

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.

Presented below is Gross Sales data for one franchised Vaura Studio that was open and operating for at least 12 months as of February 28, 2025. The table below reflects the Gross Sales for the most recent full 12-month period from March 1, 2024 through February 28, 2025, on a monthly basis. Please carefully read all of the information in this Item 19, and all of the notes following the tables, in conjunction with your review of this historical data.

Franchised Studio Monthly Gross Sales March 1, 2024 – February 28, 2025											
March 2024	April 2024	May 2024	June 2024	July 2024	August 2024	September 2024	October 2024	November 2024	December 2024	January 2025	February 2025
\$61,120	\$66,205	\$95,709	\$82,231	\$86,105	\$89,182	\$82,891	\$93,221	\$101,579	\$90,663	\$99,673	\$130,749

Notes:

1. **“Gross Sales”** – This represents the Gross Sales for the Studio as reported by the Studio or franchisee for the period March 1, 2024 through February 28, 2025. Included in Gross Sales is the total selling price of all services and products, and all income of every other kind and nature related to the Studio, including without limitation, income from the sale of products and services over the Internet, whether for cash or credit and regardless of collection in the case of credit. Gross Sales excludes revenue from the Approved Services specifically identified by us as not being included in Gross Sales, and certain other items excluded from Gross Sales. See Item 6 of this FDD, and Section 21(I) of the Franchise Agreement, for additional information regarding the calculation of Gross Sales.
2. The Studio in the above table offered the full range of classes, programs, and services as are typically offered at a Vaura Studio. This Studio opened in January 2024.
3. The data above does not reflect the costs of sales, costs of goods, operating expenses, real estate, lease or other occupancy cost, and other costs or expenses that must be deducted from gross revenue or gross sales to obtain a net income or net profit figure. Franchisees are not required to report this data to us, and we do not have these operating costs for franchisees. You should conduct an independent investigation of the costs and expenses you will or may incur

in operating your franchised Vaura Studio. Franchisees listed in this disclosure document may be one source of this information.

4. Federal and state franchise laws require that we disclose whether the Item 19 financial performance representations are “historic financial performance representations about the franchise system’s existing outlets” or is “a forecast of the prospective franchisee’s future financial performance.” This Item 19 is a historic representation and is not a forecast of the prospective franchisee’s future financial performance.
5. You are strongly advised to perform an independent investigation of this opportunity to determine whether or not the franchise may be profitable and to consult your attorney, accountant, and other professional advisors before entering into a Franchise Agreement. You should construct your own pro forma cash flow statement, balance sheet, and statement of operations, and make your own financial projections regarding sales, revenues, costs, customer base, and business development for your own Vaura Studio.
6. **Some outlets have earned this amount. Your individual results may differ. There is no assurance that you’ll earn as much.**
7. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representations in this Item 19, we do not make any financial performance representations. We do not authorize our employees or representatives to make any 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 our management by contacting Elizabeth (“Liz”) Hebert, General Counsel, Vaura Incorporated, 3601 South Congress Avenue, Building E, Austin, TX 78704 (737) 787-1955; the Federal Trade Commission; and the appropriate state regulatory agencies.

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ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary
For years 2022 to 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	0	0	0
	2023	0	0	0
	2024	0	1	+1
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	1	+1

Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For years 2022 to 2024

State	Year	Number of Transfers
Total	2022	0
	2023	0
	2024	0

Table No. 3
Status of Franchised Outlets
For years 2022 to 2024

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations- Other Reasons	Outlets at End of the Year
New York	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1
Totals	2022	0	0	0	0	0	0	0