

Provision	Section in ADA	Summary
		requirements are met independently without reference to Article 20.

ITEM 18
PUBLIC FIGURES

There are no public figures involved in the sale of this franchise.

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 our 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.

All PERSPIRE SAUNA STUDIO Businesses offer substantially the same products and services to the public. None of them received any services not generally available to our franchisees, and substantially the same services will be offered to new franchisees, except our affiliates receive centralized accounting, financial, and management services. One of our Franchisees operates a PERSPIRE SAUNA STUDIOS at a Non-Traditional Location.

The representation being made is a historic financial performance representation for the franchise system’s existing outlets. The charts reflect the annual Gross Revenue information on an average, median, high and low basis for the PERSPIRE SAUNA STUDIO Businesses that were open for the entire year of 2025 (“**Reporting Period**”).

There was a total of 70 PERSPIRE SAUNA STUDIO Businesses operating at the end of 2025, 67 of which are franchised and 3 of which are owned by our affiliates. The financial information is taken from the unaudited books and records of the 70 PERSPIRE SAUNA STUDIO Businesses that were open and operated for the full Reporting Period in 2025.

Average Unit Volume
All Studios Open During Reporting Period

Table One

	Average and Median Annual Gross Revenue for Reporting Period Two		High Average Annual Gross Revenue	Low Average Annual Gross Revenue	Number of PERSPIRE SAUNA STUDIO Businesses That Met or Exceed the Average and the Median	
	Average Gross Revenue	Median Gross Revenue			Number of Perspire Sauna Studio Businesses in Quartile	Number of Perspire Sauna Studios that Met or Exceeded the Average and Median
Top 25%	\$705,823	\$687,605	\$887,832	\$632,944	18	7(39%)
2nd 25%	\$567,080	\$563,008	\$625,191	\$516,695	17	7(41%)
3rd 25%	\$437,801	\$440,137	\$483,039	\$383,296	17	9(53%)
Bottom 25%	\$307,142	\$308,295	\$382,004	\$227,660	18	9(50%)

Notes

Table One reflects the total 2025 annual Gross Revenue for PERSPIRE SAUNA STUDIO Businesses open during the entire Reporting Period. It includes franchised and affiliate owned PERSPIRE SAUNA STUDIO Businesses.

Table Two

All Franchisee Owned PERSPIRE SAUNA STUDIO Businesses Opened During Reporting Period

	Average and Median Annual Gross Revenue for Reporting Period Two		High Average Annual Gross Revenue	Low Average Annual Gross Revenue	Number of PERSPIRE SAUNA STUDIO Businesses That Met or Exceed the Average and the Median	
	Average Gross Revenue	Median Gross Revenue			Number of Perspire Sauna Studio Businesses in Quartile	Number of Perspire Sauna Studios that Met or Exceeded the Average and Median
Top 25%	\$707,974	\$698,337	\$887,832	\$632,944	17	7(41%)
2nd 25%	\$567,080	\$563,008	\$625,191	\$516,695	17	7(41%)
3rd 25%	\$434,873	\$437,987	\$483,039	\$382,004	16	8(50%)
Bottom 25%	\$302,738	\$303,837	\$381,598	\$227,660	17	9(53%)

Table Three

All Corporate or Affiliate PERSPIRE SAUNA STUDIO Businesses Open During Reporting Period

	Average and Median Annual Gross Revenue for Reporting Period Two		High Average Annual Gross Revenue	Low Average Annual Gross Revenue	Number of PERSPIRE SAUNA STUDIO Businesses That Met or Exceed the Average and the Median	
	Average Gross Revenue	Median Gross Revenue			Number of Perspire Sauna Studio Businesses in Quartile	Number of Perspire Sauna Studios that Met or Exceeded the Average and Median
Top Third	\$669,261	\$669,261	\$669,261	\$669,261	1	1(100%)
Middle Third	\$458,143	\$458,143	\$458,143	\$458,143	1	1(100%)
Bottom Third	\$408,504	\$408,504	\$408,504	\$408,504	1	1(100%)

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

Some outlets have sold this amount. Your individual results may differ. There is no assurance that you'll sell as much.

Other than the preceding financial performance representation, we do 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 the franchisor's management by contacting our Senior Vice President of Franchise Development, Matthew Sawicki, 129 Cabrillo St., Suite 200, Costa Mesa, CA 92627, 949-669-1758 the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE 1
System Wide Outlet Summary for Years 2023 to 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	26	45	+19
	2024	45	65	+20
	2025	65	92	+27
Company-Owned	2023	4	6	+2
	2024	6	6	0
	2025	6	3	-3
Total	2023	30	51	+21
	2024	51	72	+21
	2025	72	95	+23

TABLE 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
for Years 2023 to 2025

State	Year	Number of Transfers
Arizona	2023	0
	2024	1
	2025	0
California	2023	0
	2024	0
	2025	1
Texas	2023	2
	2024	1
	2025	1
Total	2023	2
	2024	2
	2025	2