

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.

Table 1 - COMPANY-OWNED OUTLETS

The table below represents an historic performance representation of company-owned Team Up Athletics® outlet the operated for a 7-year period from 2017 to 2024. We currently do not have any company-owned outlets.

Year	Location/Territory	Gross Sales
2017	Davis County, Utah	\$151,845
2018	Davis County, Utah	\$243,155
2019	Davis County, Utah	\$420,616
2020	Davis County, Utah	\$685,335
2021	Davis County, Utah	\$1,241,998
2022	Davis County, Utah	\$1,081,000
2023	Davis County, Utah	\$801,363
2024	Davis County, Utah	\$803,331
2025	No company-Owned Outlets	N/A

**Table 2 – 2025 FRANCHISE-OWNED OUTLETS
(Operated for a full 12 months in 2025)**

2025

The table below represents an historic performance representation of our 26 franchise-owned outlets that operated for all of 2025. We have an additional 16 franchise-owned outlets that are not listed in the table below that started in 2025 but did not operate for the full 12 months in 2025. We also have one franchise-owned outlet that was operational at the start of 2025 but that outlet only operated intermittently in 2025, so we did not list that outlet in this Item 19..

Territory	Year	Gross Sales	Gross Profit	Gross Profit Margin
001 - UT-Davis	2025	\$1,096,300.36	\$444,384.83	41%
015 - UT-Logan	2025	\$556,604.65	\$135,516.45	24%
003 - UT-Alpine	2025	\$438,948.87	\$97,297.47	22%

002 - UT-SLC	2025	\$363,399.56	\$165,437.64	46%
005 - UT-Weber	2025	\$265,449.65	\$98,249.75	37%
009 - UT-Granite ¹	2025	\$181,557.83	\$45,895.52	25%
008 - UT-Central	2025	\$167,969.72	\$55,680.37	33%
022 - WV-Ohio Valley	2025	\$147,884.05	\$30,657.11	21%
011 - WI-Green Bay	2025	\$147,803.29	\$25,325.24	17%
019 - MA-Boston ¹	2025	\$147,146.59	\$50,953.62	35%
007 - UT-Provo	2025	\$140,447.24	\$46,940.53	33%
014 - CO, Denver Aurora	2025	\$138,572.11	\$79,117.96	57%
026 - MI-Great Lakes ¹	2025	\$109,222.67	\$47,235.67	43%
006 - UT-Red Rock	2025	\$94,300.79	\$57,914.18	61%
021 - CO, Denver North	2025	\$66,606.64	\$35,232.20	53%
016 - KS-Kansas City ¹	2025	\$65,927.21	\$29,475.44	45%
020 - FL-Jacksonville ¹	2025	\$65,437.20	\$36,772.31	56%
004 - UT-Uintah	2025	\$59,682.17	\$24,382.40	41%
010 - ID-Central ¹	2025	\$57,716.53	\$36,723.66	64%
017 - AZ-Tucson ¹	2025	\$57,215.56	\$19,743.09	35%
025 - CO, Denver Southeast	2025	\$47,580.93	\$29,095.88	61%
023 - Cincinnati	2025	\$46,169.19	\$9,961.91	22%
018 - UT-Canyons ¹	2025	\$35,389.73	\$16,497.36	47%
024 - CO-Denver West	2025	\$24,167.55	\$6,574.15	27%
012 - CO-Fort Collins ¹	2025	\$19,796.32	\$5,408.93	27%

¹ These franchises were operational for all of 2025, but these franchisees did not work the business on a full-time basis.

**Table 3 - FRANCHISE-OWNED OUTLETS
(Opened in 2025)**

The table below represents an historic performance representation of our 14 franchise-owned outlets that opened and operated in 2025.

Territory	Year	Opening Month	Gross Sales	Gross Profit	Gross Profit Margin
036 - TN, Nashville South ¹	2025	Mar	\$127,975.27	\$33,807.39	26%
027 - IL, Chicago Naperville	2025	Jan	\$81,219.82	\$47,615.77	59%
031 - NC-Charlotte North	2025	Jan	\$67,890.04	\$26,026.87	38%
028 - IL, Chicago Aurora	2025	Jan	\$51,957.34	\$12,924.36	25%
030 - ID-Idaho Falls ¹	2025	Mar	\$51,552.23	\$18,475.68	36%

037 - AR, Northwest	2025	May	\$51,160.73	\$17,451.23	34%
029 - TX-Katy ¹	2025	Jan	\$46,808.10	\$8,244.12	18%
032 - PA, Steel City ¹	2025	Feb	\$23,535.16	(\$375.08)	-2%
033 - FL, Miami North ¹	2025	Feb	\$12,406.86	\$3,687.77	30%
034 - FL, Miami Central ¹	2025	Feb	\$6,757.50	\$5,167.00	76%
035 - FL, Miami South ¹	2025	Feb	\$6,578.67	\$2,867.37	41%
042 - OK, OKC	2025	Oct	\$4,085.14	\$1,148.15	28%
039 - MO, Springfield	2025	July	\$3,112.81	(\$1,266.50)	-41%
040 - TX, North Austin ¹	2025	July	\$1,009.50	(\$616.20)	-61%
038 - TX, Arlington ¹	2025	Sep	\$0.00	\$0.00	0%
041 - NV, Henderson	2025	Sep	\$0.00	\$0.00	0%

¹These franchises did not work the business on a full-time basis.

**Table 4 - FRANCHISE-OWNED OUTLETS
(Top Producing Franchisees in 2025 by Revenue)**

The table below represents an historic performance representation of our top performing franchise-owned outlets that operated for the entirety of 2025.

Territory	Year Opened	Gross Sales	Gross Profit	Gross Profit Margin
001 - UT-Davis	2022	\$1,096,300.36	\$444,384.83	41%
015 - UT-Logan	2024	\$556,604.65	\$135,516.45	24%
003 - UT-Alpine	2022	\$438,948.87	\$97,297.47	22%
002 - UT-SLC	2022	\$363,399.56	\$165,437.64	46%
005 - UT-Weber	2023	\$265,449.65	\$98,249.75	37%
009 - UT-Granite ¹	2023	\$181,557.83	\$45,895.52	25%
008 - UT-Central	2023	\$167,969.72	\$55,680.37	33%
022 - WV-Ohio Valley	2024	\$147,884.05	\$30,657.11	21%
011 - WI-Green Bay	2023	\$147,803.29	\$25,325.24	17%
019 - MA-Boston ¹	2024	\$147,146.59	\$50,953.62	35%
007 - UT-Provo	2023	\$140,447.24	\$46,940.53	33%
014 - CO, Denver Aurora	2024	\$138,572.11	\$79,117.96	57%

¹These franchises did not work the business on a full-time basis.

Tables 5 - 8 – SUMMARY OF FRANCHISE-OWNED OUTLETS

2024 - 2025

Full Year Operating Outlets Summary Gross Sales and Gross Profit

2024

Full Year Operating Outlets Summary - Gross Sales

The table below represents an historic performance representation of our franchise-owned outlets by rank that operated for the entirety of 2024.

Full Year Operating Outlets Summary – Gross Sales (2024)								
Rank	Total Outlets	Gross Sales	Ave. Gross Sales	Median Gross Sales	High Gross Sales	Low Gross Sales	Number of Outlets that Exceeded the Average	Percentage of Outlets that Exceeded the Average
Top Third	5	\$1,869,034	\$373,806	\$283,563	\$803,331	\$215,012	1	20%
Middle Third	5	\$657,798	\$131,559	\$147,517	\$190,753	\$82,869	3	60%
Bottom Third	4	\$126,619	\$31,654	\$45,886	\$79,014	\$1,059	1	25%
Total	14	\$2,653,451	\$189,532	\$147,517	\$803,331	\$1,059	6	43%

2024

Full Year Operating Outlets Summary - Gross Profit

The table below represents an historic performance representation of our franchise-owned outlets by rank that operated for the entirety of 2024.

Full Year Operating Outlets Summary – Gross Profit (2024)								
Rank	Total Outlets	Gross Profit	Ave. Gross Profit	Median Gross Profit	High Gross Profit	Low Gross Profit	Number of Outlets that Exceeded the Average	Percentage of Outlets that Exceeded the Average
Top Third	5	\$537,293	\$107,458	\$66,714	\$286,328	\$45,886	1	20%
Middle Third	5	\$146,513	\$29,302	\$27,183	\$37,781	\$27,180	1	20%
Bottom Third	4	\$47,314	\$11,828	\$11,925	\$22,405	\$1,059	2	50%
Total	14	\$731,120	\$52,222	\$27,183	\$286,328	\$1,059	4	29%

2024
Full Year Operating Outlets Summary - Gross Profit Margin

The table below represents an historic performance representation of our franchise-owned outlets by rank that operated for the entirety of 2024.

Full Year Operating Outlets Summary – Gross Profit Margin (2024)							
Rank	Total Outlets	Ave. Gross Profit Margin	Median Gross Profit Margin	High Gross Profit Margin	Low Gross Profit Margin	Number of Outlets that Exceeded the Average	Percentage of Outlets that Exceeded the Average
Top Third	5	65%	45%	100%	42%	2	40%
Middle Third	5	33%	34%	36%	24%	3	60%
Bottom Third	4	12%	10%	19%	10%	1	20%
Total	14	38%	35%	100%	10%	5	36%

2025
Full Year Operating Outlets Summary - Gross Sales

The table below represents an historic performance representation of our franchise-owned outlets by rank that operated for the entirety of 2025.

Full Year Operating Outlets Summary – Gross Sales (2025)								
Rank	Total Outlets	Combined Gross Sales	Ave. Gross Sales	Median Gross Sales	High Gross Sales	Low Gross Sales	Number of Outlets that Exceeded the Average	Percentage of Outlets that Exceeded the Average
Top Third	9	\$3,365,917	\$373,990	\$265,449	\$1,096,300	\$147,803	3	33%
Middle Third	9	\$887,342	\$98,593	\$94,300	\$147,146	\$59,682	4	44%
Bottom Third	8	\$288,035	\$36,004	\$40,779	\$57,716	\$19,796	4	50%
Total	26	\$4,532,314	\$188,846	\$109,222	\$1,096,300	\$19,796	6	23%

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2025
Full Year Operating Outlets Summary - Gross Profit

The table below represents an historic performance representation of our franchise-owned outlets by rank that operated for the entirety of 2025.

Full Year Operating Outlets Summary – Gross Profit (2025)								
Rank	Total Outlets	Gross Profit	Ave. Gross Profit	Median Gross Profit	High Gross Profit	Low Gross Profit	Number of Outlets that Exceeded the Average	Percentage of Outlets that Exceeded the Average
Top Third	9	\$1,098,444	\$122,049	\$97,297	\$444,384	\$25,325	3	33%
Middle Third	9	\$408,024	\$45,336	\$46,940	\$79,117	\$24,382	5	56%
Bottom Third	8	\$124,004	\$15,500	\$13,229	\$36,723	\$5,408	4	50%
Total	26	\$1,630,473	\$62,710	\$36,747	\$444,384	\$5,408	6	23%

2025
Full Year Operating Outlets Summary - Gross Profit Margin

The table below represents an historic performance representation of our franchise-owned outlets by rank that operated for the entirety of 2025.

Full Year Operating Outlets Summary – Gross Profit Margin (2025)							
Rank	Total Outlets	Ave. Gross Profit Margin	Median Gross Profit Margin	High Gross Profit Margin	Low Gross Profit Margin	Number of Outlets that Exceeded the Average	Percentage of Outlets that Exceeded the Average
Top Third	9	30%	25%	46%	17%	4	44%
Middle Third	9	47%	45%	61%	33%	4	44%
Bottom Third	8	35%	35%	64%	22%	4	50%
Total	26	37%	37%	64%	17%	14	54%

**Table 9 – COMPARISON OF FRANCHISE-OWNED OUTLETS
2024-2025 Summary**

The table below represents an historic performance representation of our franchise-owned outlets that operated for the entirety of 2024 and 2025.

Year	Full Year Active Units	Average Gross Sales	Average Gross Profit	Average Gross Margin	Yr/Yr GS Growth	Yr/Yr GP Growth
2024	14	189,532	\$52,222	38%	38%	20%
2025	26	174,665	\$62,710	37%	42%	55%

Some outlets have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.

Notes

1. Gross Sales. The term “gross sales” means the total of all sales of all products, merchandise, goods, or services sold, traded, bartered, or rendered and income of every kind and nature, including the value of a trade or other bartering, arising from the location. “Gross sales” excludes (i) bona fide refunds to customers, (ii) sales taxes collected, and (iii) the sale of used equipment not in the ordinary course of business.
2. Gross Profit. Gross profit means pre-taxed revenue less COGS. These figures do not list all expenses.
3. Gross Profit Margin. Gross profit margin is calculated by dividing the gross profit by the gross sales.
4. Company-Owned Location. Our company-owned outlet operated from a showroom but otherwise did not differ materially to the characteristics of our franchise-owned outlets. Our affiliate offered products and services similar to what our franchisees offer and followed the same Team Up Athletics® system that our franchisees are required to follow.
5. Franchises. Some of our franchisees operate their franchises on a part-time basis, and none of them currently operate a showroom.
6. Other Expenses. The financial performance representations do not reflect the costs or expenses that must be deducted from the gross sales to obtain your net income or net profit.

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

Other than the preceding financial performance representation, Team Up Enterprises, LLC does 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 Jason Sant at franchise@teamupathletics.com and (801) 224-4418, the Federal Trade Commission, and the appropriate state regulatory agencies.

[Item 20 starts on the following page]