

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.

Franchisor provides two (2) financial performance representations in this disclosure document: (1) Total Visits, Total Members, and Total Revenue for Two Sparkle Salons During Each Salon’s Grand Opening Period (3 Months); and (2) Total Visits, Total Members, and Total Revenue For One (1) Affiliate Owned Sparkle Salon in Gilbert, Arizona For Calendar Year 2024.

TOTAL VISITS, TOTAL MEMBERS, AND TOTAL REVENUE FOR TWO (2) SPARKLE SALONS DURING EACH SALON’S GRAND OPENING PERIOD (3 MONTHS)

Grand Opening Period: Sparkle Grooming Co. (SanTan Village)				Grand Opening Period: Sparkle Grooming Co. (Scottsdale Shea)				Grand Opening Period (First 3 Months): SanTan Village vs Scottsdale Shea			
Month	1	2	3	Month	1	2	3	First 3 Months	SanTan Village	Scottsdale Shea	Comp %
Total Visits	188	355	532	Total Visits	306	423	549	Total Visits	1075	1278	18.88%
Total Members	104	208	335	Total Members	100	176	245	Total Members	335	245	-26.87%
Total Revenue	\$10,014	\$20,551	\$27,759	Total Revenue	\$19,999	\$26,507	\$33,510	Total Revenue	\$58,324	\$80,016	37.19%
<i>* 4 Table / Tub Salon</i>				<i>* 6-8 Table / Tub Salon</i>							

- (1) Total Visits means the total number of visits for services by members and non-members during the reflected time period.
- (2) Total Members means the total number of active membership agreements for the applicable Sparkle Salon as of the last day of the reflected time period.
- (3) The included Sparkle Salons are not the same size. The SanTan Village Sparkle Salon has 4 tables/tubs while the Scottsdale/Shea Sparkle Salon has 6-8 tables/tubs.
- (4) The Grand Opening Period reflects the first 3 months that each Sparkle Salon was open for business. They do not reflect the same 3 calendar months.’

- (5) The Sparkle Salons included in this financial performance representation are the only Sparkle Salons in operation at the time that this financial performance representation is made.
- (6) Written substantiation for the representation will be made available to the prospective franchisee upon your reasonable request.
- (7) **These Sparkle Salons have generated the above results. Your individual results may differ. There is no assurance that you'll sell as much.**

**TOTAL VISITS, TOTAL MEMBERS, AND TOTAL REVENUE FOR ONE (1) AFFILIATE OWNED
SPARKLE SALON IN GILBERT, ARIZONA FOR CALENDAR YEAR 2024**

	Month												
Metric	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Total Visits	612	636	740	721	739	778	860	845	840	948	975	1072	9,766
Total Members	416	468	516	561	601	630	658	670	672	718	750	766	766
Total Revenue	\$31,783	\$35,943	\$42,402	\$44,575	\$43,668	\$49,572	\$54,129	\$54,313	\$52,712	\$59,374	\$59,187	\$63,619	\$591,276

- (1) Total Visits means the total number of visits for services by members and non-members during the reflected time period.
- (2) Total Members means the total number of active membership agreements for the applicable Sparkle Salon as of the last day of the reflected time period.
- (3) The Sparkle Salon included in this financial performance representation is the only Sparkle Salon that was opened for all of 2024. There is one (1) Sparkle Salon that opened in 2024 that is not included in this financial performance representation.
- (4) Written substantiation for the representation will be made available to the prospective franchisee upon your reasonable request.
- (5) **These Sparkle Salons have generated the above results. Your individual results may differ. There is no assurance that you'll sell as much.**

Other than the above financial performance representations, Sparkle Franchising LLC 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 projections of your future income, you should report it to the franchisor's management by contacting Joe Aepli, Sparkle Franchising LLC, 4250 N Drinkwater Blvd, Suite 165, Scottsdale, AZ 85251, hello@sparkledogcare.com, (480) 550-8159, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20 OUTLETS AND FRANCHISEE INFORMATION
(Regional Developers)**

**TABLE 1 - SYSTEM-WIDE OUTLET SUMMARY FOR YEARS 2022 TO 2024
(Regional Developers)**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchisee	2022	0	0	0
	2023	0	0	0
	2024	0	9	+9
Company Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	0	0	0
	2023	0	0	0
	2024	0	9	+9

**TABLE 2 - TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN THE FRANCHISOR) FOR YEARS 2022 TO 2024
(Regional Developers)**

State	Year	Number of Transfers
All States	2022	0
	2023	0
	2024	0

**TABLE 3 - STATUS OF FRANCHISED OUTLETS FOR YEARS 2022 TO 2024
(Regional Developers)**

State	Year	Outlets at Start of Year	Outlets Opened	Termination	Non-Renewals	Reacquired by Franchisor	Ceased Operations Other Reasons	Outlets at End of the Year
Arkansas	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1
Colorado	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1
Florida	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0