

**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, we had (i) four affiliate-owned locations in operation (each, an "Affiliate-Owned Location"), and (ii) six franchised locations in operation (each, a "Franchised Location"). This Financial Performance Representation excludes data in connection with the six Franchised Locations since those locations opened in 2024 and were not open for the entire 2024 calendar year.

The historical financial information set forth in this Financial Performance Representation are for our four Affiliate-Owned Locations that were open for the entire calendar year.

There are no material financial or operational characteristics of the below Affiliate-Owned company units that are reasonably anticipated to differ materially from future franchise outlet operations. However, while our franchise offering is primarily offered to medical practitioners, we may allow non-medical practitioners to own a franchise upon special request if the franchisee represents that their operation of the franchise will not be in violation of applicable state law and otherwise complies with state law. In those situations, franchisees may incur additional expenses associated with hiring medical practitioners to offer services.

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2024 Calendar Year Bethesda, Maryland		
	Amount	% of Total Income
<b>Gross Revenue</b>	<b>\$1,546,476.37</b>	<b>100%</b>
<b>Cost of Goods Sold</b>		
Payroll Expenses	\$612,639.98	39.62%
Service Supplies	\$23,171.32	1.50%
<b>Total Cost of Goods Sold</b>	<b>\$635,811.30</b>	<b>41.11%</b>
<b>Expenses</b>		
Operating Expenses	\$102,333.60	6.62%
Rent/Lease	\$87,990.24	5.69%
<b>Total Expenses</b>	<b>\$190,323.84</b>	<b>12.31%</b>
<b>EBITDA</b>	<b>\$720,341.23</b>	<b>46.58%</b>
<b>Franchise Expenses</b>		
R royalty Fee	\$92,788.58	6.00%
Local Marketing/Advertising	\$15,464.76	1.00%
Worldwide Creative MKTG Fund	\$30,929.53	2.00%
Technology Fee	\$2,400.00	0.16%
<b>EBITDA less Royalty Fee, Local Marketing/Advertising, Worlding MKTG Fund, and Technology Fee</b>	<b>\$578,758.36</b>	<b>37.42%</b>
Rooms	5	
Square Feet	2,000	
Gross Revenue/Square Foot	\$773.24	

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2024 Calendar Year Washington, D.C. / Shaw		
	Amount	% of Total Income
<b>Gross Revenue</b>	<b>\$527,423.93</b>	<b>100%</b>
<b>Cost of Goods Sold</b>		
Payroll Expenses	\$201,639.91	38.23%
Service Supplies	\$9,628.53	1.76%
<b>Total Cost of Goods Sold</b>	<b>\$210,908.44</b>	<b>39.99%</b>
<b>Expenses</b>		
Operating Expenses	\$39,369.58	7.46%
Rent/Lease	\$47,442.40	8.95%
<b>Total Expenses</b>	<b>\$86,811.98</b>	<b>16.46%</b>
<b>EBITDA</b>	<b>\$229.703.51</b>	<b>43.55%</b>
<b>Franchise Expenses</b>		
R royalty Fee	\$31,645.44	6.00%
Local Marketing/Advertising	\$5,274.24	1.00%
Worldwide Creative MKTG Fund	\$10,548.48	2.00%
Technology Fee	\$2,400.00	0.46%
<b>EBITDA less Royalty Fee, Local Marketing/Advertising, Worldwide MKTG Fund and Technology Fee</b>	<b>\$179,835.35</b>	<b>34.10%</b>
Rooms	2	
Square Feet	500	
Gross Revenue/Square Foot	\$1,054.85	

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2024 Calendar Year Washington, D.C. / Wharf		
	Amount	% of Total Income
<b>Gross Revenue</b>	<b>\$723,409.62</b>	<b>100%</b>
<b>Cost of Goods Sold</b>		
Payroll Expenses	\$239,480.53	33.11%
Service Supplies	\$13,902.79	1.92%
<b>Total Cost of Goods Sold</b>	<b>\$253,383.32</b>	<b>35.03%</b>
<b>Expenses</b>		
Operating Expenses	\$60,461.43	8.35%
Rent/Lease	\$104,829.49	14.49%
<b>Total Expenses</b>	<b>\$165,290.92</b>	<b>22.85%</b>
<b>EBITDA</b>	<b>\$304,735.37</b>	<b>%</b>
<b>Franchise Expenses</b>		
R royalty Fee	\$43,404.58	6.00%
Local Marketing/Advertising	\$7,234.10	1.00%
Worldwide Creative MKTG Fund	\$14,468.19	2.00%
Technology Fee	\$2,400.00	0.33%
EBITDA less Royalty Fee, Local Marketing/Advertising, Worldwide MKTG Fund, and Technology Fee	<b>\$237,228.51</b>	<b>32.79%</b>
Rooms	3	
Square Feet	1,000	
Gross Revenue/Square Foot	\$723.41	

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2024 Calendar Year Arlington, Virginia (National Landing)		
	Amount	% of Total Income
<b>Gross Revenue</b>	<b>\$539,589.20</b>	<b>100%</b>
<b>Cost of Goods Sold</b>		
Payroll Expenses	\$200,442.00	37.15%
Service Supplies	\$18,537.06	3.44%
<b>Total Cost of Goods Sold</b>	<b>\$218,979.06</b>	<b>40.58%</b>
<b>Expenses</b>		
Operating Expenses	\$77,867.17	14.43%
Rent/Lease	\$39,665.10	7.35%
<b>Total Expenses</b>	<b>\$117,532.27</b>	<b>21.78%</b>
<b>EBITDA</b>	<b>\$203,077.88</b>	<b>37.64%</b>
<b>Franchise Expenses</b>		
R royalty Fee	\$32,375.35	6.00%
Local Marketing/Advertising	\$5,395.89	1.00%
Worldwide Creative MKTG Fund	\$10,791.78	2.00%
Technology Fee	\$2,400.00	0.44%
<b>EBITDA less Royalty Fee, Local Marketing/Advertising, Worldwide MKTG Fund, and Technology Fee</b>	<b>\$152,114.85</b>	<b>28.19%</b>
Rooms	4	
Square Feet	950	
Gross Revenue/Square Foot	\$567.99	

**Notes to Item 19:**

- Gross Revenue.** “Gross Revenue” includes all sales of every kind and nature at or from Affiliate-Owned Location. “Gross Revenue” does not include (i) any sales tax or similar taxes collected from customers and turned over to the governmental authority imposing the tax, (ii) revenue in connection with properly documented refunds to customers, and (iii) properly documented promotional discounts (i.e. coupons). Gross Revenue does include gift card purchases, at the time of purchase.
- Payroll Expenses.** “Payroll Expenses” includes all payroll to employees, payroll taxes, benefits, insurance, 401K, etc. for employee.
- Service Supplies.** “Service Supplies” includes all supplies needed to provide the services as well as retail supplies.
- Total Cost of Goods Sold.** “Total Cost of Goods Sold” is calculated by adding together Payroll Expenses and Service Supplies.
- Operating Expenses.** “Operating Expenses” includes items such as G&A, utilities, professional fees, office supplies, insurance, software fees, accounting fees, building maintenance, etc.
- Rent/Lease.** “Rent/Lease” includes the cost to occupy the premises of the Affiliate-Owned Business, such as rent and common area maintenance.

7. **Total Expenses.** "Total Expenses" is calculated by adding together Operating Expenses and Rent/Lease.
8. **EBITDA.** "EBITDA" stands for earnings before interest, taxes, depreciation, and amortization.
9. **Royalty Fee.** While the Affiliate-Owned Location does not pay a Royalty Fee, we calculated the Royalty Fee by Multiplying Gross Revenue by .06 (representing the 6% Royalty Fee you are obligated to pay under our current form of Franchise Agreement).
10. **Local Marketing/Advertising.** Local Marketing/Advertising represents the amount that the Affiliate-Owned Location would be required to spend on Local Marketing/Advertising if it operated under our current form of Franchise Agreement. We calculated this amount by multiplying Gross Revenue by .02 (representing the minimum Local Marketing/Advertising spend of 2% of Gross Revenue).
11. **Worldwide Creative MKTG Fund.** While the Affiliate-Owned Location does not contribute to the Worldwide Creative MKTG Fund, we calculated the Worldwide Creative MKTG fund by multiplying Gross Revenue by .01 (representing the 1% Worldwide Creative MKTG Fund you are obligated to contribute to under our current form of Franchise Agreement).
12. **Gross Revenue/Square Foot.** "Gross Revenue/Square Foot" is calculated by taking the Gross Revenue of each Affiliate-Owned Location and dividing it by the square footage of each Affiliate-Owned Location.

**These outlets have earned this amount. Your individual results may differ. There is no assurance you will earn as much.**

These financial performance representations do not reflect all of the costs or expenses that must be deducted from the gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your medical spa.

We offered the same services to the affiliate-operated medical spas described in this statement. These medical spas offer the same products and services to the public as you will. Stores report gross sales information to us based upon a uniform reporting system. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request. The information presented above has not been audited.

Other than the preceding financial performance representation, GLO30 Franchise 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 our management by contacting Arleen K. Lamba M.D., GLO30 Franchise LLC at our business address of 40 District Square SW #215, Washington DC 20024 or our mailing address at 4915 Cordell Ave., Bethesda, Maryland, 20814, or 855-456-3030, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**ITEM 20: OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**

**System-wide 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	0	0
	2023	0	0	0
	2024	0	6	+6
Company – Owned*	2022	3	3	0
	2023	3	4	+1
	2024	4	4	0
Total Outlets	2022	3	3	0
	2023	3	4	+1
	2024	4	10	+6

\* Company-owned stores are operated by our affiliate.

**Table No. 2**

**Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)  
For Years 2022 to 2024**

Column 1 State	Column 2 Year	Column 3 Number of Transfers
NC	2022	0
	2023	0
	2024	1*
Total	2022	0
	2023	0
	2024	1

\*This outlet added an additional owner.

**Table No. 3**

**Status of Franchised Outlets  
For Years 2022 to 2024**

Column 1 State	Column 2 Year	Column 3 Outlets at Start of Year	Column 4 Outlets Opened	Column 5 Termination s	Column 6 Non- renewal s	Column 7 Reacquire d by Franchisor	Column 8 Ceased Operation s - Other Reasons	Column 9 Outlets at End of the Year
Maryland	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	2	0	0	0	0	2
North Carolina	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1
Ohio	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0