



TWO-MINUTE DRILL

The \$7 billion global skincare services industry is a rapidly growing market with no signs of slowing down. Glo3o has filled a void in the highly competitive spa services market with its clear, concise menu of skincare services from routine facials to fillers, all within a compelling monthly membership offering.

ABOUT US

GLO30 is a doctor-founded medical spa that offers a customized facial every 30 days utilizing a membership model and featuring minimally or non-invasive cosmetic and medical grade procedure, such as peels, facials, injectables, microdermabrasion and light therapy. The GLO facial will use certain modalities each month depending on the client's needs, at no additional charge. They also utilize their proprietary Artificial Intelligence powered skin analyzer, GLOria, to measure skin in real time to detect 3 factors: tone, texture, and tightness.



ARLEEN K LAMBA, MD
FOUNDER/CEO

GLO30

YOUR PERFECT FACIAL. EVERY 30 DAYS.

Industry	Skincare
Industry Size	\$7 Billion
Year Business Started	2012
Year Started Franchising	2023
Franchise Units Awarded	129
Franchise Units Open	30
Company Units Open	4
Number of Franchisees	31
Item 7	\$430,500 – \$734,500 NOTE: 3 Unit Minimum, franchise fees + the cost of first store buildout
Royalty	6%
Local Store Marketing	1% (plus 2% for Worldwide Creative Fund)
VetFran Discount	Ask Franchisor
SBA Registry	PENDING

Function & Daily Tasks of the Owner-Operator Owner	<ul style="list-style-type: none"> • Hire, manage and motivate employees who live and represent the brand values • Ensure employees are properly trained and following the GLO30 proven service and sales process • Develop a culture within each studio that values the employees & customers • Oversee inventory in each clinic • Implement local marketing and special events • Manage the business through financials and KPI's
Function & Daily Tasks of the Semi-Absentee Owner	<ul style="list-style-type: none"> • Focus on local marketing and brand awareness • Manage the business through financials and KPI's • Manage and motivate employees who live and represent the brand values • Ensure employees are following the GLO30 proven service and sales process • Develop a culture within each studio that values the employees & customers <p>*Can become passive with the right management in place.</p>
Number / Type of Employees	<ul style="list-style-type: none"> • RN or NP, depending on state (1 F/T to start) • 1.5 Estheticians per room • Medical Director for multiple locations (off-site in most states) • 1 General Manager for every 3 locations
Real Estate Description	<ul style="list-style-type: none"> • Class A Real Estate • 2-5 Rooms / 600-1500 sq.ft
Home Based	<ul style="list-style-type: none"> • No
Targeted Customer	<ul style="list-style-type: none"> • Primarily ages 18-65, women and men, interested in looking better/not different, regularly purchases skincare product, has disposable income
Business Model	<ul style="list-style-type: none"> • Owner operator, ideally semi-absent, possibly passive with adequate management team in place. Must have structure in place to scale multiple units.

FINANCIAL REQUIREMENTS

- **Investment:** \$430,500 – \$734,500 (franchise fees + the cost of first store buildout, 3-unit minimum)
- **\$1M Net Worth***
- **\$500K Capital*** due to minimum 3-unit requirement
- **Franchise Fee:** \$45K per unit
- **Term:** 10 Years
- **Royalty Fee:** 6% of Gross Revenue
- **Local Marketing:** 1% of Gross Revenue
- **Worldwide Creative Marketing:** 2% of Gross Revenue

*Investment partners may contribute to this requirement

ITEM 19 EARNINGS CLAIM*

Bethesda, MD Total Income 5 rooms, 2,000 sqft

\$1,546,476.37

EBITDA After Royalties & Marketing

\$578,758.36

Wharf, D.C. Total Income 3 rooms, 1000sqft

\$723,409.62

EBITDA After Royalties & Marketing

\$237,228.51

Shaw, D.C. Total Income 2 rooms, 500sqft

\$527,423.93

EBITDA After Royalties & Marketing

\$179,835.35

Arlington, Virginia Total Income 4 rooms, 950sqft

\$539,589.20

EBITDA After Royalties & Marketing

\$152,114.85

*The numbers illustrate the total income generated by the company-operated store during the Applicable Measurement Period (Jan. 2024 to Dec. 2024), as stated in Item 19 of GLO30's Disclosure Document issued April 17, 2025. This information is not intended as an offer to sell or the solicitation of an offer to buy a franchise. It is for information purposes only. The offering is by FDD only. Currently, the following states regulate the offer and sale of franchises: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Oregon, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin. If you are a resident of or want to locate a franchise in one of these states, we will not offer you a franchise unless and until we have complied with applicable pre-sale registration and disclosure requirements in your state.

SmartGLO Membership

Ideal for those seeking consistent, AI-customized facials that adapt to seasonal changes.

- Price: \$99/month

TotalGLO Membership

Designed for individuals seeking advanced treatments and flexibility.

- \$299/month

TOX Membership

Focused on regular neuromodulator treatments for wrinkle prevention and maintenance.

- Monthly Plan: \$125/month

GLOpass

Tailored for teens and young adults aged 12–22, focusing on education and consistent skincare.

- Price: \$250/month

COMPANY INFO & LOCATIONS

Founder & CEO - Arleen Lamba M.D.

Director of Operations – Herman J. Singh M.D. MBA

Hours of Operation

Monday – Sunday

10AM – 8PM / 11AM – 7PM



100+

franchise locations in development nationwide

30

franchise locations open or under construction

34

total locations open or under construction
(including corporate)

GLO3O

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TOP 6 SELLING POINTS



Expert Training in Less Than Two Weeks

No medical or skincare background required. Our experts provide training protocols for each menu offering from facials to Injectables.



Proprietary Tech & Data

Proprietary technology delivers personalized skincare and product recommendations to clients. A robust consumer app keeps members engaged and loyal.

Back-end technology for franchisees automates everything for turnkey operations from onboarding and training to management and reporting.



Member Model Drives Loyalty & Frequency

GLO3O is a monthly ritual that keeps members returning month after month.



More Than Just Facials

We focus on two things - monthly maintenance of GLO (signature facials) and boosting GLO (NanoGLO MicroInfusion Facial, Neuromodulators and Laser Facials).



No Competition

There's no competition: spas offer a facial, we offer the GLO3O facial, using ingredients and techniques that you can only get at GLO3O. We create and market branded treatments to drive loyalty & demand.



Retail Offering

Multi revenue streams as our AI technology will recommend retail products based on monthly face scans so that maintenance continues at home.



INDUSTRY SPECIFIC REGULATIONS

There are state laws and regulations specific to providing facial services. There are also local and state agencies that regulate the provision of laser and facial services in your area as well as injectables and other procedures that are deemed to be “medical” in nature.

In some states these services can only be administered by (or must be administered under supervision by) a licensed healthcare professional. Some of these laws and regulations may require special certification, licensing, and registration before you can begin providing laser and facial services or offering injectables. You must ensure that only licensed therapists, estheticians or medical professionals perform any services for which a license or specialized training is required in your state. This may also require franchisees to set up a Corporate Practice of Medicine and hire a Medical Director - typically not be required onsite.

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IDEAL CANDIDATE

- Strong business acumen
- Ability to motivate and manage a team
- Passionate about personal care and great customer service
- Background in business development, sales, marketing and/or operations
- Community influencers who seek to develop multiple locations in their community
- Multi-unit franchise owners/operators (European Wax Center, Orange Theory, Planet Fitness, etc.)
- Family office or private wealth management firms seeking new franchise start-ups with a proven business model and high returns

INITIAL TRAINING

- Must be completed within 60 days prior to opening.
- Includes 3 people. Franchisee(s) and Manager, maybe Lead/Head service provider
- 2 weeks at corporate headquarters
- Up to 10 days on site pre-opening/grand opening

FRANCHISE DISCOVERY PROCESS

1. Introductory Call
2. Submit Application Form
3. FDD Disclosure
4. Submit Business Questionnaire
5. Pre-Discovery Day Prep Call
6. Pre-Discovery Day Call w/ Founders
7. DISCOVERY DAY
8. Discuss Territory & Franchise Agreement
9. Sign Franchise Agreement
10. Welcome Call

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ON GOING SUPPORT

Site Selection Assistance	YES
Lease Negotiation Assistance	YES
Recruiting Assistance	YES

TIMELINE TO OPEN

- Development Schedule: 1 unit per year

FINANCIAL STRENGTH OF FRANCHISOR

GLO30 has zero debt on its balance sheet and has excess cash and working capital resources available to fuel its continued planned aggressive growth.

EXTRA INFO

- Call service for inbound customer service (optional)
- GLO30 was named Amazon's Premier Skincare Company

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