

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.

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64 franchisees are included in this financial performance representation. Our one affiliate-owned outlet was not included.

As of December 31, 2025, the Franchisor had 84 signed The Glass Guru franchisees. Not included in this financial performance representation are 20 franchisees. Of the 20 franchisees, 11 had signed a franchise agreement but had not yet opened as of December 31, 2025 and 9 opened during the calendar year 2025 but had not operated for 12 full months as of December 31, 2025

We also did not include any data on franchisees who were in operation during the calendar year 25 but whose franchises were terminated or they ceased operating prior to December 31, 2025.

Using the same criteria above for inclusion in this Item 19, the data for the year ended December 31, 2024, includes 66 outlets that were in business for 12 months or more and had 12 full months of reported Sales data for calendar year 2024.

For this Item 19, "Sales" means total payments received from whatever source (whether in the form of cash, credit, agreements to pay, barter, trade credits, good will or other consideration) that arise, directly or indirectly, from or in connection with the operation of your franchise, including but not limited to:

- a. the sale of goods and/or services offered by or through the franchise.
- b. the sale of goods and/or services by you or a third-party selling products and/or services on your behalf that are sold or that are required to be sold under the terms of the Franchise Agreement, no matter from what location or business the income is generated;
- c. the proceeds from any business interruption insurance and/or damages or settlement amounts received to compensate you for lost revenue of the franchise; and
- d. any revenue generated from commissions, rebates, or affiliated programs.

All of the franchised outlets for which Sales are reported are operated by franchisees. Franchisor did not operate any of the businesses. All of the locations reflected in the report are comparable to franchised outlets offered in this disclosure document and offered substantially the same services to the public. In addition, all of the information in this report was derived from franchise reported data for a full 52 week period covering the 2025 calendar year.

CHART 1 ANNUAL SALES LEVELS

The chart below shows Annual Sales figures derived from payments received reported by all qualifying franchised outlets during 2025 and 2024, respectively. These figures are separated into groups that include Average (mean) Sales, Middle (median) Sales, Highest Sales, and Lowest Sales. The chart also reflects the number of franchised outlets that exceeded the Annual Sales value for each group, as well as the Annual Sales variance between 2025 and 2024 for each group.

Measure	2025 Annual Sales	Franchised Outlets Met or Exceeded Value	2024 Annual Sales	Franchised Outlets Met or Exceeded Value	2025 vs. 2024	Explanation
Sales Average Mean	\$694,661	28	\$740,050	27	-\$45,389	Shows total of reported annual sales \$ (received payments) for all qualifying franchise outlets, divided by the total number (count) of all qualifying franchise outlets. A total of 28 franchised outlets met or exceeded this percentile value in 2025 and 27 in 2024 respectively.
Sales Middle Median	\$609,939	32	\$658,729	33	-\$48,790	Shows mid-point of reported annual sales \$ (received payments) by all qualifying franchise outlets. A total of 32 franchised outlets met or exceeded this percentile value in 2025 and 33 in 2024 respectively.
Sales Highest Value	\$2,127,510	1	\$2,216,652	1	-\$89,142	Shows highest reported annual sales \$ (received payments) for all qualifying franchise outlets.
Sales Lowest Value	\$77,182	64	\$125,270	66	-\$48,088	Shows lowest reported annual sales \$ (received payments) for all qualifying franchise outlets.

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**CHART 2
ANNUAL SALES & POPULATION BY LOCATION**

The Chart below reflects the Annual Sales reported and the corresponding territory population for each of the 64 Franchised Outlets operating for 12 months or more, and which outlets also had 12 full months of reported Gross Sales for calendar year 2025. Data is ranked by the highest to lowest Annual Sales as reported to us in information completed by our Franchisees. Markers Average (mean) Sales, Middle (median) Sales, Highest Sales, Lowest Sales, as well as percentiles including the 90th Percentile, 75th Percentile, 50th Percentile, 25th Percentile, and 10th Percentile are also included. The populations used in this chart were generated using 2025 HERE USA map data and include only those zip/postal codes in the Area of Primary Responsibility as defined in the Franchise Agreement.

Percentile / Marker	2025 Annual Sales	2025 Population	Avg. Annual Sales for Franchised Outlets in This Group
Sales Highest Payments	\$2,127,510	1,441,452	
	\$2,041,392	1,003,647	
	\$1,800,183	852,008	
	\$1,724,935	767,229	
	\$1,512,848	548,390	
	\$1,335,994	275,326	
Sales Top 10% Payments			\$1,757,144
	\$1,300,293	717,571	
	\$1,196,172	178,987	
	\$1,155,046	497,178	
	\$1,082,985	595,081	
	\$1,068,255	580,946	
	\$1,025,737	690,961	
	\$1,019,016	523,889	
	\$977,206	699,634	
	\$942,951	949,397	
	\$923,489	667,014	
Sales Top 25% Payments			\$1,327,126
	\$900,293	995,012	
	\$885,644	241,898	
	\$858,783	506,683	
	\$845,598	237,461	

Percentile / Marker	2025 Annual Sales	2025 Population	Avg. Annual Sales for Franchised Outlets in This Group
	\$796,791	141,915	
	\$794,489	648,766	
	\$786,147	423,760	
	\$743,889	322,100	
	\$741,449	466,998	
	\$737,052	299,374	
	\$726,827	525,005	
	\$716,661	462,021	
Sales Average / Mean Payments	\$694,661		
	\$692,104	514,972	
	\$689,257	393,214	
	\$679,405	919,002	
	\$622,161	910,741	
Sales Middle / Median Payments Sales Top 50% Payments	\$609,939		\$1,045,330
	\$597,718	584,840	
	\$578,478	574,535	
	\$550,051	941,566	
	\$538,666	397,903	
	\$529,630	188,132	
	\$507,073	282,188	
	\$489,453	680,214	
	\$479,710	521,602	
	\$442,329	660,527	
	\$432,785	473,025	
	\$431,650	367,365	
	\$425,302	420,815	
	\$369,730	409,001	
	\$351,708	306,192	
	\$326,825	475,618	
	\$319,812	840,841	
Sales Bottom 25% Payments			\$227,302
	\$318,527	385,832	

Percentile / Marker	2025 Annual Sales	2025 Population	Avg. Annual Sales for Franchised Outlets in This Group
	\$309,356	457,876	
	\$303,526	373,689	
	\$300,969	312,807	
	\$294,547	804,614	
	\$274,831	483,009	
	\$273,910	833,994	
	\$268,282	397,908	
	\$249,116	558,249	
	\$240,455	567,964	
Sales Bottom 10% Payments			\$133,885
	\$187,490	260,158	
	\$172,766	504,206	
	\$153,177	288,110	
	\$135,206	249,726	
	\$77,488	739,827	
Sales Lowest Payments	\$77,182	423,777	

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CHART 3

AVERAGE JOB SIZE (INVOICED)

The chart below shows Average Job Size (AJS) based on pre-tax invoice amounts derived from invoices reported by all qualifying franchised outlets during 2025 and 2024, respectively. These figures are separated into groups that include Average (mean) Sales, Middle (median) Sales, Highest AJS, and Lowest AJS. The chart also reflects the number of franchised outlets that exceeded the Average Job Size value for each group, as well as the Average Job Size variance between 2025 and 2024 for each group.

Measure	2025 Average Job Size (AJS)	Franchised Outlets Met or Exceeded Value	2024 Average Job Size (AJS)	Franchised Outlets Met or Exceeded Value	2025 vs. 2024	Explanation
AJS Average Mean	\$1,233	27	\$1,172	31	+ \$61	Shows reported Average Job Size (AJS) for all qualifying franchised outlets. The value is derived from the total invoiced sales, divided by the total number (count) of all invoices. A total of 27 franchised outlets met or exceeded this value in 2025 and 31 in 2024 respectively.
AJS Middle Median	\$1,096	32	\$1,121	33	- \$25	Shows mid-point of reported Average Job Size (AJS) by all qualifying franchised outlets. A total of 32 franchised outlets met or exceeded this value in 2025 and 33 in 2024 respectively.
AJS Highest Value	\$3,232	1	\$2,605	1	+ \$627	Shows highest reported Average Job Size (AJS) for all qualifying franchised outlets.
AJS Lowest Value	\$414	64	\$526	66	- \$112	Shows lowest reported Average Job Size (AJS) for all qualifying franchised outlets.

The historical information listed in this item includes the Sales and Average Job Size derived from historical operating results of the Franchise Businesses indicated for the period of time reflected in this report. Sales is defined as any and all monies received and reported by Franchise Businesses for goods and services sold under the franchise brand during the reporting period specified. Average Job Size is derived from the pre-tax invoice amounts for Invoices generated and reported by all Franchised Businesses by the reporting period specified.

Franchisor obtained these figures from information provided by Franchisees for the period of time January 1, 2025 through December 31, 2025 and the period January 1, 2024 through December 31, 2024.

Neither we, nor our independent Certified Public Accountants, have audited or verified any of the figures reported to us. We make no representations as to the accuracy of gross revenues reported by our franchisees or the extent that these figures were derived using generally accepted accounting principles (GAAP). These are based upon reasonable assumption of accuracy due to daily submission and monitoring of financial performance data from each franchisee.

Some outlets have sold this amount. Your individual results may differ. There is no assurance that you will sell as much.

Written substantiation for these financial performance representations will be made available for a prospective franchisee upon request.

Other than the preceding financial performance representation, The Glass Guru Enterprises, 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 projection of your future income, you should report it to the franchisor’s management by contacting Mr. Daniel Frey, President, 5550 Granite Parkway, Suite 280, Plano, TX 75024, (877) 654-8507, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

Item 20 : Table No. 1 System-Wide Outlet Summary for Years 2023-2025				
Outlet Type	Year	Outlets at START of year	Outlets at END of Year	Net Change
USA Franchised	2023	77	71	-6
	2024	71	70	-1
	2025	70	73	+3
Affiliate-Owned	2023	1	1	0
	2024	1	1	0
	2025	1	1	0
Total Outlets	2023	78	72	-6
	2024	72	71	-1
	2025	71	74	+3

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