

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.

The Tables below describe the 2025 Average Installation Gross Revenue, Average Dollars per Install, and Average Number of Jobs Completed for 25 Company-Owned and Franchised Hello Garage Businesses that were open as of December 31, 2025. The information described in this Item 19 is described at the Business level rather than the territory level. The 25 Company-Owned and Franchised Hello Garage Businesses operate in 87 territories. Some of the Company-Owned and Franchised Hello Garage Businesses operate in multiple territories. Where applicable, we have separated the relevant disclosures by single- and multi-territory Hello Garage Businesses. The Tables below do not include information from 8 Franchised Hello Garage Businesses that operated in 30 territories (none of which had been operating for less than 12 months).

For purposes of this Item 19, “Gross Revenue” means the aggregate amount of all sales of goods and services, whether for cash, by check, credit card or otherwise, made, or provided at or in connection with the Hello Garage Business. The term “Gross Revenue” does not include any federal, state, municipal or other sales, value added or retailer’s excise taxes that you pay or accrue. A sale occurs at the time the goods are provided or installed, or the services are performed. Gross Revenue is not adjusted for uncollected accounts.

TABLE 1

CORPORATE OWNED AND FRANCHISED BUSINESSES

Table 1 below describes the Average Installation Gross Revenue, Average Dollars per Install, and Average Number of Jobs Completed for the first, second, third, fourth, and fifth year of operations for 25 Hello Garage Franchised and Corporate-Owned Businesses operating in 87 territories that were open as of December 31, 2025. Of the 25 Hello Garage Businesses included in this Table 1, 25 have been open and operating for at least two years, 22 have been operating for at least three years, 16 have been operating for at least four years, and 6 have been operating for at least five years.

Corporated Owned and Franchised Locations					
Years in Business	Year One	Year Two	Year Three	Year Four	Year Five
Number of Franchised Businesses	25	25	22	16	6
Average of Installation Gross Revenue for 2025 Calendar Year	\$372,568.75	\$806,812.73	\$858,407.09	\$925,538.42	\$1,223,113.05
Number of Franchisees that Met or Exceeded the Average	9	10	8	5	3
Percentage of Franchisees that Met or Exceeded the Average	36%	40%	36%	31%	50%
Highest Installation Gross Revenue for 2025	\$1,109,320.09	\$1,791,857.13	\$2,415,479.26	\$3,111,694.39	\$2,217,029.48
Lowest Installation Gross Revenue for 2025	\$111,766.73	\$293,081.37	\$308,661.19	\$175,724.16	\$416,226.11
Median Installation Gross Revenue for 2025	\$316,857.72	\$721,553.24	\$758,998.94	\$762,451.48	\$977,263.23
Average Dollars per Install for 2025 Calendar Year	\$4,352.15	\$4,996.32	\$5,027.77	\$5,181.28	\$4,795.40
Number of Franchisees that Met or Exceeded the Average	11	9	10	5	4
Percentage of Franchisees that Met or Exceeded the Average	44%	36%	45%	31%	67%
Median Dollars per Install for 2025 Calendar Year	\$4,272.68	\$4,718.55	\$4,706.67	\$4,726.34	\$4,929.07
Average Number of Jobs Completed for 2025 Calendar Year	87	167	169	175	243
Number of Franchisees that Met or Exceeded the Average	10	9	8	7	3
Percentage of Franchisees that Met or Exceeded the Average	40%	36%	36%	44%	50%
Median Number of Jobs Completed for 2025 Calendar Year	74	132	141	168	201

**TABLE 2
CORPORATE OWNED BUSINESSES**

Table 2 below describes the Average Installation Gross Revenue, Average Dollars per Install, and Average Number of Jobs Completed for the first, second, third, fourth, and fifth year of operations for 2 Corporate-Owned Hello Garage Businesses operating in 14 territories that were open as of December 31, 2025.

Corporate Owned Locations					
Years in Business	Year One	Year Two	Year Three	Year Four	Year Five
Number of Franchised Businesses	2	2	2	2	2
Average of Installation Gross Revenue for 2025 Calendar Year	\$756,894.24	\$1,768,152.04	\$2,343,457.06	\$2,476,121.26	\$2,216,622.01
Number of Franchisees that Met or Exceeded the Average	1	1	1	1	1
Percentage of Franchisees that Met or Exceeded the Average	50%	50%	50%	50%	50%
Highest Installation Gross Revenue for 2025	\$1,109,320.09	\$1,791,857.13	\$2,415,479.26	\$3,111,694.39	\$2,217,029.48
Lowest Installation Gross Revenue for 2025	\$404,468.38	\$1,744,446.95	\$2,271,434.85	\$1,840,548.13	\$2,216,214.54
Median Installation Gross Revenue for 2025	\$756,894.24	\$1,768,152.04	\$2,343,457.06	\$2,476,121.26	\$2,216,622.01
Average Dollars per Install for 2025 Calendar Year	\$3,997.07	\$5,350.95	\$6,141.17	\$8,153.53	\$5,390.40
Number of Franchisees that Met or Exceeded the Average	1	1	1	1	1
Percentage of Franchisees that Met or Exceeded the Average	50%	50%	50%	50%	50%
Median Dollars per Install for 2025 Calendar Year	\$3,997.07	\$5,350.95	\$6,141.17	\$8,153.53	\$5,390.40
Average Number of Jobs Completed for 2025 Calendar Year	183	333	384	319	412
Number of Franchisees that Met or Exceeded the Average	1	1	1	1	1
Percentage of Franchisees that Met or Exceeded the Average	50%	50%	50%	50%	50%
Median Number of Jobs Completed for 2025 Calendar Year	183	333	384	319	412

**TABLE 3
FRANCHISED BUSINESSES**

Table 3 below describes the Average Installation Gross Revenue, Average Dollars per Install, and Average Number of Jobs Completed for the first, second, third, fourth, and fifth year of operations for 23 Hello Garage Franchised Businesses operating in 73 territories that were open as of December 31, 2025. Of the 23 Franchised Businesses included in this Table 3, 23 have been open and operating for at least two years, 20 have been operating for at least three years, 14 have been operating for at least four years, and 4 have been operating for at least five years.

Franchised Locations					
Years in Business	Year One	Year Two	Year Three	Year Four	Year Five
Number of Franchised Businesses	23	23	20	14	4
Average of Installation Gross Revenue for 2025 Calendar Year	\$339,149.14	\$723,218.01	\$709,902.10	\$704,026.58	\$726,358.57
Number of Franchisees that Met or Exceeded the Average	8	9	10	7	1
Percentage of Franchisees that Met or Exceeded the Average	35%	39%	50%	50%	25%
Highest Installation Gross Revenue for 2025	\$804,685.68	\$1,361,994.51	\$1,416,234.85	\$1,182,217.19	\$1,352,491.03
Lowest Installation Gross Revenue for 2025	\$111,766.73	\$293,081.37	\$308,661.19	\$175,724.16	\$416,226.11
Median Installation Gross Revenue for 2025	\$285,447.25	\$683,181.98	\$694,951.89	\$702,835.57	\$568,358.57
Average Dollars per Install for 2025 Calendar Year	\$4,383.03	\$4,965.48	\$4,916.43	\$4,756.67	\$4,497.90
Number of Franchisees that Met or Exceeded the Average	11	9	8	6	2
Percentage of Franchisees that Met or Exceeded the Average	48%	39%	40%	43%	50%
Median Dollars per Install for 2025 Calendar Year	\$4,272.68	\$4,714.50	\$4,646.93	\$4,658.12	\$4,563.07
Average Number of Jobs Completed for 2025 Calendar Year	78	153	148	154	158
Number of Franchisees that Met or Exceeded the Average	10	8	7	7	1
Percentage of Franchisees that Met or Exceeded the Average	43%	35%	35%	50%	25%
Median Number of Jobs Completed for 2025 Calendar Year	63	132	140	155	124

TABLE 4

SINGLE TERRITORY FRANCHISED BUSINESSES

Table 4 below describes the Average Installation Gross Revenue, Average Dollars per Install, and Average Number of Jobs Completed for the first, second, third, fourth, and fifth year of operations for 6 single territory Hello Garage Franchised Businesses that were open as of December 31, 2025. Of the 6 Franchised Businesses included in this Table 4, 6 have been open and operating for at least two years, 5 have been operating for at least three years, 5 have been operating for at least four years, and 1 has been operating for at least five years.

Single Territory Franchises					
Years in Business	Year One	Year Two	Year Three	Year Four	Year Five
Number of Franchised Businesses	6	6	5	3	1
Average of Installation Gross Revenue for 2025 Calendar Year	\$327,250.38	\$599,509.00	\$530,217.92	\$577,063.81	\$602,035.42
Number of Franchisees that Met or Exceeded the Average	1	3	1	1	N/A
Percentage of Franchisees that Met or Exceeded the Average	17%	50%	20%	33%	N/A
Highest Installation Gross Revenue for 2025	\$659,276.55	\$794,686.12	\$900,349.69	\$793,526.59	\$602,035.42
Lowest Installation Gross Revenue for 2025	\$202,607.51	\$420,586.52	\$349,334.49	\$378,936.32	\$602,035.42
Median Installation Gross Revenue for 2025	\$267,387.81	\$591,543.25	\$464,349.23	\$558,728.52	\$602,035.42
Average Dollars per Install for 2025 Calendar Year	\$4,482.54	\$4,920.98	\$4,568.15	\$4,895.53	\$4,975.50
Number of Franchisees that Met or Exceeded the Average	4	2	1	1	N/A
Percentage of Franchisees that Met or Exceeded the Average	67%	33%	20%	33%	N/A
Median Dollars per Install for 2025 Calendar Year	\$5,098.67	\$4,694.01	\$4,279.23	\$3,990.92	\$4,975.00
Average Number of Jobs Completed for 2025 Calendar Year	75	130	124	145	121
Number of Franchisees that Met or Exceeded the Average	2	2	1	1	N/A
Percentage of Franchisees that Met or Exceeded the Average	33%	33%	20%	33%	N/A
Median Number of Jobs Completed for 2025 Calendar Year	62	120	112	140	121

TABLE 5

MULTI-TERRITORY FRANCHISED BUSINESSES

Table 5 below describes the Average Installation Gross Revenue, Average Dollars per Install, and Average Number of Jobs Completed for the first, second, third, fourth, and fifth year of operations for 17 multi-territory Hello Garage Franchised Businesses operating in 67 territories that were open as of December 31, 2025. Of the 17 Franchised Businesses included in this Table 5, 19 have been open and

operating for at least two years, 17 have been operating for at least three years, 11 have been operating for at least four years, and 3 have been operating for at least five years.

Multi Territory Franchises					
Years in Business	Year One	Year Two	Year Three	Year Four	Year Five
Number of Franchised Businesses	17	17	15	11	3
Average of Installation Gross Revenue for 2025 Calendar Year	\$343,348.71	\$766,880.01	\$769,796.82	\$738,652.79	\$767,799.62
Number of Franchisees that Met or Exceeded the Average	7	8	7	5	1
Percentage of Franchisees that Met or Exceeded the Average	41%	47%	53%	45%	33%
Highest Installation Gross Revenue for 2025	\$804,685.68	\$1,361,994.51	\$1,416,234.85	\$1,182,217.19	\$1,352,491.03
Lowest Installation Gross Revenue for 2025	\$111,766.73	\$293,081.37	\$308,661.19	\$175,724.16	\$416,226.11
Median Installation Gross Revenue for 2025	\$316,857.72	\$721,931.13	\$770,710.17	\$731,376.37	\$534,681.72
Average Dollars per Install for 2025 Calendar Year	\$4,347.91	\$4,981.18	\$5,032.52	\$4,718.80	\$4,338.70
Number of Franchisees that Met or Exceeded the Average	7	7	7	5	1
Percentage of Franchisees that Met or Exceeded the Average	41%	41%	47%	45%	33%
Median Dollars per Install for 2025 Calendar Year	\$4,197.18	\$4,714.50	\$4,718.73	\$4,691.92	\$4,243.51
Average Number of Jobs Completed for 2025 Calendar Year	79	161	156	157	170
Number of Franchisees that Met or Exceeded the Average	7	7	6	6	1
Percentage of Franchisees that Met or Exceeded the Average	41%	35%	40%	55%	33%
Median Number of Jobs Completed for 2025 Calendar Year	74	139	143	166	126

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

Written substantiation of the information set out in this Item 19 will be provided to prospective franchisees on reasonable request.

Other than the preceding financial performance representation, 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 Hello Garage's Franchise Sales team at Hello Garage Franchising, LLC at 11850 Valley Ridge Drive, Papillion, NE, or at 1-833-396-0813; the Federal Trade Commission; and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

TABLE NUMBER 1
Systemwide Outlet⁽¹⁾ Summary

For Years 2023 to 2025

Outlet Type	Year	Outlets⁽¹⁾ at the Start of the Year	Outlets⁽¹⁾ at the End of the Year	Net Change
Franchised	2023	141	119	-22
	2024	119	103	-16
	2025	103	73	-30
Company-Owned⁽²⁾	2023	10	14	+4
	2024	14	14	0
	2025	14	14	0
Total Outlets⁽¹⁾	2023	151	133	-18
	2024	133	117	-16
	2025	117	87	-30

TABLE NUMBER 2

Transfers of Franchised Outlets⁽¹⁾ From Franchisee to New Owners (Other than the Franchisor)
For Years 2023 to 2025

State	Year	Number of Transfers
Colorado	2023	5
	2024	0
	2025	0
Ohio	2023	0
	2024	0
	2025	3
Texas	2023	0
	2024	0
	2025	10
TOTAL	2023	5
	2024	0
	2025	13