	272	140	36
EBITDA%	15.5%	15.1%		17.4%	17.7%	13.4%	5.8%

Table 1B -- Selected Historical Results
All Reporting OD Owned EyeCare Centers for Fiscal Year Ended December 31, 2025

ALL REPORTING OD OWNER EYECARE CENTERS						
	Average		1ST QUARTILE	2ND QUARTILE	3RD QUARTILE	4TH QUARTILE
Number of Stores Reporting	169		42	42	43	42
RETAIL REVENUE						
Average	\$	1051	1797	1149	791	475
Stores Above Average	Qty	71	15	19	22	22
	%	42%	36%	45%	51%	52%
Median	\$	922	1692	1132	792	488
Range	Highest	3660	3660	1631	985	818
	Lowest	169	1195	834	559	169
EXAM REVENUE						
Average	\$	386	769	384	251	143
Stores Above Average	Qty	64	19	20	19	23
	%	38%	45%	48%	44%	55%
Median	\$	298	718	384	245	152
Range	Highest	2245	2245	708	477	398
	Lowest	0	262	0	0	0
TOTAL REVENUE						
Average	\$	1437	2566	1533	1041	618
Stores Above Average	Qty	71	16	19	20	23
	%	42%	38%	45%	47%	55%
Median	\$	1220	2410	1516	1037	640
Range	Highest	5905	5905	1851	1260	818
	Lowest	232	1853	1268	854	232
COST OF GOODS SOLD AND MARGINS						
Cost of Goods Sold	Average \$	417	714	452	318	187
	Average %	29.0%	27.8%	29.5%	30.6%	30.2%
	Median \$	376	635	430	318	180
Gross Margin	Average \$	1020	1852	1080	723	431
	Average %	71.0%	72.2%	70.5%	69.4%	69.8%
	Median \$	844	1775	1085	719	460
Dispensing Margin	Average \$	634	1083	697	472	289
	Average %	60.3%	60.3%	60.6%	59.8%	60.7%
	Median \$	546	1057	702	473	308
EXPENSES						
Payroll	Average \$	431	820	428	293	184
	Average %	30.0%	32.0%	27.9%	28.2%	29.7%
	Median \$	338	734	397	278	187
Occupancy	Average \$	113	148	109	109	86
	Average %	7.9%	5.8%	7.1%	10.5%	13.9%
	Median \$	104	129	95	107	83
Royalty & Advertising	Average \$	150	260	165	112	65
	Average %	10.4%	10.2%	10.7%	10.7%	10.5%
	Median \$	132	246	162	116	69
Other Expenses	Average \$	104	177	108	69	61
	Average %	7.2%	6.9%	7.0%	6.6%	9.9%
	Median \$	86	175	112	67	59
Depreciation & Amortization	Average \$	27	41	39	13	17
	Average %	1.9%	1.6%	2.6%	1.2%	2.7%
	Median \$	13	22	22	6	5
Interest Expenses	Average \$	9	14	12	6	6
	Average %	0.7%	0.6%	0.8%	0.6%	0.9%
	Median \$	2	11	1	0	0
INCOME						
EBITDA	Average \$	223	446	272	140	36
	Average %	15.5%	17.4%	17.7%	13.4%	5.8%
	Median \$	184	490	320	151	63

The EyeCare Centers reported in Tables 2A and 2B are owned by an optician or investor who subleases space to an optometrist or ophthalmologist.

Table 2A – Summary of Table 2B

ALL REPORTING SUBLEASE EYECARE CENTERS						
	Average	Median	1ST QUARTILE	2ND QUARTILE	3RD QUARTILE	4TH QUARTILE
Number of Stores Reporting	64	64	16	16	16	16
REVENUE						
Net Retail Revenue	1020	897	1833	1107	736	406
Net Exam Revenue	0	0	0	0	0	0
Net Total Revenue	1020	897	1833	1107	736	406
Cost of Goods Sold (\$)	374	324	679	391	265	159
Cost of Goods Sold (%)	37%	36%	37%	35%	36%	39%
Gross Margin (\$)	647	574	1153	716	471	247
Gross Margin (%)	63%	64%	63%	65%	64%	61%
Retail Dispensing Margin (\$)	647	574	1153	716	471	247
Retail Dispensing Margin (%)	63%	64%	63%	65%	64%	61%
EXPENSES						
Payroll	238	190	395	301	165	92
Occupancy	97	97	83	117	91	96
Royalty & Advertising	146	123	268	150	110	57
Other Expenses	45	40	74	58	23	26
Total Expenses	526	451	819	626	389	272
EBITDA	120	123	334	90	82	-25
EBITDA%	11.8%	13.7%	18.2%	8.1%	11.1%	-6.2%

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Table 2B -- Selected Historical Results
All Reporting Non-OD Subleased EyeCare Centers for Fiscal Year Ended December 31, 2025

ALL REPORTING SUBLEASE EYECARE CENTERS						
	Average		1ST QUARTILE	2ND QUARTILE	3RD QUARTILE	4TH QUARTILE
Number of Stores Reporting	64		16	16	16	16
RETAIL REVENUE						
Average	\$	1020	1833	1107	736	406
Stores Above Average	Qty	28	7	8	8	11
	%	44%	44%	50%	50%	69%
Median	\$	897	1653	1120	738	449
Range	Highest	2949	2949	1283	851	592
	Lowest	127	1328	944	600	127
EXAM REVENUE						
Average	\$	0	0	0	0	0
Stores Above Average	Qty	0	0	0	0	0
	%	0%	0%	0%	0%	0%
Median	\$	0	0	0	0	0
Range	Highest	0	0	0	0	0
	Lowest	0	\$0	\$0	\$0	\$0
TOTAL REVENUE						
Average	\$	1020	1833	1107	736	406
Stores Above Average	Qty	28	7	8	8	11
	%	44%	44%	50%	50%	69%
Median	\$	897	1653	1120	738	449
Range	Highest	2949	2949	1283	851	592
	Lowest	127	1328	944	600	127
COST OF GOODS SOLD AND MARGINS						
Cost of Goods Sold	Average \$	374	679	391	265	159
	Average %	36.6%	37.1%	35.4%	36.1%	39.2%
	Median \$	324	671	393	261	174
Gross Margin	Average \$	647	1153	716	471	247
	Average %	63.4%	62.9%	64.6%	63.9%	60.8%
	Median \$	574	982	727	477	275
Dispensing Margin	Average \$	647	1153	716	471	247
	Average %	63.4%	62.9%	64.6%	63.9%	60.8%
	Median \$	574	982	727	477	275
EXPENSES						
Payroll	Average \$	238	395	301	165	92
	Average %	23.3%	21.5%	27.1%	22.4%	22.6%
	Median \$	190	382	305	150	97
Occupancy	Average \$	97	83	117	91	96
	Average %	9.5%	4.5%	10.6%	12.4%	23.8%
	Median \$	97	103	112	87	95
Royalty & Advertising	Average \$	146	268	150	110	57
	Average %	14.3%	14.6%	13.6%	14.9%	14.2%
	Median \$	123	227	151	109	64
Other Expenses	Average \$	45	74	58	23	26
	Average %	4.4%	4.0%	5.2%	3.2%	6.4%
	Median \$	40	69	56	26	26
Depreciation & Amortization	Average \$	11	10	7	14	12
	Average %	1.1%	0.6%	0.7%	1.9%	3.0%
	Median \$	0	1	0	0	0
Interest Expenses	Average \$	6	6	5	6	7
	Average %	0.6%	0.3%	0.5%	0.9%	1.8%
	Median \$	0	1	0	0	2
INCOME						
EBITDA	Average \$	120	334	90	82	-25
	Average %	11.8%	18.2%	8.1%	11.1%	-6.2%
	Median \$	123	201	103	104	-7

The EyeCare Centers reported in Tables 3A and 3B are owned by an optometrist, ophthalmologist, optician or investor that employs the optometrist or ophthalmologist.

Table 3A – Summary of Table 3B

ALL REPORTING EMPLOYED EYECARE CENTERS						
Average	Median	1ST QUARTILE	2ND QUARTILE	3RD QUARTILE	4TH QUARTILE	
Number of Stores Reporting	131	131	32	33	33	33
REVENUE						
Net Retail Revenue	1030	889	1903	1081	732	430
Net Exam Revenue	306	235	556	318	225	132
Net Total Revenue	1336	1124	2459	1398	957	562
Cost of Goods Sold (\$)	376	335	666	398	287	164
Cost of Goods Sold (%)	28%	30%	27%	28%	30%	29%
Gross Margin (\$)	959	789	1793	1000	671	398
Gross Margin (%)	72%	70%	73%	72%	70%	71%
Retail Dispensing Margin (\$)	654	554	1238	683	445	266
Retail Dispensing Margin (%)	63%	62%	65%	63%	61%	62%
EXPENSES						
Payroll	394	322	690	410	305	180
Occupancy	131	119	179	140	116	89
Royalty & Advertising	145	125	265	157	106	58
Other Expenses	70	45	144	68	44	28
Total Expenses	740	612	1277	775	570	354
EBITDA	219	178	516	225	100	44
EBITDA%	16.4%	15.8%	21.0%	16.1%	10.5%	7.8%

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Table 3B -- Selected Historical Results
All Reporting Non-OD Employed EyeCare Centers for Fiscal Year Ended December 31, 2025

ALL REPORTING EMPLOYED EYECARE CENTERS						
	Average		1ST QUARTILE	2ND QUARTILE	3RD QUARTILE	4TH QUARTILE
Number of Stores Reporting	131		32	33	33	33
RETAIL REVENUE						
Average	\$	1030	1903	1081	732	430
Stores Above Average	Qty	52	10	16	16	18
	%	40%	31%	48%	48%	55%
Median	\$	889	1550	1074	728	467
Range	Highest	5672	5672	1443	1033	628
	Lowest	72	1141	835	554	72
EXAM REVENUE						
Average	\$	306	556	318	225	132
Stores Above Average	Qty	46	10	15	17	19
	%	35%	31%	45%	52%	58%
Median	\$	235	458	312	227	138
Range	Highest	1750	1750	545	394	222
	Lowest	36	\$184	\$141	\$60	\$36
TOTAL REVENUE						
Average	\$	1336	2459	1398	957	562
Stores Above Average	Qty	53	10	15	16	17
	%	40%	31%	45%	48%	52%
Median	\$	1124	2007	1385	955	604
Range	Highest	6938	6938	1647	1146	780
	Lowest	119	1648	1174	783	119
COST OF GOODS SOLD AND MARGINS						
Cost of Goods Sold	Average \$	376	666	398	287	164
	Average %	28.2%	27.1%	28.4%	30.0%	29.2%
	Median \$	335	575	396	287	178
Gross Margin	Average \$	959	1793	1000	671	398
	Average %	71.8%	72.9%	71.6%	70.0%	70.8%
	Median \$	789	1433	989	667	426
Dispensing Margin	Average \$	654	1238	683	445	266
	Average %	63.5%	65.0%	63.2%	60.8%	61.8%
	Median \$	554	975	677	441	289
EXPENSES						
Payroll	Average \$	394	690	410	305	180
	Average %	29.5%	28.0%	29.3%	31.9%	32.0%
	Median \$	322	597	398	296	179
Occupancy	Average \$	131	179	140	116	89
	Average %	9.8%	7.3%	10.0%	12.1%	15.8%
	Median \$	119	178	139	99	93
Royalty & Advertising	Average \$	145	265	157	106	58
	Average %	10.9%	10.8%	11.2%	11.0%	10.2%
	Median \$	125	222	155	106	59
Other Expenses	Average \$	70	144	68	44	28
	Average %	5.3%	5.9%	4.9%	4.5%	4.9%
	Median \$	45	110	56	35	24
Depreciation & Amortization	Average \$	28	54	19	16	24
	Average %	2.1%	2.2%	1.3%	1.7%	4.3%
	Median \$	13	16	11	14	7
Interest Expenses	Average \$	6	7	8	3	5
	Average %	0.4%	0.3%	0.6%	0.3%	0.8%
	Median \$	0	0	0	0	0
INCOME						
EBITDA	Average \$	219	516	225	100	44
	Average %	16.4%	21.0%	16.1%	10.5%	7.8%
	Median \$	178	326	241	132	71

1. “**Net Retail Revenue**” means net income from sales of prescription and non-prescription eyeglasses, contact lenses, optical goods and services, after all discounts.
2. “**Net Exam Revenue**” means net income from optometric professionals working in the store or in adjoining premises.
3. “**Net Total Revenue**” means net income from sales of prescription and non-prescription eyeglasses, contact lenses, optical goods and services, after all discounts (“**Net Retail Revenue**”) plus net income from optometric professionals working in the store or in adjoining premises.
4. “**Cost of Goods Sold**” means material cost related to prescription and non-prescription eyeglasses, contact lenses, and optical goods, which includes freight-in, less purchase discounts. Additionally, this category includes non-owner lab labor, outside lab services, and lease/repair of lab equipment.
5. “**Gross Margin**” means Net Total Revenue less Cost of Goods Sold.
6. “**Retail Disp. Margin**” means Net Retail Revenue less Cost of Goods Sold.
7. “**Payroll**” includes salaries, wage, bonuses, and commissions for the owner along with any non-owner OD. The category also includes all other employee salary, wages, bonuses, and commissions. All payroll taxes and benefits were included as well.
8. “**Occupancy**” includes the base and percent rent according to franchisee’s lease arrangement; property taxes; depreciation; repairs and maintenance; utilities; other common area maintenance expenditures. Occupancy charges could be offset by income related to the sub-lease of space.
9. “**Royalty & Advertising Fees**” are 7% of net dispensing sales and national and local advertising fees are 6% and 2% (respectively) of net dispensing sales except for EyeCare Centers developed pursuant to a Development Agreement. We do not collect royalties on Professional Fee Revenues.
10. “**Other Expenses**” represent other store expenses that are not captured in another category. Examples include, but are not limited to, professional services (CPA, legal, payroll services, etc); interest expense; office supplies; travel & entertainment; communications; and store visuals.
11. “**EBITDA**” represents earnings before deductions for interest, taxes, depreciation, and amortization expenses.

We provided the same products, services, training, and support to all of the EyeCare Centers included in Tables 1–3 above that we will provide to you. The EyeCare Centers included offered substantially the same products and services to the public, except that some EyeCare Centers contained a surfacing lab, which enables a Franchisee to produce most eyewear in approximately one hour. We do not require you to be an optometrist in order to obtain a franchise. However, if you are an optometrist or operate in a state that allows a layperson to employ an optometrist, you will earn professional fee revenues in addition to Net Retail Sales, which may affect your Owner Income.

Some outlets have earned these amounts. Your individual results may differ. There is no assurance that you will earn as much.

We encourage you to review this material with your attorney or accountant. Written substantiation for the financial performance representation will be made available to you upon reasonable request. We do not provide any historical operating data for our company-operated EyeCare Centers.

Except for the information in this Item 19, we do not make any representations about a Franchisee’s future financial performance or the past financial performance of Pearle Vision EyeCare Centers. We also do not authorize our employees or representatives to make any representations either orally or in writing, except as contained in this Item 19. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting [Amanda](#) Green, Head of Legal, Franchise, EssilorLuxottica, 23824 Highway 59 North, Kingwood, Texas 77339, telephone number (281) 318-7828, Email amanda.green@essilorusa.com; the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20
OUTLETS AND FRANCHISEE INFORMATION

For purposes of this Item 20, “*Franchised*” represents all EyeCare Centers and “*Company-Owned*” represents all Company EyeCare Centers.

Table No. 1
System-wide Outlet Summary
for Years 2023 through 2025

Column 1	Column 2	Column 3	Column 4	Column 5
Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchise Owned	2023	452	445	-7
	2024	445	441	-4
	2025	441	424	-17
Company Owned	2023	62	61	-1
	2024	61	59	-2
	2025	59	60	1
Total Outlets	2023	514	506	-8
	2024	506	500	-6
	2025	500	484	-16