

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.

Background

Our Affiliate Owned and our Franchised locations provide mobile fitness services. The below results show Gross Sales performance on an average basis and on an average per trainer basis, to account for differences in the demographics and makeup of different service areas. Many of our trainers and our franchisee's trainers are employed on a part time basis. Our Gross Sales per trainer performance measurements are based on a full time equivalent (FTE) trainer calculation. All hours paid to a trainer including direct client training sessions, travel time, equipment maintenance and administrative duties are recorded by each trainer. A full-time employee at forty hours per week would work 2,080 hours in a year. Our FTE calculation is the mathematical result of dividing the total hours recorded by all trainers in a location by 2,080 hours to convert the total hours into a number of FTE trainers for each location. Average Gross Sales per FTE Trainer is the mathematical result of dividing total Gross Sales by the resultant number of FTE Trainers.

Affiliate Locations:

As of December 31, 2024, our Affiliate had three locations in operation, servicing Long Island, New York. The three locations are representative of the franchise offered. Affiliate Owned Location 1 has been in continuous operation since 2008, Affiliate Owned Location 2 has been in continuous operation since 2020, and Affiliate Owned Location 3 has been in continuous operation since 2021.

During the time period, we had a total of 0 company-owned outlets close and a total of 18 franchised outlets close, with 8 of those closures being a franchisee that bought several territories and never opening their business.

Table 1 demonstrates the 2024 Gross Sales and the average 2024 Gross Sales generated per Location for these three locations.

TABLE 1

		2024		2023	
<u>GROSS SALES:</u>		\$1,229,195.00	100.00%	\$888,854.00	100.00%
<u>DISCLOSED EXPENSES:</u>					

	Payroll Wages	\$379,034.00	30.84%	\$287,116	32.30%
	Managerial Salaries	\$85,000.00	6.92%	\$0.00.00	0.00%
	Advertising and Marketing	\$64,609.00	5.26%	\$42,049	4.73%
	Payroll Taxes	\$53,336.00	4.34%	\$34,343	3.86%
	Auto Expenses	\$21,646.00	1.76%	\$14,158	1.59%
	Merchant Processing Fees	\$21,058.00	1.71%	\$16,488	1.85%
	Payroll Processing Fees	\$14,390.00	1.17%	\$10,813	1.22%
	Insurance Expense	\$5,911.00	0.48%	\$3,343	0.38%
	Occupancy Expense	\$0.00.00	0.00%	\$0.00.00	0.00%
	All Other Expenses	\$2,537	0.21%	\$16,768	1.89%
<u>GROSS PROFIT LESS DISCLOSED EXPENSES:</u>		\$581,674	47.32%	\$463,776	52.18%
<u>FRANCHISEE RELATED EXPENSES:</u>					
	Royalty	\$73,752.00	6.00%	\$287,116	32.30%
	Brand Fund	\$24,584.00	6.92%	\$ -	0.00%
	Local Advertising	\$0.00	0.00%	\$0.00	0.00%
	Technology Fee	\$1,200.00	0.10%	\$1,200	0.14%
<u>GROSS PROFIT LESS DISCLOSED EXPENSES / FRANCHISEE RELATED EXPENSES:</u>		\$482,138.00	39.22%	\$391,468	44.04%

TABLE 2

Number of Locations		85
<u>GROSS SALES</u>		\$9,053,079
<u>Total FTE Trainers</u>		51
<u>AVERAGE GROSS SALES PER FTE TRAINER</u>		\$ 161,701.68
	Highest Location	\$835,964
	Lowest Location	\$0.00
	Median Location	\$130,644

Number of Locations meeting or exceeding average	25
Percent of Franchisees meeting or exceeding average	29.41%

Gross Sales are defined as the total selling price of all services and products and all income of every other kind and nature related to the GYMGUYZ business, whether for cash or credit and regardless of collection in the case of credit. Gross Sales expressly excludes taxes collected from customers and paid to the appropriate taxing authority and customer refunds or adjustments.

General Notes:

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

Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request.

Other than the preceding financial performance representation, GYMGUYZ Franchising, 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 Josh York at 600 Broadhollow Rd., Suite 200, Melville, NY 11747 and (855) GYM-GUYZ (496-4899), 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, 2023, 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	95	97	+2
	2023	97	119	+22
	2024	119	116	-3
Company-Owned*	2022	2	2	0
	2023	2	2	0
	2024	2	16	+14
Total Outlets	2022	97	99	+2
	2023	99	121	+22
	2024	121	130	+9