

Provision	Section in Development Agreement	Summary
u. Dispute resolution by arbitration or mediation	Section XVII.	Subject to certain exceptions, all disputes arising out of or relating to the Development Agreement must be submitted to nonbinding mediation before being litigated.
v. Choice of forum	Section XVII.B.	<p>Unless contrary to applicable law, mediation and venue for litigation at our principal place of business, currently in Texas.</p> <p>In addition to the provisions noted in this chart, the Development Agreement contains a number of provisions that may affect your legal rights, including a waiver of punitive or exemplary damages, a waiver of jury trial and a waiver of claims not commenced within 1 year from the date on which you knew or should have known of the facts giving rise to such claim. See Development Agreement Section XVII.E.(1), (2) and (3). We recommend that you carefully review all of these provisions, and the entire contract, with a lawyer.</p>
w. Choice of law	Section XVII.C.	Texas law, except for Texas choice of law rules, or as otherwise required by applicable state law.

ITEM 18

PUBLIC FIGURES

We do not use any public figure to promote the 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 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 performance at a particular location or under particular circumstances.

Following are 2 sets of data analyzing Legacy Locations that operated under the Legacy Brand.

- I. Analysis of the actual operating results for Legacy Locations owned by our Parent; and

II. Analysis of the actual operating gross revenues of our franchised Legacy Locations.

As noted in Item 1, Legacy Locations are similar to Palm Beach Beauty & Tan Locations offered in this disclosure document, however most Legacy Locations do not feature infrared saunas.

You are urged to consult with your financial, business and legal advisers and to conduct your own analysis of the information contained in this Item 19.

We have written substantiation in our possession to support the information appearing in this Item 19. Written and substantiation will be made available to the prospective franchisee upon reasonable request.

I. ANALYSIS OF THE ACTUAL OPERATING RESULTS FOR LEGACY LOCATIONS OWNED BY OUR PARENT.

BASES AND ASSUMPTIONS

Part I of this analysis contains information regarding average and median sales, average operating costs, average Gross Sales per tanning session, average retail sales per tanning session, and average number of tanning sessions per month for the 245 prototype Legacy Locations owned by our Parent which were in operation during the entire 12-month period ending December 31, 2024, with an overall average of 12.2 years of operation ("Company-Owned Prototype Locations" or "Prototype Locations"). The information in this financial performance representation does not include the 13 Company-Owned Locations that permanently stopped operating during the reporting period. Table 1 presents the arithmetic mean average of and median Square Footage, EFT Revenues, Other Revenues, Total Revenues, Operating Expenses, EBITDA and EBITDA as a Percentage of Revenues for the Company-Owned Locations, and Table 2 presents the arithmetic mean average of and median average Gross Sales per tanning session, average retail sales per tanning session, and average number of tanning sessions per month for the Company-Owned Locations.

Prototype Locations incorporate many of the elements of a "tanning location"; from the choice of the location, to the square footage, to the location design, to the equipment mix. The Prototype Locations are located in high profile shopping centers in highly visible and accessible space. They average approximately 2,686 square feet, are characterized by a bright, clean, impressive design, and feature the highest quality equipment.

All Company-Owned Prototype Locations are similar in operation to the franchised locations offered by us under this disclosure document; however, there are differences. As noted in Item 1, most Legacy Locations do not feature infrared saunas. A new franchisee's results are likely to differ from the results as stated in Part I of this analysis primarily because "start-up" Locations traditionally experience lower revenues and higher costs than those which have been operating for some time. In addition, there are certain fees which you must pay to us under the Franchise Agreement and other differences between the expenses of a franchised Location and a Company-Owned Prototype Location, reflected in the tables. Those fees and expenses include initial franchise fees, ongoing royalties and any interest expense you would incur if you finance any of the initial investment for the Location or its operation. In addition, while the Company-Owned Prototype Locations included in this analysis average 2,686 square feet, we have recently moved to a smaller prototype.

TABLE 1

**Average and Median Operating Data for the
245 Company-Owned Prototype Locations as of December 31, 2024**

**Average Unit Information
12 Months Ended December 31, 2024⁽¹⁾**

	AVERAGE	MEDIAN	HIGHEST	LOWEST
SQUARE FOOTAGE	2,686	2,700	6,700	1,140
EFT REVENUES	\$324,668	\$310,334	\$725,009	\$80,480
OTHER REVENUE	\$172,208	\$156,477	\$405,879	\$49,237
TOTAL REVENUES⁽²⁾	\$496,876	\$468,485	\$1,082,089	\$129,718
OPERATING COSTS⁽³⁾	(\$354,721)	(\$344,170)	(\$699,026)	(\$203,050)
EBITDA⁽⁴⁾	\$121,048	\$105,909	\$502,977	(\$137,039)
EBITDA AS A % OF REVENUES⁽⁵⁾	24.5%	22.9%	51.7%	-52.0%

Annual Costs Legacy Brand Franchisees Will Incur Not Included in Costs Above (assuming median annual Gross Sales)⁽⁶⁾

Royalties (4% 1 st year; 5% 2 nd year; 6% thereafter)	Year 1: \$18,739 Year 2: \$23,424 Subsequent Years: \$28,109
Customer Experience Management Program	\$480
Sunlync and Software Support Fee	\$3,600

Footnotes to Table 1

1. Comparison of results: Of the 245 Prototype Locations included in Table 1:

COMPARISON	# ABOVE AVERAGE	# BELOW AVERAGE
Square Footage	124 (51%)	121 (49%)
EFT Revenues	109 (44%)	136 (56%)
Other Revenue	103 (42%)	142 (58%)
Total Revenues	103 (42%)	142 (58%)
Operating Costs	107 (44%)	138 (56%)
EBITDA	107 (44%)	138 (56%)
EBITDA as a % of Revenue	117 (48%)	128 (52%)

2. Average revenues are a mean average calculated by aggregating the total revenues of all Prototype Locations and dividing by 245. Revenues include EFT monthly proceeds, other tanning services and lotions and other product sales.

- EFT monthly proceeds: Approximately 65% of the total sales revenues for the Company-Owned Prototype Locations are represented by monthly electronic funds transfers ("EFT membership") from members' bank or credit card accounts. EFT memberships enable a Location to experience better collections than it would without EFT memberships. Franchisees are required to offer EFT memberships. It may take approximately 3 to 4 years for a Location to achieve the percentage of revenues noted above from EFT memberships. Locations without a comparable percentage of EFT memberships may experience different collection rates.
- Other tanning services: These services include all tanning sales and services (including sunless tan sales) other than from EFT proceeds.

Revenues vary from location to location based on factors such as demand for tanning related products, services and accessories in the immediate market, the type and number of competitive businesses in the immediate market, service levels, visibility and accessibility, marketing efforts and effectiveness, prevailing rates in the market, facility reputation and convenience to users of tanning related products, services and accessories. Revenues are also affected by seasonality and geographic location. We believe that tanning related products, services and accessories are in greater demand in certain parts of the United States than others. The seasonality of sales in other geographic locations will also be affected differently depending upon the weather, among other things, in such locations.

3. Operating expenses include:

- The direct costs of Legacy Location operations (including, the cost of product sales; salaries, commissions and related benefits; supplies; replacement lamps and acrylics; other repairs and maintenance costs; and other location operating costs).
- Rent and other facilities costs (such as electricity and other utilities). Rental costs may vary with local rental markets. Utility costs may vary with local utility companies as well as with climate.
- Legacy Location administration costs (including, advertising and promotion; insurance; credit card/processing fees; computers, telephones and data lines). Advertising and promotions for Company-Owned Prototype Locations have been conducted in markets where the Company-Owned Locations have been established for at least 4 years. Appropriate levels of advertising and promotions in new markets could lead to costs significantly in excess of the average advertising and promotion expenses noted on Table 1. You are required to contribute 2% of your Gross Sales to an advertising fund and to spend 3.5% of your Gross Sales on local advertising. Your total franchisor advertising assessment will not exceed 5.5% of Gross Sales, but you may choose to spend more for advertising.

4. EBITDA is calculated as Legacy Location level earnings before deductions for interest, taxes, depreciation and amortization.

5. EBITDA as a percentage of revenues are a mean average calculated by aggregating the total EBITDA of all Legacy Locations and dividing by 245.

6. These are costs that a Legacy Brand franchisee incurred as a direct result of operating a franchised Legacy Location. These costs are not all of the costs you will incur in operating your Palm Beach Beauty & Tan Location.

TABLE 2

**Average and Median Gross Sales Per Tanning Session,
Average and Median Retail Sales Per Tanning Session,
and Number Of Tanning Sessions Per Month
for the
245 Company-Owned Prototype Locations
For The Period
January 1, 2024 To December 31, 2024⁽¹⁾**

	AVERAGE	MEDIAN	HIGHEST	LOWEST
GROSS SALES PER TANNING SESSION⁽²⁾	\$7.25	\$6.99	\$17.03	\$4.26
RETAIL SALES PER TANNING SESSION⁽³⁾	\$3.28	\$3.15	\$11.51	\$1.71
NUMBER OF TANNING SESSIONS PER MONTH	1,981	1,950	3,840	680

Footnotes to Table 2

1. Comparison of results: Of the 245 Prototype Locations included in Table 2:

COMPARISON	# ABOVE AVERAGE	# BELOW AVERAGE
Gross Sales Per Tanning Session	104 (42%)	141 (58%)
Retail Sales Per Tanning Session	108 (44%)	137 (56%)
Number of Tanning Sessions per Month	117 (48%)	128 (52%)

2. Gross Sales represents all in- Legacy Location revenue from the sale of tanning services, lotions, and other products.
3. Retail sales represents all in- Legacy Location revenue from the sale of lotions and retail products.

II. ANALYSIS OF THE ACTUAL OPERATING GROSS REVENUES OF OUR FRANCHISED LEGACY LOCATIONS.

A. BASES AND ASSUMPTIONS

Part II.A. of this analysis contains information regarding average sales, average Gross Sales per tanning session, average retail sales per tanning session, and average number of tanning sessions per month for the 391 franchised Legacy Locations which were in operation during the entire 12-month period ended December 31, 2024, with an overall average of 9.02 years of operation ("Franchised Legacy Locations"). The information in this financial performance representation does not include the 8 Franchised Legacy Locations that stopped operating during the reporting period. Table 1 presents the arithmetic mean average of and the median EFT Revenues, Other Revenues, and Total Revenues and Table 2 presents the arithmetic mean average of and the median average Gross Sales per tanning session, average retail sales per tanning session, and average number of tanning sessions per month for the Franchised Legacy Locations.

TABLE 1

**Average and Median Operating Data for the
391 Franchised Legacy Locations as of December 31, 2024**

**Average and Median Unit Information
12 Months Ended December 31, 2024⁽¹⁾**

	AVERAGE	MEDIAN	HIGHEST	LOWEST
EFT REVENUES	\$356,594	\$326,179	\$908,447	\$100,550
OTHER REVENUE	\$170,094	\$158,706	\$491,655	\$48,774
TOTAL REVENUES⁽²⁾	\$526,688	\$483,575	\$1,400,102	\$185,502

Footnotes to Table 1

1. Comparison of results: Of the 391 Franchised Legacy Locations included in Table 1:

COMPARISON	# ABOVE AVERAGE	# BELOW AVERAGE
EFT Revenues	170 (43%)	221 (57%)
Other Revenue	166 (42%)	225 (58%)
Total Revenues	169 (43%)	222 (57%)

2. Average revenues are a mean average calculated by aggregating the total revenues of all Franchised Legacy Locations and dividing by 391. Revenues include EFT monthly proceeds, other tanning services and lotions and other product sales.

- EFT monthly proceeds: Approximately 68% of the total sales revenues for the Franchised Legacy Locations are represented by monthly EFT membership transfers from members' bank or credit card accounts. EFT memberships enable a Location to experience better collections than it would without EFT memberships. Franchisees are required to offer EFT memberships. It may take approximately 3 to 4 years for a Location to achieve the percentage of revenues noted above from EFT memberships. Locations without a comparable percentage of EFT memberships may experience different collection rates.
- Other tanning services: These services include all tanning sales and services (including sunless tan sales) other than from EFT proceeds.

TABLE 2

**Average and Median Gross Sales Per Tanning Session,
Average and Median Retail Sales Per Tanning Session,
and Number Of Tanning Sessions Per Month
for the
391 Franchised Legacy Locations
For The Period
January 1, 2024 To December 31, 2024⁽¹⁾**

	AVERAGE	MEDIAN	HIGHEST	LOWEST
GROSS SALES PER TANNING SESSION⁽²⁾	\$6.28	\$6.25	\$11.12	\$3.29
RETAIL SALES PER TANNING SESSION⁽³⁾	\$3.36	\$3.32	\$7.61	\$1.34
NUMBER OF TANNING SESSIONS PER MONTH	2,258	2,088	5,937	718

Footnotes to Table 2

1. Comparison of results: Of the 391 Franchised Legacy Locations included in Table 2:

COMPARISON	# ABOVE AVERAGE	# BELOW AVERAGE
Gross Sales Per Tanning Session	187 (48%)	204 (52%)
Retail Sales Per Tanning Session	185 (47%)	206 (53%)
Number of Tanning Sessions per Month	162 (41%)	229 (59%)

2. Gross Sales represents all in-Legacy Location revenue from the sale of tanning services, lotions, and other products.
3. Retail sales represents all in-Legacy Location revenue from the sale of lotions and retail products.

The Franchised Legacy Locations on which Part II. Of this analysis is based are substantially similar to the Company-Owned Prototype Locations in Part I of this analysis.

We compiled these figures from the individual Legacy Locations' actual reported Gross Revenues for the periods listed below. This information has not been audited or otherwise verified by us.

Gross Revenues include all of the revenue components of Franchised Legacy Locations, like EFT monthly proceeds, other tanning services, lotions and other product sales. (See Part II.A. of this analysis for a further explanation of EFT monthly proceeds and other tanning services.)

Revenues vary from location to location based on factors such as demand for tanning related products, services and accessories in the immediate market, the type and number of competitive businesses in the immediate market, service levels, visibility and accessibility, marketing efforts and effectiveness, prevailing rates in the market, facility reputation and convenience to users of tanning related products, services and accessories. Revenues are also affected by seasonality and geographic location. We believe

that tanning related products, services and accessories are in greater demand in certain parts of the United States than others. The seasonality of sales in other geographic locations will also be affected differently depending upon the weather, among other things, in such locations.

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

Other than the preceding financial performance representation, Palm Beach Tan Franchising, Inc. 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 Roy Sneed at 6321 Campus Circle Drive E., Irving, Texas 75063, (972) 966-5300, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

Table No. 1

**Systemwide Outlet Summary
For years 2022 to 2024^{(1),(2)}**

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the year	Column 4 Outlets at the Start of the year	Column 5 Net Change
Franchised	2022	325	348	+23
	2023	348	398	+50
	2024	398	397	-1
Company-Owned	2022	217	252	+35
	2023	252	257	+5
	2024	257	253	-4
Total Outlets	2022	542	600	+58
	2023	600	655	+55
	2024	655	650	-5

Notes: 1. All numbers are as of our fiscal year end. Our 2024 fiscal year end is December 31.
2. All numbers relate to Legacy Locations that operated under the “Palm Beach Tan” mark. As of the date of this disclosure document there are 21 company-owned Palm Beach Beauty & Tan Locations and 1 franchised Legacy Location that converted to a Palm Beach Beauty & Tan Location (in North Carolina).