

## Special Risks to Consider About *This Franchise*

Certain states require that the following risk(s) be highlighted:

1. **Out-of-State Dispute Resolution.** The franchise agreement requires you to resolve disputes with us by mediation, arbitration and/or litigation only in Washington DC. Out-of-state mediation, arbitration and/or litigation may force you to accept a less favorable settlement for disputes. It may also cost you more to mediate, arbitrate and litigate with us in Washington DC than in your own state.
2. **Short Operating History.** The franchisor is at an early stage of development and has a limited operating history. This franchise is likely to be a riskier investment than a franchise in a system with a longer operating history.<sup>MD</sup>
3. **Financial Condition.** The franchisor's financial condition, as reflected in its financial statements (See Item 21), calls into question the franchisor's financial ability to provide services and support to you.<sup>MD</sup>
4. **Unopened Franchises.** The Franchisor has signed a significant number of franchise agreements with franchisees who have not yet opened their outlets. If other franchisees are experiencing delays in opening their outlets, you also may experience delays in opening your own outlet.

Certain states may require other risks to be highlighted. Check the "State Specific Addenda" (if any) to see whether your state requires other risks to be highlighted.

We have 54 corporate GLO30 units, 4 of which were open by December 31, 2023 with the fifth opening in February 2024. We have excluded 2 units 1 unit that were not open for a full 12 months as of December 31, 2023. The below historical financial performance representations are for our 3 corporate GLO30 units open for a minimum of 12 months for 2023. Gross Sales are calculated as total sales minus sales tax and customer refunds.

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.

GLO30 BETHESDA		2023	
<b>Income</b>			
Sales		\$1,633,916.03	
	<b>Total Income</b>	<b>\$1,633,916.03</b>	
<b>Cost of Goods Sold</b>			
Total Payroll		\$606,532.44	
Service Supplies		74,944.08	
	<b>Total Cost of Goods Sold</b>	<b>\$681,476.52</b>	41.71%
<b>Expenses</b>			
Operating Expenses		\$104,791.87	
Rent/Lease		73,056.48	
	<b>Total Expenses</b>	<b>\$177,848.35</b>	10.88%
<b>EBITDA</b>		<b>\$774,591.16</b>	47.41%
Royalties		\$98,034.96	6.00%
Marketing/Brand Fund		\$49,017.48	3.00%
	<b>EBITDA after Royalties/Mktg</b>	<b>\$627,538.72</b>	38.41%
	<b>Rooms</b>	<b>5</b>	
	<b>Sq Ft. of Store</b>	<b>2000</b>	
	<b>Revenue Per Sq Ft.</b>	<b>\$816.96</b>	