

## **ITEM 19**      **FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC's Franchise Rule permits a franchisor to provide information about 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 franchise 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 of a particular unit or within a particular territory, or under particular circumstances.

### **BACKGROUND**

The financial performance representation information in this Item 19 includes certain financial performance information relating to Turbo Tint Stores. We present three (3) different financial performance representations in this Item 19 relating to information for the period of operation from January 1, 2024 to December 31, 2024 ("Measurement Period").

We disclose the Gross Sales, Costs of Goods, and Gross Profit Margin for the Turbo Tint Store that was open for more than year as of December 31, 2024, and open for the Measurement Period ("Turbo Tint Store").

### **SOURCE OF DATA**

For Table 1, we have obtained the Gross Sales data from our franchisee, either through weekly sales reports, or other sales reports or profit and loss statements. These reports have not been audited by certified public accountants nor have we sought to independently verify their accuracy for purposes of this financial performance representation.

For Table 2, we obtained the sales and expense information from profit and loss statements for the Measurement Period submitted to us by the Turbo Tint Stores.

### **DEFINED TERMS**

"Gross Sales" is defined as all sales generated of any kind whatsoever, regardless of whether cash payment is actually received at the time of the transaction, including credit card sales, redemption of System gift cards and accounts receivable sales, in connection with the operation of the Turbo Tint Store including, but not limited to, sales of window tinting supplies, and/or any service or product sold within or without the Turbo Tint Store premises, but excluding intra-company warranty repairs. Gross Sales will not include sales tax, excise tax or other tax with respect to such sales, or revenue you derive from selling or issuing System gift cards, but will include "business interruption" insurance payments.

The "Cost of Goods" for our franchisee is comprised of (1) product cost, and (2) production labor. All other expenses, including, but not limited to, rent, royalty fees, advertising, taxes, start-up costs and insurance will impact your operating profit and are not included in the Cost of Goods figure.

## FINANCIAL PERFORMANCE

Below, we disclose the: (i) the Gross Sales earned by the Turbo Tint Store during the Measurement Period; and (ii) the Costs of Goods and Gross Profit Margin during the Measurement Period.

**Turbo Tint Store  
Calendar Year 2024  
Sales Table 1**

Sales	Number of Stores	Average Gross Sales	High Sales	Gross Sales	Low Sales	# Of Stores Above Average	% Of Stores Above Average	Median Sales
Range 1 \$1,000,000 and above	2	\$874,239.90	\$1,483,452.71		\$1,282,503.51	2	100%	\$1,382,978.11
Range 2 \$999,999 and below	8	\$451,203.33	\$662,969.06		\$119,067.23	4	50.00%	\$448,028.67
TOTAL	10	\$662,721.62	\$1,073,210.89		\$700,785.37	6	60.00%	\$915,503.39

In GPM Table 2 below, you will find disclosures of Gross Sales, Cost of Goods and Gross Profit Margin for the Turbo Tint Store during the Measurement Period.

**Turbo Tint Store  
Calendar Year 2024  
GPM Table 2**

Sales Range	Number of Stores	Average # Years Opened	Average Gross Sales	Average COGS	COGS %	Average Gross Profit Margin	Average Gross Profit Margin %
Range 1 - \$1,000,000 and above	2	16	\$1,457,919.76	\$544,519.79	37.3%	\$913,399.97	62.7%
Range 2 - \$999,999 and below	6	1	\$516,458.95	\$241,537.45	46.8%	\$274,921.50	53.2%
TOTAL	8	9	\$987,189.35	\$393,028.62	39.8%	\$594,160.73	60.2%

**Your individual results may differ from the result stated in the financial performance representation. There is no assurance that you will sell as much.**

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, 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 Peter Baldine, Moran Industries, Inc., 11524 West 183rd Place, Suite 100, Orland Park, Illinois 60467, (800) 377-9247, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**ITEM 20    OUTLETS AND FRANCHISEE INFORMATION**

**Table 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
<b>Franchised</b>	2022	12	13	+1
	2023	13	17	+3
	2024	17	23	+6
<b>Company Owned</b>	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
<b>Total Outlets</b>	2022	12	13	+1
	2023	13	17	+4
	2024	17	23	+6

Our Fiscal Year End is December 31.

**Table 2**  
**Transfers of Outlets from Franchisees to New Owners (Other than Franchisor)**  
**For Years 2022 to 2024**

State	Year	Number of Transfers
<b>Oklahoma</b>	2022	0
	2023	0
	2024	0
<b>Texas</b>	2022	0
	2023	0
	2024	0
<b>TOTAL</b>	2022	0
	2023	0
	2024	0

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