

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.

Written substantiation of the data used in preparing this Item 19 will be made available to you upon reasonable request.

Information Presented in the Table

Table 1 below presents unaudited information about the actual gross sales and enrollment figures for all of our franchisees running "traditional" Lil' Kickers Programs (the "Traditional Reporting Outlets"). This table excludes 13 traditional franchisees that opened during the 2025 calendar year, the 2 franchisees that closed during the 2025 calendar year, 5 that did not operate for all of the 2025 calendar year, as well as 6 corporate locations. 0 company-owned outlets closed during the 2025 calendar year, 2 franchised outlets closed during the 2025 calendar year, and 2 excluded outlets closed during the 2025 calendar year after being open less than twelve months. This table also excludes the licensees that have been granted limited licenses to use our program curriculum and training modules, as these licensees are not permitted to use any trademark of ours and do not conduct Lil' Kickers Programs.

Table 2 presents unaudited information about the actual gross sales and enrollment figures for all of our franchisees running Micro Lil' Kickers Programs, provided that the location was in business and operating for all or most of the 12-month period ending December 31, 2025 (the "Micro Reporting Outlets"). This table excludes the 0 franchisee that closed during the 2025 calendar year.

We refer to the Traditional Reporting Outlets and the Micro Reporting Outlets collectively as the "Reporting Outlets."

As of December 31, 2025, there were 53 traditional franchisees in the Lil' Kickers system, including one outlet which is partly owned by Arena Sports; 15 Micro franchisees in the Lil' Kickers system. The Traditional Reporting Outlets consist of 49 traditional franchisees and 4 licensees, which operate on a total of 79 fields. The Micro Reporting Outlets consist of all 15 Micro franchisees, which operate on a total of 15 fields.

Table 1 generally presents two categories of information: (i) the annual gross sales for 2025 of each of the Traditional Reporting Outlets; and (ii) the annual enrollment for 2025 for each of the Traditional Reporting Outlets. These two categories are reported first as total figures, and then on a "per field" basis, meaning the total reported figure—gross sales or enrollment—was divided by the number of fields at the facility used in connection with the Franchised Business.

For both annual gross sales and annual enrollment, Table 1 presents (i) the average of all Traditional Reporting Outlets; (ii) the lowest Traditional Reporting Outlet; (iii) the highest Traditional Reporting Outlet, as applicable; and (iv) the median value.

Table 1 then presents the number and percentage of the Traditional Reporting Outlets that attained or surpassed the stated average. These results are presented first for all Reporting Outlets, and then broken down by number of fields used at the outlet, and then by whether the outlet runs off-site programs.

Table 2 presents the same categories of information as Table 1 as detailed above, but for Micro Reporting Outlets only.

Gross Sales. Gross sales means the aggregate of all revenue from the sale of services from all sources in connection with the Franchised Business, including, without limitation, all annual registration fees, sales of classes, camps, parties, facility memberships, field trips, local program sponsorships, and proceeds from any business interruption insurance, but excluding (a) all refunds made in good faith, (b) any sales and equivalent taxes that are collected by an outlet for or on behalf of any governmental taxing authority and paid thereto, and (c) any rebate received by an outlet from a manufacturer or supplier. Membership sales refer to individuals who paid annual membership or registration fees charged by a facility as a direct result of signing up for a Lil' Kickers program.

Enrollment. Enrollment figures represent individuals who registered for one quarter of classes. An individual is counted each time he or she enrolls; thus, the same person may be counted 4 times in one year's results if they participated for the entire year. Enrollment occurs on a rolling basis, so the enrollment figures may also include partial seasons, for which class fees are typically pro-rated.

Number of Fields. Outlets use different numbers of fields in connection with the Franchised Business. Of the 53 Traditional Reporting Outlets, 4 outlets (or 8%) use three or more fields, 16 outlets (or 30%) use two fields, and 33 outlets (or 62%) use one field. Of the 15 Micro Reporting Outlets, all (100%) use one field.

Some outlets also have different sized fields, which accommodate different numbers of class participants, and some that have multiple fields do not use all fields as part of the franchised business. The break down by number of fields in the table below corresponds to the number of fields at each facility, but does not take the size or actual use of those fields into account.

Off-site Programs. Subject to our standards, outlets can run classes at local community centers, fitness clubs, gymnasiums, or, in the summer months, local parks. Of the 53 Traditional Reporting Outlets, 6 (or 11%) run these types of off-site programs. Of the 15 Micro Reporting Outlets, 0 operate these type of off-site programs. The gross sales and enrollment figures in the table below include activities at off-site locations, if any.

Assumptions

Most Reporting Outlets are in or near large metropolitan areas.

A majority of Reporting Outlets have been open (at least as indoor sports facilities) for three or more years. Many, if not most, Reporting Outlets are in facilities owned by the franchisee or licensee, and therefore receive full assistance in marketing and administrative support.

Finally, most Reporting Outlets strictly follow the methods and procedures of the Lil' Kickers System.

**Table 1 – Traditional Lil’ Kickers Outlets
Statement of 2025 Gross Sales and Enrollment**

	2025 Gross Sales	2025 Gross Sales / Field	2025 Enrollment	2025 Enrollment / Field
Average	\$ 418,546.82	\$247,692.72	1775	1080
Lowest ***	\$ 71,909.00	\$71,909.00	171	171
Median	\$ 273,219.00	\$191,617.00	1050	979
Highest **	\$ 2,042,777.00	\$653,174.25	9,026	2,423
Number and (Percent) of locations that attained or surpassed the average stated above				
All Locations	16 of 53 (30%)	21 of 53 (40%)	24 of 56 (43%)	22 of 56 (39%)
<u>By Field</u>				
Locations with 3 fields	4 of 4 (100%)	4 of 4 (100%)	4 of 4 (100%)	4 of 4 (100%)
Locations with 2 fields	9 of 16 (56%)	7 of 16 (44%)	14 of 17 (82%)	9 of 17 (53%)
Locations with 1 field	3 of 33 (9%)	10 of 33 (30%)	6 of 35 (17%)	9 of 35 (26%)
<u>By off-site program</u>				
Locations that run off-site programs	6 of 53 (11%)	5 of 53 (9%)	6 of 18 (33%)	5 of 23 (22%)
Locations that do not run off-site programs	12 of 18 (66%)	18 of 23 (78%)	12 of 18 (66%)	18 of 23 (78%)
* Highest Performing Location. This Location operates in more than 3 fields.				
** High Performing Location. This location is especially high performing.				
Next highest Location had a 2025 total gross sales of \$2,042,777 and \$653,174 per field.				
*** Lowest Performing Location. This location operates in only 1 field.				
The lowest location had a 2025 total gross sales of \$71,909 and \$71,909 per field.				

**Table 2 - Micro Lil' Kickers Outlets
Statement of 2025 Gross Sales and Enrollment**

	2025 Gross Sales	2025 Gross Sales / Field	2025 Enrollment	2025 Enrollment / Field
Average	\$113,699	\$113,699	512	512
Lowest ***	\$40,830	\$40,830	185	185
Median	\$89,987	\$89,987	451	451
Highest **	\$261,327	\$261,327	1,090	1,090
Number and (Percent) of locations that attained or surpassed the average stated above				
All Locations	7 of 15 (47%)	7 of 15 (47%)	6 of 15 (40%)	6 of 15 (40%)
<u>By Field</u>				
Locations with 3 fields*	0 of 15 (0%)	0 of 15 (0%)	0 of 15 (0%)	0 of 15 (0%)
Locations with 2 fields	0 of 15 (0%)	0 of 15 (0%)	0 of 15 (0%)	0 of 15 (0%)
Locations with 1 field	7 of 15 (47%)	7 of 15 (47%)	6 of 15 (40%)	6 of 15 (40%)
<u>By off-site program</u>				
Locations that run off-site programs	0 of 15 (0%)	0 of 15 (0%)	0 of 15 (0%)	0 of 15 (0%)
Locations that do not run off-site programs	0 of 15 (0%)	0 of 15 (0%)	0 of 15 (0%)	0 of 15 (0%)

**	High Performing Location. This location is especially high performing.
Next highest Location had a 2025 total gross sales of \$229,817 and \$229.817 per field.	
***	Lowest Performing Location. This location operates in only 1 field.
The lowest location had a 2025 total gross sales of \$40,830 and \$40,830 per field.	

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

Other than the preceding financial performance representations, Lil' Kickers 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 Ty Redinger at 16625 Redmond Way Suite M, #413 Redmond, WA 98052 and (866) 650-0007, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION.

**Table No. 1 - Systemwide Outlet Summary
For years 2023 to 2025**

<u>Outlet Type</u>	<u>Year</u>	<u>Outlets at the Start of the Year</u>	<u>Outlets at the End of the Year</u>	<u>Net Change</u>
Franchised	2023	77	83	+6
	2024	83	85	+2
	2025	85	96	+11
Company-Owned	2023	6	6	0
	2024	6	6	0
	2025	6	6	0
Total Outlets	2023	83	89	+6
	2024	89	91	+2
	2025	91	102	+11

**Table No. 2 - Transfers of Outlets from Franchisees to New Owners (other than Franchisor)
For years 2023 to 2025**

<u>State</u>	<u>Year</u>	<u>Number of Transfers</u>
California	2023	2
	2024	0
	2025	0
Illinois	2023	0
	2024	1
	2025	1
TOTALS	2023	2
	2024	1
	2025	1