

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 stores 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 store 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 store or under particular circumstances.

A. Gross Sales and Key Performance Indicators

Part A of this financial performance representation includes historical average and historical median gross sales and certain key performance indicators for 80 franchised and company/affiliate-owned stores that operated from January 1, 2025 through December 31, 2025 (the "2025 Fiscal Year") and that met the following criteria: (i) the Ziebart Store had operated for at least 2 full years as of the end of 2025 Fiscal Year; (ii) the Ziebart Store operated as a full production (as opposed to limited) store; and (iii) the Ziebart Store also reported gross sales data to us for the full 2025 Fiscal Year. As of the end of the 2025 Fiscal Year, there were a total of 92 Ziebart Stores in operation. We excluded the performance of: (a) 5 Ziebart Stores because they had not been open and operating for at least 2 full years as of the end of the 2025 Fiscal Year; and (b) 7 Ziebart Stores that operated as limited service or product sales only stores and therefore do not use the prototypical business format and operating procedures for a Ziebart Store which is the form of the franchise opportunity that we offer in this disclosure document. "Gross Sales" includes the actual selling price received for the products or services, whether for cash, credit, or exchange of services for value, from the franchised stores or any other store that bears the licensed trademarks or trade names, or which uses our trade secrets or know-how.

We separated the 80 Ziebart Stores into the top performing 50% and bottom performing 50% based on average Gross Sales, with top performing 50% reflecting the results of those Ziebart Stores with the highest average Gross Sales for the 2025 Fiscal Year, and the bottom performing 50% reflecting the results of those Ziebart Stores with the lowest average Gross Sales for the 2025 Fiscal Year. The Ziebart Stores in this financial performance representation operate throughout the United States in both urban and suburban areas and have operated for an average of 27 years.

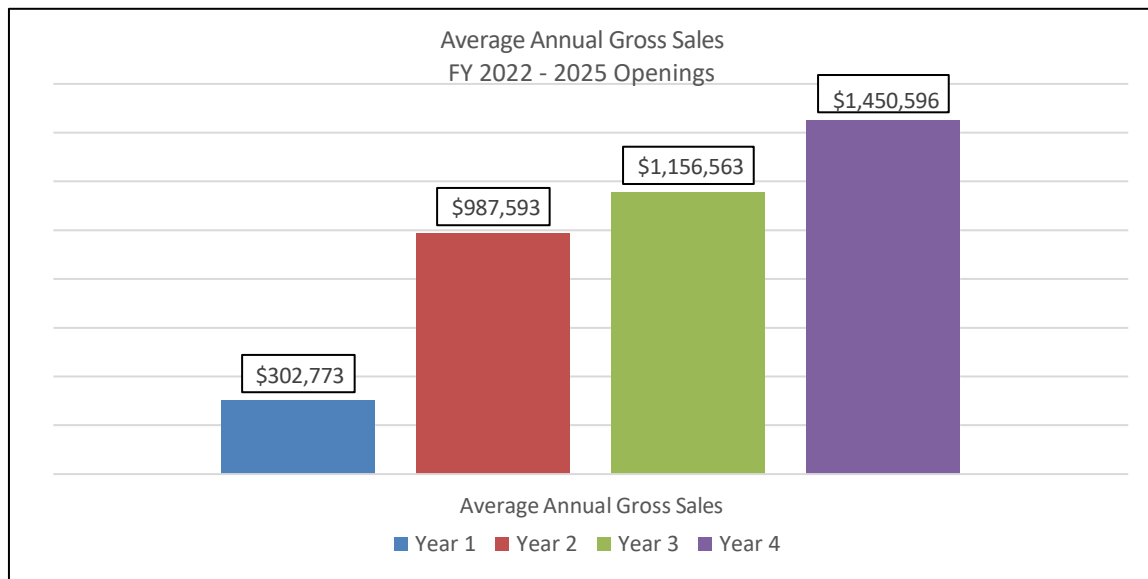
	Top 50%	Bottom 50%	Median for all Ziebart Stores	Average for all Ziebart Stores	#/% Met/Exceeded Average
# of Ziebart Stores	40	40	80	80	
Average Gross Sales	\$2,199,003	\$629,298	\$1,009,961	\$1,414,150	30 / 38%

	Top 50%	Bottom 50%
Lowest Gross Sales	\$1,030,521	\$262,015
Highest Gross Sales	\$6,378,211	\$989,401
Median Gross Sales	\$1,801,339	\$579,949
# Met/Exceeded Average	18	17
% Met/Exceeded Average	45%	43%

B. New Ziebart Store Gross Sales Ramp

Part B of this financial performance representation reflects the historical Average Annual Gross Sales ramps for five (5) Ziebart Stores operated by franchisees that developed and opened their Ziebart Stores during the 4-year period from January 1, 2022 through December 31, 2025. There were nine (9) total new Ziebart Stores that opened during this period. Four (4) Ziebart Stores were excluded from this financial performance Average Annual Gross Sales ramp because they had not been open and operating for at least one (1) full year.

We separated the Average Annual Gross Sales ramp results of five (5) Ziebart Stores in Part B of this financial performance representation by the fiscal year in which they opened for business as a Ziebart Store within the Ziebart franchise network. In the charts below: (a) “Average Annual Gross Sales FY 2022-2025 Openings” include the Average Annual Gross Sales ramp for the first 4 years of operation for those Ziebart Stores that opened between January 1, 2022 through December 31, 2025 (the “2022-2025 Fiscal Years”); and (b) “FY 2022 -2025 Openings” include the Gross Sales ramp for the first 4 years of operation for those Ziebart Stores that opened between January 1, 2022 through December 31, 2025 (the “2022-2025 Fiscal Years”). The beginning and ending dates of “Year 1”, “Year 2”, “Year 3”, and “Year 4” in this financial performance representation differ for each Ziebart Store because each Ziebart Store opened for business on a different date.



Ziebart Store Count	5	4	4	4
Average Gross Sales	\$302,773	\$987,593	\$1,156,563	\$1,450,596
Highest Gross Sales	\$805,537	\$1,736,434	\$1,861,193	\$2,819,545
Lowest Gross Sales	\$94,188	\$597,697	\$620,096	\$649,771
Median Gross Sales	\$107,938	\$808,121	\$1,072,482	\$1,166,534
#/% Met/Exceeded Average	2 / 40%	1 / 25%	2 / 50%	2 / 50%

Our management prepared this financial performance representation based on Gross Sales reported by our franchisees. This information is unaudited.

Some outlet has earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.

Apart from the foregoing, Ziebart Corporation does not make any representations about a franchisee's future financial performance or the past financial performance of company- owned or franchised stores. 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 store, however, we may provide you with the actual records of that store. 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 Brian Jackman, 1290 E. Maple Road, Troy, MI 48083 248-588-4100, or Larisa Walega, 1290 E. Maple Road, Troy, MI 48083 248-588-4100, the Federal Trade Commission, and the appropriate state regulatory agencies.

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

ITEM 20

OUTLETS OF FRANCHISEE INFORMATION

Table No. 1

System Outlet Summary for Years 2023-2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	86	85	-1
	2024	85	85	0
	2025	85	80	-5
Company-Owned	2023	11	11	0
	2024	11	11	0
	2025	11	12	+1
Total Outlets	2023	97	96	-1
	2024	96	96	0
	2025	96	92	-4