

	Provision	Section in Franchise Agreement (FA), Area Development Agreement (AD) or Other Agreement	Summary
			franchisee, your spouse or your child, no transfer fee is required.
q.	Non-competition covenants during the term of the franchise	FA: Section 10.D AD: Not Applicable	No direct or indirect involvement in the operation of any fitness business other than one authorized in the Franchise Agreement.
r.	Non-competition covenants after the franchise is terminated or expires	FA: Section 10.D AD: Not Applicable	No direct or indirect involvement in a competing business for two years at the premises of the former Club; within 10 miles of the former Club; within any other franchisee's Designated Area; or within 10 miles of any other business or Club using the System.
s.	Modification of agreement	FA: Section 15.B AD: Section 5.7	No modifications generally, but we have the right to change the Manual and the list of authorized trademarks. We also have the right to define your Designated Area once you have acquired a site for the Club.
t.	Integration/merger clause	FA: Section 15.B AD: Section 5.7	Only the terms of the Franchise Agreement and Area Development Agreement (if applicable) are binding (subject to state law). We do not disclaim any representations made in this Franchise Disclosure Document.
u.	Dispute resolution by arbitration or mediation	FA: Section 12 AD: Section 4	Except for certain claims, all disputes must first be submitted to mediation and, if not resolved by mediation, must be arbitrated in Minneapolis, Minnesota (subject to state law).
v.	Choice of forum	FA: Section 15.I AD: Section 4.4	Litigation must be in Minneapolis, Minnesota, except as restricted or prohibited by applicable state law regulating franchising.
w.	Choice of law	FA: Section 15.H AD: Section 5.5	Minnesota law governs construction of the Franchise Agreement and the parties' relationship, except as restricted or prohibited by applicable state law regulating franchising.

**ITEM 18
PUBLIC FIGURES**

We do not use any public figure to promote our 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/or 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.

Except for the information provided herein, 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. However, if you are purchasing an existing outlet, 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: Andi Ruth-Negrini, 952-567-5848 or email sales@liftbrands.com. You may also contact 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.

This Item 19 is divided into two sections. Section 1 reflects certain financial information for Snap Fitness corporate owned clubs. Section 2 reflects certain financial information related to franchisee owned clubs. Each section contains its own tables and notes as appropriate.

The Financial Performance Representation in Item 19 is based on the financial performance of Clubs during 2024 and 2025. Some Snap Fitness Clubs have earned these amounts. Your individual results may vary. There is no assurance that you will earn as much.

[Remainder of page intentionally left blank]

1. Corporate Owned Snap Fitness Clubs

Table A

2025 Statements of Revenue, Expenses, and Earnings for SNAP FITNESS Corporate Owned Clubs

There were 8 SNAP FITNESS Corporate Owned Clubs in the SNAP FITNESS system as of December 31, 2025. We do not receive full operating expense data from our franchised clubs, but we do have this information for our Corporate Owned Clubs. No Corporate Owned Clubs were excluded from these results.

	Average (8 Clubs)		Top Half Average (4 Clubs)		Bottom Half Average (4 Clubs)	
Average Monthly Membership Count		870		1041		699
#/% at or Above		2/25%		1/13%		2/25%
Highest		1688		1688		818
Lowest		648		726		648
Median		772		874		664
Revenue						
Memberships	\$360,448		\$461,743		\$259,152	
Personal Training	\$52,372		\$66,906		\$37,839	
Ins Reimbursement	\$39,575		\$48,363		\$30,787	
Product/CEF	\$1,420		\$1,194		\$1,647	
Other	\$12,737		\$15,540		\$9,934	
Average Total Revenue	\$466,552	100%	\$593,746	100%	\$339,358	100%
#/% at or Above		3/38%		2/25%		2/25%
Highest	\$844,107		\$844,107		\$402,527	
Lowest	\$230,020		\$450,893		\$230,020	
Median	\$426,710		\$539,992		\$362,442	
Cost of Goods Sold						
Labor	\$121,025	26%	\$145,948	25%	\$96,101	28%
Personal Trainers	\$16,380	4%	\$21,139	4%	\$11,620	3%
Bank Service Charges	\$16,325	3%	\$20,348	3%	\$12,301	4%
Product Cost	\$2,459	1%	\$2,681	0%	\$2,237	1%
Corp Fees	\$34,705	7%	\$37,558	6%	\$31,852	9%
Total COGS	\$190,893	41%	\$227,675	38%	\$154,111	45%
#/% at or Above		3/38%		2/25%		2/25%
Highest	\$311,214		\$311,214		\$192,845	
Lowest	\$90,601		\$152,488		\$90,601	
Median	\$189,783		\$223,498		\$166,498	
Gross Profit	\$275,659	59%	\$366,071	62%	\$185,247	55%
#/% at or Above		2/25%		1/33%		2/25%
Highest	\$532,894		\$532,894		\$256,251	
Lowest	\$130,861		\$233,901		\$130,861	
Median	\$242,611		\$251,321		\$176,938	
Operating Expenses						

Rent/CAM	\$91,511	20%	\$117,171	20%	\$65,852	19%
Utilities & Telecom	\$28,188	6%	\$35,867	6%	\$20,510	6%
Repairs, Maintenance, Cleaning	\$20,943	4%	\$24,903	4%	\$16,983	5%
Marketing & Advertising	\$4,174	1%	\$4,027	1%	\$4,321	1%
Insurance	\$6,569	1%	\$6,569	1%	\$6,569	2%
Real Estate Tax	\$3,436	1%	\$5,179	1%	\$1,693	0%
Other SGA	\$17,784	4%	\$15,498	3%	\$20,069	6%
Total Operating Expenses	\$172,605	37%	\$209,214	35%	\$135,996	40%
#/% at or Above	3/38%		2/25%		2/25%	
Highest	\$283,142		\$283,142		\$163,160	
Lowest	\$104,065		\$141,568		\$104,065	
Median	\$157,754		\$206,073		\$138,379	
Operating Income	\$103,054	22%	\$156,857	26%	\$49,251	15%
#/% at or Above	3/38%		2/25%		2/25%	
Highest	\$249,751		\$249,751		\$93,091	
Lowest	-\$21,486		\$22,787		-\$21,486	
Median	\$91,568		\$177,445		\$62,700	

Table B

2025 Statements of Revenue, Expenses, and Earnings for SNAP FITNESS Corporate Owned Clubs Revitalized prior to 2025

As of December 31, 2025, 3 of the 8 US SNAP FITNESS Corporate Owned Clubs had completed brand revitalization to the same design model required of all new club openings between 2024. No Corporate Owned Revitalized Clubs which were revitalized between 2024 were excluded from these results.

	PLACERVILLE, CA		BETHEL, CT		CHANHASSEN, MN	
Average Monthly Billable Membership Count	1688		668		661	
Revenue						
Memberships	\$610,636		\$345,255		\$263,314	
Personal Training	\$134,533		\$13,462		\$99,481	
Ins Reimbursement	\$83,928		\$29,979		\$28,128	
Product/CEF	\$160		\$4,052		\$290	
Other	\$14,850		\$9,779		\$9,964	
Total Average Revenue	\$844,107	<i>100%</i>	\$402,527	<i>100%</i>	\$401,177	<i>100%</i>
Cost of Goods Sold						
Labor	\$193,567	23%	\$90,787	23%	\$114,064	28%
Personal Trainers	\$38,950	5%	\$4,064	1%	\$30,754	8%
Bank Service Charges	\$27,812	3%	\$15,083	4%	\$14,611	4%
Product Cost	\$3,337	0%	\$2,061	1%	\$2,372	1%
Corp Fees	\$47,548	6%	\$34,281	9%	\$24,919	6%
Total COGS	\$311,214	<i>37%</i>	\$146,276	<i>36%</i>	\$186,720	<i>47%</i>
Gross Profit	\$532,894	<i>63%</i>	\$256,251	<i>64%</i>	\$214,457	<i>53%</i>
Operating Expenses						
Rent/CAM	\$172,396	20%	\$106,530	26%	\$34,928	9%
Utilities & Telecom	\$43,955	5%	\$21,706	5%	\$14,990	4%
Repairs, Maintenance, Cleaning	\$27,124	3%	\$3,778	1%	\$32,889	8%
Marketing & Advertising	\$6,308	1%	\$3,088	1%	\$8,889	2%
Insurance	\$6,569	1%	\$6,569	2%	\$6,569	2%
Real Estate Tax	\$7,647	1%	\$10,531	3%	\$0	0%
Other SGA	\$19,143	2%	\$10,958	3%	\$26,146	7%
Total Operating Expenses	\$283,142	<i>34%</i>	\$163,160	<i>41%</i>	\$124,411	<i>31%</i>
Operating Income	\$249,751	<i>30%</i>	\$93,091	<i>23%</i>	\$90,046	<i>22%</i>

Notes to Table A and Table B

Note 1. Average monthly membership count includes active, billable members only and excludes members whose contracts are paused, past due, or who participate with certain programs which we administer reimbursement of membership dues for insurance companies, affinity groups and national accounts as described in Item 16.

Note 2. The principal source of total sales for a SNAP FITNESS Club is its membership revenue. Membership revenue includes paid in full or as prepaid dues, the member's monthly dues obligation as well as annual and pro-rated annual fees. Typical monthly membership fees are \$44.95 to \$60.00 based on single membership types and \$74.95 to \$99.00 for joint (2-person)

membership types. Membership rates vary by club. Franchisees set their own membership prices depending on their club's competitive landscape and amenity service fees (such as recovery zones) that are added to a membership (exceptions are for National Accounts and certain promotional programs as described in Item 16).

Note 3. Clubs may earn a significant percentage of revenue through the sale of personal training services to members. Not all clubs offer personal training and personal training revenue varies widely by club depending on the ability to find qualified and motivated personal trainers, types of services and management of the personal training programs.

Note 4. Clubs may earn revenue through participation with certain programs which we administer reimbursement of membership dues for insurance companies, affinity groups and national accounts as described in Item 16.

Note 5. Clubs may earn additional revenue through Club Enhancement Fees, the sale of approved product and merchandise, and enrollment fees.

Note 6. Labor costs may vary significantly by location. Factors influencing these costs include the size of the facility, operating hours, the level of foot traffic, and local wage rates.

Note 7. These fees have been adjusted to reflect the Royalty, National Marketing, and Technology fees that a franchisee would incur. See Item 6 for more detail.

Note 8. All Corporate Clubs participate in the SAPP insurance program. See Items 6 and 8 for more information. Note 9. The Chanhassen, MN corporate club is located in the same building as our U.S. corporate office.

Note 9. The Chanhassen, MN corporate club is located in the same building as our U.S. corporate office.

2. Franchisee Owned Snap Fitness Clubs - Statement of Revenue and Member Count

There were 460 US Snap Fitness Clubs in the Snap Fitness system as of December 31, 2025. Of those 460 Snap Fitness Clubs, 1 is excluded from the results displayed in Table A and Table B for the reasons provided in Note 1, Note 2, and Note 3 below. The average square footage, average total sales, average membership counts, average member counts, and average sales per square foot are derived from the historical performance of 459 Clubs.

Table A
Franchised Clubs – Sales and Memberships by Quartile for 2025 and 2024

		2025							2024								
		Members			Revenue				Members			Revenue					
		Total Members	Met or Exceed #	Met or Exceed %	YOY Growth	Sales per Year	Met or Exceed #	Met or Exceed %	YOY Growth	Total Members	Met or Exceed #	Met or Exceed %	YOY Growth	Sales per Year	Met or Exceed #	Met or Exceed %	YOY Growth
All Clubs	Club Count	459							479								
	Average	724	178	39%	1%	277,584	170	37%	5%	719	185	39%	3%	265,574	182	38%	3%
	Median	652	228	50%	0%	234,451	230	50%	3%	654	234	49%	3%	228,648	239	50%	2%
	Max	3,150			1,623,508				3,181			1,505,819					
	Min	187			45,714				191			54,083					
Top Quartile	Club Count	115							120								
	Average	1,107	41	36%	-1%	522,423	34	30%	8%	1,116	53	44%	4%	481,511	38	32%	4%
	Median	1,040	49	43%	0%	439,606	58	50%	8%	1,040	60	50%	5%	406,912	60	50%	1%
	Max	3,150			1,623,508				3,181			1,505,819					
	Min	416			331,997				415			326,147					
Second Quartile	Club Count	114							119								
	Average	763	43	38%	4%	278,393	54	47%	2%	733	51	43%	2%	272,956	59	50%	3%
	Median	734	50	44%	3%	275,290	57	50%	2%	711	60	50%	2%	270,972	60	50%	2%
	Max	1,626			331,884				1,405			325,611					
	Min	283			234,774				390			228,980					
Third Quartile	Club Count	115							120								
	Average	615	55	48%	0%	193,421	62	54%	1%	616	51	43%	5%	191,540	55	46%	2%
	Median	616	55	48%	3%	194,548	58	50%	2%	596	54	45%	2%	190,362	56	47%	2%
	Max	1,000			234,451				1,091			228,648					
	Min	257			153,223				266			152,044					
Bottom Quartile	Club Count	115							120								
	Average	412	60	52%	0%	116,106	67	58%	0%	411	46	38%	1%	116,348	58	48%	-1%
	Median	388	66	57%	0%	123,716	58	50%	1%	390	52	43%	-2%	122,155	55	46%	3%
	Max	848			152,076				834			151,620					
	Min	187			45,714				191			54,083					

Table B
Franchised Clubs – Sales and Memberships by Club Size for 2025

		2025					
		Total Members	Met or Exceed #	Met or Exceed %	Sales per Year	Met or Exceed #	Met or Exceed %
All Clubs	Club Count	459					
	Average	724	184	40%	277,584	170	37%
	Median	652	230	50%	234,451	230	50%
	Max	3,150			1,623,508		
	Min	187			45,714		
>=8,000 Sq Ft	Club Count	24					
	Average	1,290	11	46%	567,318	10	42%
	Median	1,316	12	50%	486,750	10	42%
	Max	3,150			1,623,508		
	Min	315			80,493		
<8,000 >6,000 Sq Ft	Club Count	43					
	Average	904	17	40%	367,016	14	33%
	Median	882	21	49%	318,870	19	44%
	Max	2,050			1,110,200		
	Min	303			129,923		
<6,000 >4,000 Sq Ft	Club Count	167					
	Average	757	76	46%	277,049	87	52%
	Median	674	89	53%	251,558	97	58%
	Max	2,565			947,451		
	Min	227			78,451		
<4,000 Sq Ft	Club Count	225					
	Average	605	104	46%	229,984	106	47%
	Median	557	118	52%	193,828	125	56%
	Max	2,133			1,540,524		
	Min	187			45,714		

Notes to Table A and Table B

Note 1. Table A and Table B reflect the data of Franchised Clubs open for respective calendar years 2025.

Note 2. Table A and Table B only include data of Franchised Clubs that were open as of December 31, 2025. In other words, data from Clubs that opened January 1, 2026 or later are excluded from Table A and Table B.

Note 3. Table A and Table B exclude data from our corporate-owned Clubs.

Note 4. The principal source of total sales for a SNAP FITNESS Club is its membership revenue. Membership revenue includes

any initial enrollment fees, paid in full or as prepaid dues, the member's monthly dues obligation as well as annual and pro-rated annual fees. Many Clubs also earn a significant percentage of revenue through the sale of personal training services to members. Not all clubs offer personal training and clubs historically have not been required to report personal training revenue to us. Personal training revenue varies widely by club depending on the ability to find qualified and motivated personal trainers, types of services and management of the personal training programs. Typical monthly membership fees are \$44.95 to \$60.00 based on single membership types and \$74.95 to \$99.00 for joint (2-person) membership types. Membership rates vary by club. You set your own membership prices depending on your club's competitive landscape and amenity service fees (such as recovery zones) that are added to a membership (exceptions are for National Accounts and certain promotional programs as described in Item 16).

Note 5. The average values stated are based on highest to lowest sales and quartile cohorts structured accordingly. All averages, medians, highs, and lows are then based on club Key Performance Indicator facts found within these cohorts.

Note 6. The 2024 revenue figures in Table A are presented on a different basis than previously disclosed in the prior year's FDD. The current presentation includes Insurance (National Accounts) revenue, which was excluded from the prior disclosure.

[Remainder of page intentionally left blank]