

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.

As of December 31, 2024, the Franchisor had 80 The Glass Guru franchisees. One of the franchisees that had 2 outlets operating under the one franchise is being reported as 2 separate outlets for purposes of this Item 19. Therefore, there were 81 outlets as of December 31, 2024. Of the 81, the data of 66 outlets are included in this Item 19 as they were in business for 12 months or more and had 12 full months of reported Sales data for calendar year 2024. 15 of the 81 the Glass Guru franchised outlets open as of December 31, 2024 were not included in the data below because they had not yet operated for 12 months as of December 31, 2024. Because the number of franchised outlets fluctuated during the year, we have not included any data for franchised outlets that did not have 12 full months of reported Sales data for 2024. Excluded locations include franchised outlets that started operations in 2024, or ceased operations in 2024, and did not have 12 full periods of reporting submitted to the Franchisor. Outlets defined as "Affiliates" have been excluded from this data.

Using the same criteria above for inclusion in this Item 19, the data for the year ended December 31, 2023, includes 71 outlets that were in business for 12 months or more and had 12 full months of reported Sales data for calendar year 2023.

For this Item 19, "Sales" means total payments received from whatever source (whether in the form of cash, credit, agreements to pay, barter, trade credits, good will or other consideration) that arise, directly or indirectly, from or in connection with the operation of your franchise, including but not limited to:

- a. the sale of goods and/or services offered by or through the franchise.
- b. the sale of goods and/or services by you or a third-party selling products and/or services on your behalf that are sold or that are required to be sold under the terms of the Franchise Agreement, no matter from what location or business the income is generated;
- c. the proceeds from any business interruption insurance and/or damages or settlement amounts received to compensate you for lost revenue of the franchise; and
- d. any revenue generated from commissions, rebates, or affiliated programs.

All of the franchised outlets for which Sales are reported are operated by franchisees. Franchisor did not operate any of the businesses. All of the locations reflected in the report are comparable to franchised outlets offered in this disclosure document and offered substantially the same services to the public. In addition, all of the information in this report was derived from franchise reported data for a full 52 week period covering the 2024 calendar year.

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CHART 1 ANNUAL SALES LEVELS

The chart below shows Annual Sales figures derived from payments received reported by the 66 qualifying franchised outlets during 2024 and 71 qualifying outlets in 2023, respectively. These figures are separated into groups that include Average (mean) Sales, Middle (median) Sales, Highest Sales, and Lowest Sales. The chart also reflects the number of franchised outlets that exceeded the Annual Sales value for each group, as well as the Annual Sales variance between 2024 and 2023 for each group.

Measure	2024 Annual Sales	Franchised Outlets Met or Exceeded Value	2023 Annual Sales	Franchised Outlets Met or Exceeded Value	2024 vs. 2023	Explanation
Sales Average Mean	\$740,050	27	\$700,345	31	+ \$39,705	Shows total of reported annual sales \$ (received payments) for all qualifying franchise outlets, divided by the total number (count) of all qualifying franchise outlets.
Sales Middle Median	\$658,729	33	\$638,114	36	+ \$20,615	Shows mid-point of reported annual sales \$ (received payments) by all qualifying franchise outlets.
Sales Highest Value	\$2,216,652	1	\$2,122,434	1	+ \$94,218	Shows highest reported annual sales \$ (received payments) for all qualifying franchise outlets.
Sales Lowest Value	\$125,270	66	\$37,643	71	+ \$87,627	Shows lowest reported annual sales \$ (received payments) for all qualifying franchise outlets.

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CHART 2 ANNUAL SALES & POPULATION BY LOCATION

The Chart below reflects the Annual Sales reported and the corresponding territory population for each of the 66 outlets operating for 12 months or more, and which outlets also had 12 full months of reported Gross Sales for calendar year 2024. Data is ranked by the highest to lowest Annual Sales as reported to us in information completed by our Franchisees. Markers Average (mean) Sales, Middle (median) Sales, Highest Sales, Lowest Sales, as well as percentiles including the 90th Percentile, 75th Percentile, 50th Percentile, 25th Percentile, and 10th Percentile are also included. The populations used in this chart were generated using 2024 HERE USA map data and include only those zip/postal codes in the Area of Primary Responsibility as defined in the Franchise Agreement.

Percentile / Marker	2024 Annual Sales	2024 Population	Avg. Annual Sales for Franchised Outlets in This Group
Sales Highest Payments	\$2,216,652	1,402,321	
	\$2,050,600	1,009,923	
	\$1,837,217	753,574	
	\$1,618,686	694,407	
	\$1,614,414	832,929	
	\$1,389,384	708,851	
	\$1,366,566	549,886	
Sales Top 10% Payments	\$1,336,359		\$1,727,646
	\$1,306,152	948,495	
	\$1,294,601	273,245	
	\$1,196,219	875,208	
	\$1,159,550	177,494	
	\$1,149,049	575,122	
	\$1,092,940	390,091	
	\$1,091,477	498,651	
	\$1,023,001	590,254	
	\$983,458	692,541	
	\$951,933	236,765	
Sales Top 25% Payments	\$951,716		\$1,373,053
	\$951,064	524,823	
	\$941,412	660,449	
	\$935,450	319,059	

	\$911,456	234,262	
	\$845,351	987,892	
	\$821,704	394,818	
	\$808,031	504,228	
	\$754,773	903,936	
	\$747,536	457,230	
	\$740,264	568,252	
Sales Average / Mean Payments	\$740,050		
	\$739,688	188,127	
	\$734,218	459,535	
	\$698,286	647,564	
	\$683,547	518,252	
	\$679,320	582,392	
	\$666,855	293,153	
Sales Middle / Median Payments Sales Top 50% Payments	\$658,729		\$1,090,935
	\$650,604	509,654	
	\$642,710	827,382	
	\$636,911	421,545	
	\$620,998	582,091	
	\$618,441	877,648	
	\$599,568	478,867	
	\$583,746	363,273	
	\$578,492	517,821	
	\$563,683	281,627	
	\$561,477	677,025	
	\$560,820	422,720	
	\$418,056	405,484	
	\$379,761	312,807	
	\$378,145	832,876	
	\$374,858	383,638	
	\$365,260	459,046	
Sales Bottom 25% Payments	\$363,078		\$253,465
	\$362,351	545,557	

	\$338,433	374,173	
	\$335,442	556,357	
	\$334,983	825,097	
	\$309,723	288,346	
	\$307,223	500,976	
	\$288,030	463,874	
	\$255,760	480,911	
	\$248,347	390,396	
	\$246,190	519,889	
Sales Bottom 10% Payments	\$238,115		\$183,202
	\$230,040	675,347	
	\$202,988	258,639	
	\$190,496	249,664	
	\$184,661	713,080	
	\$179,482	300,688	
	\$169,480	181,223	
Sales Lowest Payments	\$125,270	424,541	

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CHART 3 AVERAGE JOB SIZE (INVOICED)

The chart below shows Average Job Size (AJS) based on pre-tax invoice amounts derived from invoices reported by all 66 qualifying franchised outlets during 2024 and 71 qualifying outlets during 2023, respectively. These figures are separated into groups that include Average (mean) Sales, Middle (median) Sales, Highest AJS, and Lowest AJS. The chart also reflects the number of franchised outlets that exceeded the Average Job Size value for each group, as well as the Average Job Size variance between 2024 and 2023 for each group.

Measure	2024 Average Job Size (AJS)	Franchised Outlets Met or Exceeded Value	2023 Average Job Size (AJS)	Franchised Outlets Met or Exceeded Value	2024 vs. 2023	Explanation
AJS Average Mean	\$1,172	31	\$1,108	30	+ \$64	Shows reported Average Job Size (AJS) for all qualifying franchised outlets. The value is derived from the total invoiced sales, divided by the total number (count) of all invoices.
AJS Middle Median	\$1,121	33	\$1,034	35	+ \$87	Shows mid-point of reported Average Job Size (AJS) by all qualifying franchised outlets.
AJS Highest Value	\$2,605	1	\$2,684	1	- \$79	Shows highest reported Average Job Size (AJS) for all qualifying franchised outlets.
AJS Lowest Value	\$526	66	\$400	69	+ \$126	Shows lowest reported Average Job Size (AJS) for all qualifying franchised outlets.

The historical information listed in this item includes the Sales and Average Job Size derived from historical operating results of the Franchise Businesses indicated for the period of time reflected in this report. Sales is defined as any and all monies received and reported by Franchise Businesses for goods and services sold under the franchise brand during the reporting period specified. Average Job Size is derived from the pre-tax invoice amounts for Invoices generated and reported by all Franchised Businesses by the reporting period specified.

Franchisor obtained these figures from information provided by Franchisees for the period of time January 1, 2024 through December 31, 2024 and the period January 1, 2023 through December 31, 2024.

Neither we, nor our independent Certified Public Accountants, have audited or verified any of the figures reported to us. We make no representations as to the accuracy of gross revenues reported by our franchisees or the extent that these figures were derived using generally accepted accounting principles (GAAP). These are based upon reasonable assumption of accuracy due to daily submission and monitoring of financial performance data from each franchisee.

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

Written substantiation for these financial performance representations will be made available for a prospective franchisee upon request.

Other than the preceding financial performance representation, The Glass Guru Enterprises, Inc. 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 projection of your future income, you should report it to the franchisor's management by contacting Mr. Daniel Frey, President, 5550 Granite Parkway, Suite 280, Plano, TX 75024, (877) 654-8507, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

Item 20 : Table No. 1 System-Wide Outlet Summary for Years 2022-2024				
Outlet Type	Year	Outlets at START of year	Outlets at END of Year	Net Change
USA Franchised	2022	77	77	0
	2023	77	72	-5
	2024	72	80	+8
Affiliate-Owned	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
Total Outlets	2022	78	78	0
	2023	78	73	-5
	2024	73	81	+8

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