

Provision	Section in franchise or other agreement	Summary
		lacks jurisdiction, the state courts of the state and county where our headquarters is then located (subject to applicable state law).
w. Choice of law	FA: § 18.8 MUDA: § 7	South Carolina (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 location or under particular circumstances.

### 1/01/2024 – 12/31/2024 Financial Results

The following chart contains the January 1<sup>st</sup>, 2024 to December 31<sup>st</sup>, 2024 financial performance information for one Black Optix businesses which were owned by our affiliate company and seven franchise owned locations that were open for this time period. These locations are operated in South Carolina and Virginia.

Black Optix Tint	Myrtle Beach SC Corporate	Short Pump Virginia	Summerville South Carolina	South Richmond Virginia	Murrells Inlet South Carolina	North Richmond Virginia	Stafford Virginia	Fredericksburg Virginia	Springfield Virginia	Averages for 9 Locations	Percentages for 9 Locations
Total Gross Sales	\$1,101,774	\$703,182	\$289,989	\$573,906	\$324,003	\$377,141	\$365,205	\$192,146	\$722,547	\$516,655	100.0%
Cost of Goods Sold	\$285,170	\$177,955	\$60,897	\$115,871	\$64,880	\$75,421	\$52,573	\$35,449	\$70,202	\$104,269	20.2%
Gross Profit	\$816,604	\$525,227	\$229,092	\$458,035	\$259,123	\$301,720	\$312,632	\$156,697	\$652,345	\$412,386	79.8%
Total Operating Expenses	\$421,264	\$332,824	\$107,311	\$259,215	\$153,787	\$167,176	\$222,655	\$112,365	\$425,347	\$244,660	47.4%
Estimated Earnings	\$364,404	\$192,403	\$121,781	\$198,820	\$105,336	\$134,544	\$89,977	\$44,332	\$226,998	\$164,288	31.8%
Estimated Margin	33.1%	27.4%	42.0%	34.6%	32.5%	35.7%	24.6%	23.1%	31.4%	31.8%	

The median values from the table above are as follows: Total Gross Sales \$377,141. Total Cost of Goods Sold \$70,202. Gross Profit \$312,632. Total Operating Expenses \$222,655. Estimated Earnings \$134,544. Estimated Margin 33.1%.

Notes:

1. The foregoing data are historic financial performance representations. They are not projections of future performance.
2. “Gross Sales” means the total revenue derived from the sale of goods or services less sales tax, discounts, and returns.
3. “Cost of Goods Sold” means all of the product and inventory used to provide the services and generate the sales from the Affiliate owned businesses.
4. “Operating Expenses” means all of the costs and expenses associated with operating and managing the Affiliate owned businesses means all of the expenses, including management, to run and operate the business.
5. “Net Income” means the Gross Sales minus the Cost of Goods and minus the Operating Expenses.
6. Our Affiliates do not pay royalties or marketing fees to us; however, we have shown the estimated expenditures (6% Royalty, 2% Brand Development Fund) for each Affiliate had they incurred those expenses.
7. **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.**
8. Written substantiation of the information contained in this Item 19 will be made available to prospective franchisees upon reasonable request.

Except for what is included 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, Randal Moore and Kent Adams, 524 West Palms Drive, Myrtle Beach, SC 29579, and 843-602-6775, the Federal Trade Commission, and the appropriate state regulatory agencies.

## Item 20 OUTLETS AND FRANCHISEE INFORMATION

**Table 1  
Systemwide Outlet Summary  
For Years 2022 to 2024**

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2022	0	2	+2