

Applicable state law might require additional disclosures related to the information contained in this Item 17. These additional state disclosures, if any, appear in Exhibit J.

## **Item 18**

### **PUBLIC FIGURES**

We do not use any public figure to promote our franchise.

## **Item 19**

### **FINANCIAL PERFORMANCE REPRESENTATION**

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.

### **DEFINITIONS**

(a) Administrative Expense – means office supplies; uniforms; licenses and permits; bank fees and service charges; merchant fees; and training fees.

(b) Average – means the sum of all data points in a set, divided by the number of data points in that set.

(c) Calendar Year – means, as to each respective year, the twelve-month period commencing on January 1.

(d) Company Owned Center – means a Center owned either directly or indirectly by us, our affiliate or any person identified in Item 2 of this Disclosure Document that operates a Center. A Company Owned Center also includes any Center that: (i) is operated as a joint venture owned in part by us, our affiliate or any person identified in Item 2 of this Disclosure Document; (ii) is managed by us, our affiliate or any person identified in Item 2.

(e) Cost of Goods Sold – means the cost for products, inventory, and supplies sold to customers and resulting in Gross Sales. Cost of Goods does not include Labor Expense.

(f) EBITDA – means Gross Profit less Operating Expenses as such terms are defined in this Item 19.

(g) Facilities Expense – means rent for a Center; common area maintenance; repairs and maintenance related to equipment and facilities; general liability and garage keepers' insurance; and property taxes.

(h) Franchise Center – means a TINT WORLD® Center operated under a Franchise Agreement that is not a Company Owned Center.

(i) Gross Profit – means Gross Sales less Cost of Goods Sold and does not include the deduction of any other costs, expenses, or Operating Expenses associated with operations any Center, including, without limitation to, labor costs and Labor Expenses (including payroll and payroll taxes); costs associated with obtaining and maintaining permits and licenses; amounts spent on advertising, marketing and promotion; insurance expenses; telephone, internet and (if applicable) cable costs; credit card processing fees; fees related to software and computer systems; rent; utilities; interest; royalties; taxes; franchise related expenses disclosed in Item 6 of this franchise disclosure document; or other expenses. There will be other costs and expenses not identified in Item 19. You should conduct an independent investigation of the costs and expenses you will incur in operating your Center.

(j) Gross Profit Percent – means and is calculated by dividing Gross Profit by Gross Sales.

(k) Gross Sales – means the total revenue of each Center not including sales tax.

(l) Labor Expense – means direct labor (technician wages, bonuses, overtime, and subcontractor labor) and indirect labor (incentive compensation, hourly wages and bonuses, vacation and holiday expense, payroll taxes, and employee benefits) associated with staffing each Center and attempts to exclude any franchisee owner salary, draw or distribution.

(m) Median – means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing them by two.

(n) NAF Advertising – means the “National Advertising Fund” contributions paid by franchisees under a Center franchise agreement. The NAF fee is currently equal to the greater of \$1,000.00 per week, or up to six percent (6%) of weekly Gross Revenues. The Mobile Services NAF fee is currently \$500 per week.

(o) Operating Expenses – means the following expenses incurred by a Center: Labor Expenses; Royalty Fees; NAF Advertising Fees; Software Expense; Facility Expense; Utilities; Professional Expense; and Administrative Expense. Excluded from the term Operated Expenses and excluded from the calculation and determination of Operating Expenses are all other expenses not specifically reference in this definition including, but not limited to automobile; business loans; equipment leases; dining and travel; personal business expenses; bad debt expense; donations to charitable organizations; interest; taxes; depreciation; amortization; subscriptions and/or additional advertising expenses beyond what is required under the Franchise Agreement.

(p) Professional Expense – means expenses for bookkeeping, accounting, and payroll administration services.

(q) Royalty – means the Royalty Fee that a Center is required to pay to us under a Center franchise agreement. The Royalty Fee is currently equal to the greater of \$500.00 per week, or 6% of weekly Gross Revenues of the Business.

(r) Software Expense – means the Software Licenses and Technology Fees for the Franchise Business that includes the TINT WORLD® POS Point of Sale Software, PRO-CUT Film Software, TINT-PRO Mobile Services Software, QuickBooks Online (“QBO”) Accounting, FranConnect HUB, Microsoft Office 365 with 2 Email Accounts, Zoom Phone Platform, Contact Center Services, and Data Warehousing, and other operational business software.

(s) Utilities – means expenses of a Center for telephone; internet; electricity; gas; water and sewer; trash removal; and security.

## **BASES AND ASSUMPTIONS**

The financial information was not prepared on a basis consistent with generally accepted accounting principles. We do not have any Company Owned Centers. Data for the Franchise Centers is based on financial information reported to us by our franchisees. The amount of gross sales realized, and expenses incurred will vary from unit to unit. In particular, gross sales and expenses at Franchisee’s TINT WORLD® Center will be directly affected by many additional factors not noted above, including, without limitation, the Center’s geographic location, competition in the market, the presence of other TINT WORLD® Centers, the quality of management, the effectiveness of sales and marketing and the prices charged for products and services sold at the Center.

## **ANALYSIS OF RESULTS OF FRANCHISE CENTERS**

As of December 31, 2025, we had a total of 142 TINT WORLD® Franchise Centers that were open and in operation in the United States. Of these 142 TINT WORLD® Franchise Centers, 105 Centers were open and in operation in the United States for two or more full Calendar Years (the “105 Centers”), and 15 Centers were open and in operation in the United States for one full Calendar Year (the “15 Centers”). All Centers reported in this Item 19 are authorized to provide Mobile Services. We do not include or report data for TINT WORLD® Franchise Centers that were not open for the complete 2025 Calendar Year.

There were 11 TINT WORLD® Franchise Centers that are not shown in the charts that commenced operations during calendar year 2025. There were 11 Franchise Centers that are not shown in the charts that did not operate for the entire calendar year 2025, including Centers that were involved in transfers during calendar year 2025 and thus the current owners did not operate for the entire calendar year 2025, and Centers for which complete related reporting were not provided to us. Seven franchisee-owned Centers closed during the year 2025.

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TABLE 1-A

Centers Operating for the Entire 2025 Calendar Year.

The following Table provides Gross Sales, Cost of Goods Sold, Gross Profit, Gross Profit Percent of the Highest, and the Lowest of all operational TINT WORLD® CENTERS open two or more full Calendar Years.

GROSS SALES AND PROFIT OF CENTERS	105 CENTERS	GROSS SALES	COST OF GOODS SOLD	GROSS PROFIT	GROSS PROFIT PERCENT
Highest of the 105 locations	105	\$1,925,471	\$319,323	\$1,606,048	83.41%
Lowest of the 105 locations	105	\$312,524	\$44,997	\$267,527	85.60%

Notes to Table No. 1-A:

Gross Sales, Cost of Goods, Gross Profit, and Gross Profit % figures presented are based on unaudited data reported by franchisees through their Point-of-Sale system and related reporting.

TABLE NO. 1-B

Centers Operating for the Entire 2025 Calendar Year.

The following Table provides Gross Sales, Cost of Goods Sold, Gross Profit, Gross Profit Percent for Average Top 50% of Centers, Average of all Centers, Median of all Centers, and Average Bottom 50% of all operational TINT WORLD® CENTERS open two or more full calendar years.

GROSS SALES AND PROFIT OF CENTERS	105 CENTERS	GROSS SALES	COST OF GOODS SOLD	GROSS PROFIT	GROSS PROFIT PERCENT
Average: Top 50% of	53	\$1,060,773 <sup>1</sup>	\$218,332	\$854,143	83.37%
Average: All Centers	105	\$812,267 <sup>2</sup>	\$154,456	\$657,810	80.98%
Median: All Centers	105	\$749,138	\$133,144	\$616,725	82.32%
Average: Bottom 50% of	52	\$558,982 <sup>3</sup>	\$89,352	\$457,702	81.88%

Notes to Table No. 1-B:

Gross Sales, Cost of Goods, Gross Profit, and Gross Profit % figures presented are based on unaudited data reported by franchisees through their Point-of-Sale system and related reporting.

<sup>1</sup>Average: Top 50% of Centers – Of the 53 Centers comprising the top 50% of all 105 Centers open for two or more full calendar years, 19 (35.85%) Centers were above the Average and 34 (64.15%) were below the Average.

<sup>2</sup>Average: All Centers – Of all the 105 Centers open for two or more full calendar years, 45 (42.86%) Centers were above the Average and 60 (57.14%) were below the Average.

<sup>3</sup>Average: Bottom 50% of Centers – Of the 52 Centers comprising the bottom 50% of all 105 Centers open for two or more full calendar years, 27 (51.92%) Centers were above the Average and 25 (48.08%) were below the Average.

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TABLE NO. 1-C

Centers Operating for the Entire 2025 Calendar Year.

The following Table provides Highest Gross Sales, Average Gross Sales, Median Gross Sales, Lowest Gross Sales of the Top 50% of Centers, and the Bottom 50% of Centers, of all operational TINT WORLD® CENTERS open two or more full calendar years.

GROSS SALES ANALYSIS OF CENTERS	105 CENTERS	LOWEST GROSS SALES	MEDIAN GROSS SALES	AVERAGE GROSS SALES	HIGHEST GROSS SALES
Top 50% Centers	53	\$749,138	\$1,002,042	\$1,060,773 <sup>1</sup>	\$1,925,471
Bottom 50% Centers	52	\$312,524	\$568,961	\$558,982 <sup>2</sup>	\$741,292

Notes to Table No. 1-C:

The average Gross Sales for the top 50% of Centers open a minimum of two calendar years is \$1,060,773 with \$218,332 Cost of Goods Sold, and \$854,143 Gross Profit.

The average Gross Sales for the bottom 50% of Centers open a minimum of two calendar years is \$558,942 with \$89,352 Cost of Goods Sold, and \$457,702 Gross Profit.

<sup>1</sup>Average: Top 50% of Centers – Of the 53 Centers comprising the top 50% of all 105 Centers open for two or more full calendar years, 19 (35.85) Centers were above the Average and 34 (64.15%) were below the Average.

<sup>2</sup>Average: Bottom 50% of Centers – Of the 52 Centers comprising the bottom 50% of all 105 Centers open for two or more full calendar years, 27 (51.92%) Centers were above the Average and 25 (48.08%) were below the Average.

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TABLE NO. 1-D

Centers Operating for the Entire 2025 Calendar Year.

The following Table provides Gross Sales, Cost of Goods Sold, Expenses and Percentage Gross Sales, Gross Profit, EBITDA Gross Profit, of all operational TINT WORLD® CENTERS open two or more full calendar years.

2025 YEAR-END P&L FOR 105 TINT WORLD® CENTERS REPORTING AVERAGE   MEDIAN   BOTTOM 50%   TOP 50%								
90 CENTERS	AVERAGE	% OF SALES	MEDIAN	% OF SALES	BOTTOM 50%	% OF SALES	TOP 50%	% OF SALES
<b>GROSS SALES</b>	<b>\$812,267</b>	<b>100%</b>	<b>749,138</b>	<b>100%</b>	<b>\$558,982</b>	<b>100%</b>	<b>\$1,060,773</b>	<b>100%</b>
<b>COGS EXPENSE</b>								
<b>COST OF GOODS</b>	\$154,456	19%	\$133,144	18%	\$89,352	16%	\$219,970	21%
<b>GROSS PROFIT</b>	<b>\$657,810</b>	<b>81%</b>	<b>\$615,994</b>	<b>82%</b>	<b>\$469,629</b>	<b>84%</b>	<b>\$846,795</b>	<b>79%</b>
<b>OPERATING EXPENSES*</b>								
<b>ROYALTY</b>	\$49,640	6%	\$47,805	6%	\$32,846	6%	\$63,915	6%
<b>NAF ADVERTISING</b>	\$64,095	8%	\$63,061	8%	\$56,377	10%	\$70,654	7%
<b>FACILITY EXPENSE</b>	\$95,482	12%	\$91,933	12%	\$80,418	14%	\$108,285	10%
<b>UTILITIES</b>	\$12,284	2%	\$11,940	2%	\$13,979	2%	\$13,979	1%
<b>ADMINISTRATIVE</b>	\$43,763	5%	\$40,198	5%	\$36,839	7%	\$49,648	5%
<b>LABOR</b>	\$221,961	27%	\$192,130	26%	\$157,492	28%	\$276,761	26%
<b>EBITDA</b>	<b>\$170,585</b>	<b>21%</b>	<b>\$168,927</b>	<b>23%</b>	<b>\$94,206</b>	<b>17%</b>	<b>\$264,539</b>	<b>25%</b>

Notes to Table No. 1-D:

\*Operating Expenses are based on 74 of the 105 franchisee-centers that provided 2025 QuickBooks unaudited financial statements. Actual expenses will vary depending on location, lease terms, wage rates, and operational practices. Other Expenses that are excluded include but not limited to automobile; business loans; dining and travel; personal business; bonuses; bad debt; and charitable donations. This figure is not actual net earnings.

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TABLE NO. 2-A

Centers Operating for the Entire 2025 Calendar Year.

The following Table provides Annual Gross Sales, Cost of Goods Sold, Gross Operating Profit, and Gross Profit Percent of the High, Average, Median, Low for all operational TINT WORLD® CENTERS open for one full calendar year.

14 CENTERS	GROSS SALES OF CENTERS	COST OF GOODS SOLD	GROSS PROFIT	GROSS PROFIT PERCENT
High of the 15 locations	\$955,388	\$115,889	\$839,499	87.87%
Average of the 15 locations	\$616,417	\$106,509	\$509,908	82.72%
Median of the 15 locations	\$615,676	\$95,198	\$500,734	81.33%
Low of the 15 locations	\$438,746	\$74,116	\$364,630	83.11%

Notes to Table No. 2-A:

Gross Sales, Cost of Goods, Gross Profit, and Gross Profit % figures presented are based on unaudited data submitted by franchisees from their Point-of-Sale system and related reporting.

<sup>1</sup>Average: Of all 15 Centers open for one full calendar year, 9 (64.29%) Centers were above the Average and 5 (35.71%) were below the Average.

TABLE NO. 2-B

Centers Operating for the Entire 2025 Calendar Year.

The following Table provides Highest Gross Sales, Average Gross Sales, Median Gross Sales, Lowest Gross Sales of the Top 50% of Centers, and the Bottom 50% of Centers, of all operational TINT WORLD® CENTERS open for one full calendar year.

GROSS SALES ANALYSIS OF CENTERS	15 CENTERS	LOWEST GROSS SALES	MEDIAN GROSS SALES	AVERAGE GROSS SALES	HIGHEST GROSS SALES
Top 50% of Centers	8	\$615,676	\$675,931	\$707,184	\$955,388
Bottom 50% of Centers	7	\$438,746	\$524,107	\$512,684	\$609,711

Notes to Table No. 2-B:

The average Gross Sales for the top 50% of Centers open a minimum of one calendar year is \$707,184 with \$129,621 Cost of Goods Sold, and \$583,351 Gross Profit.

The average Gross Sales for the bottom 50% of Centers open a minimum of one calendar year is \$512,684 with \$80,095 Cost of Goods Sold, and \$425,973 Gross Profit.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

**Some Outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.**

Other than the preceding financial performance representations, Tint World, LLC does not make any financial performance 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 Charles J. Bonfiglio, CEO, 1000 Clint Moore Road, Suite 110, Boca Raton, Florida 33487 or by calling (561) 353-1050, or the Federal Trade Commission, and the appropriate state regulatory agencies.

**Item 20**

**OUTLETS AND FRANCHISEE INFORMATION**

TABLE NO. 1  
USA SYSTEM-WIDE 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 (U.S.)	2023	101	124	+23
	2024	124	138	+14
	2025	138	142	+3
Company (U.S.)	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
<b>Total (U.S.)</b>	2023	101	124	+23
	2024	124	138	+14
	2025	138	142	+4

**CANADA AND INTERNATIONAL SYSTEM-WIDE 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 (Canada)	2023	6	5	-1
	2024	5	5	0
	2025	5	5	0
Company (Canada)	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Franchised (UAE / Saudi Arabia)	2023	2	2	0
	2024	2	2	0
	2025	2	2	0
Company (UAE / Saudi Arabia)	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
<b>Total (Canada / International)</b>	2023	8	7	-1
	2024	7	7	0
	2025	7	7	0

TABLE NO. 2  
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS  
(OTHER THAN FRANCHISOR OR AN AFFILIATE) FOR YEARS 2023 TO 2025