

See the state addenda to this Franchise Disclosure Document, the Franchise Agreement and the Multi-Unit Development Agreement for special state disclosures.

**ITEM 18: PUBLIC FIGURES**

We do not currently use any public figures 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.

This Item contains an historic financial performance representation of existing outlets at the end of our last fiscal year, February 29, 2024. As of February 29, 2024, we had a total of 9 affiliate-owned outlets and 2 franchised outlets. We have excluded the following affiliate-owned outlets: 1 outlet has been excluded because it is significantly smaller than the recommended size for a Tox franchised outlet and primarily operates as a private VIP location for celebrity clientele; 1 outlet has been excluded because it exceeds the recommended size for a Tox franchised outlet; 1 outlet has been excluded because it was closed for an extended period of time during the relevant reporting period as a result of staffing issues; 1 franchised outlet was excluded as it does not have a full year of operations; 1 franchised outlet was excluded because it operates without adhering to the recommended professional licensing standards, and as such, does not function as a standard Tox franchise.

The information provided below is from January 1, 2024 to December 31, 2024. The data used in preparing this financial performance representation was compiled from information contained in the POS System (Mindbody) for each location. The outlets disclosed below are a similar size as expected franchisee outlets and represents the sale of products and services that will be available for franchisees to sell. Our affiliate-owned outlets operate without the requirement to pay royalty or Brand Fund Contribution and operate without any geographical limitations.

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	Outlet 1	Outlet 2	Outlet 3	Outlet 4	Outlet 5	
Average Service Ticket	\$266	\$250	\$237	\$264	\$242	
Year Opened	2023	2022	2022	2022	2020	
Treatment Rooms	4	2	5	6	4	
<b>Revenue</b>						
Mindbody Sales	\$884,768	\$801,431	\$1,067,463	\$1,324,980	\$636,830	
Sales Tax Collected	\$2,886	\$ 35,749	\$4,002	\$59,009	\$28,575	
Credit Card Gratuities	\$130,755	\$129,920	\$177,201	\$ 218,782	\$99,941	<b>AVG REVENUE</b>
<b>Total Revenue</b>	<b>\$1,018,409</b>	<b>\$967,100</b>	<b>\$1,248,666</b>	<b>\$1,602,771</b>	<b>\$765,346</b>	<b>\$1,120,458</b>

<b>Cost of Goods Sold</b>					
<b>Total Cost of Goods Sold</b>	<b>\$46,276</b>	<b>\$58,862</b>	<b>\$51,916</b>	<b>\$78,575</b>	<b>\$ 39,514</b>

<b>Gross Profit</b>	<b>\$972,133</b>	<b>\$908,238</b>	<b>\$1,196,750</b>	<b>\$1,524,196</b>	<b>\$725,832</b>
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<b>Operating Expenses</b>					
Rent	\$215,586	\$178,992	\$ 97,972	\$ 167,970	\$115,249
Payroll	\$412,774	\$361,365	\$472,315	\$694,242	\$300,703
Other Operating Expenses	\$30,645	\$43,035	\$36,536	\$59,441	\$38,137
<b>Total Expenses</b>	<b>\$659,005</b>	<b>\$583,392</b>	<b>\$606,823</b>	<b>\$921,653</b>	<b>\$454,089</b>

<b>Net Income</b>	<b>\$313,128</b>	<b>\$324,846</b>	<b>\$589,927</b>	<b>\$602,543</b>	<b>\$271,743</b>	
Royalty (8%)	\$70,781	\$64,114	\$85,397	\$105,998	\$50,946	
Brand Fund (2%)	\$17,695	\$16,029	\$21,349	\$ 26,500	\$12,737	
						<b>AVG EARNINGS</b>
<b>Estimated Earnings</b>	<b>\$ 224,652</b>	<b>\$244,703</b>	<b>\$483,181</b>	<b>\$ 470,045</b>	<b>\$208,060</b>	<b>\$326,128</b>
<b>Margin</b>	<b>22.0%</b>	<b>25.3%</b>	<b>38.6%</b>	<b>29.3%</b>	<b>27.1%</b>	<b>28.4%</b>

Notes Regarding the Above Financial Performance Representation:

1. These results are unaudited.
2. These results represent sales of products and services which will be available for franchisees to sell.
3. The affiliate-owned locations included above operate without territorial restrictions, and are not required to pay us a royalty fee or contribution to the Brand Fund. For our affiliate-owned outlets, these amounts represent the hypothetical Royalty Fee and Brand Fund Contribution our affiliates would pay under the Franchise Agreement. Other than the size of your territory and the

hypothetical Royalty Fee and Brand Fund Contributions, there are no material differences between the affiliate-owned outlets disclosed in this Item 19 and the outlet you will operate.

4. Gross Profit is calculated as Total Gross Revenue less Total Cost of Goods Sold. Net Income is calculated as Gross Profit less Total Operating Expenses. Adjusted Net Income is calculated as Net Income less Franchise-Related Expenses.

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

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

Other than the preceding information, 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. 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 Courtney Yeager at The Tox Franchising Group, LLC, 601 21st Street, Suite 300, Vero Beach, Florida 32960, 772-253-1403, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

Table No. 1  
System-wide Outlet Summary  
For Years 2022 to 2024\*

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2022	0	1	+1
	2023	1	1	0
	2024	1	6	+5
Company – Owned*	2022	7	9	+2
	2023	9	10	0
	2024	10	8	-2
Total Outlets	2022	4	7	+3
	2023	7	10	+3
	2024	11	14	+3

\* Company-owned outlets are operated by affiliated entities.

\*2023 encompasses March 1, 2023-February 28, 2024. 2024 encompasses March 1, 2024- December 31, 2024

Table No. 2  
Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)  
For Years 2022 to 2024\*