

	Provision	Section in Multi-Unit Development Agreement	Summary
u.	Dispute resolution by arbitration or mediation	Sections 10.1, 10.2, 10.3, and 10.4	At our option, claims that are not resolved internally may be submitted to non-binding mediation at our headquarters, and then to binding arbitration, excluding claims related to injunctive relief, anti-trust, the trademarks, and post-termination obligations. Subject to state law.
v.	Choice of forum	Section 10.5	Litigation takes place in Pennsylvania, subject to applicable state law.
w.	Choice of law	Section 10.5	Pennsylvania law applies, subject to applicable state law.

See the state addenda in Exhibit G of this Franchise Disclosure Document 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) 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 19 includes an historical financial performance representation of the open and operating BeBalanced Centers outlets for the calendar years 2022 and 2023. As of December 31, 2022, we had a total of 25 outlets open, of which 24 are franchised outlets and one is our company-owned outlet. We excluded the financial performance of one franchised outlet, as this outlet opened in 2021 and did not present a full 12 months of data. As of December 31, 2023, we had a total of 25 outlets open, of which 24 are franchised and one is our company-owned outlet. For 2022 we have excluded the financial performance of three franchised outlets because one outlet opened in 2022 and would not present a full 12 month of data and two outlets closed. For 2023 we have excluded the financial performance of four franchised outlets because two opened in 2023 and would not present a full 12 months of data and two franchised outlets closed.

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

2022 Calendar Year

Of the 23 franchised outlets open in 2022, (a) one was open for less than two years at the start of 2022, and (b) 22 were open for two or more years at the start of 2022.

2022 Calendar Year Gross Sales¹ All Franchised Outlets			
Average*	Median	High	Low
\$371,121	\$357,944	\$655,959	\$123,856

*10 franchised outlets, or 45%, performed above average while 13 franchised outlets, or 55%, performed below average.

2022 Calendar Year Gross Sales¹ Franchised Outlets Open for Two or More Years at the Start of 2022			
Average*	Median	High	Low
\$373,668	\$359,828	\$655,959	\$123,856

*10 franchised outlets, or 45%, performed above average and 12 franchised outlets, or 55%, performed below average.

2022 Calendar Year Gross Sales¹ Franchised Outlets Open for Less than Two Years at the Start of 2022			
Average*	Median	High	Low
\$315,077	\$315,077	\$315,077	\$315,077

*Only one center was open less than two years.

2023 Calendar Year

Of the 22 franchised outlets open in 2023, (a) one was open for less than two years at the start of 2023, and (b) 21 were open for two or more years at the start of 2023.

2023 Calendar Year Gross Sales¹ All Franchised Outlets			
Average*	Median	High	Low
\$367,035	\$344,934	\$659,445	\$174,507

*10 franchised outlets, or 45%, performed above average while 12 franchised outlets, or 55%, performed below average.

2023 Calendar Year Gross Sales¹ Franchised Outlets Open for Two or More Years at the Start of 2023			
Average*	Median	High	Low
\$364,875	\$344,934	\$659,445	\$174,507

*9 franchised outlets, or 43%, performed above average and 12 franchised outlets, or 57%, performed below average.

2023 Calendar Year Gross Sales¹ Franchised Outlets Open for Less than Two Years at the Start of 2023			
Average*	Median	High	Low
\$412,392	\$412,392	\$412,392	\$412,392

*Only one center was open less than two years.

The following table represents the performance of our one company-owned outlet for the calendar years 2022 and 2023. This outlet has been operating in Lancaster, Pennsylvania, since 2007.

Company Owned Outlet Performance - 2022 & 2023 Calendar Years				
YOY Sales Growth: +10%				
	2022		2023	
	Total	Percentage	Total	Percentage
Gross Sales¹	\$785,963	100%	\$795,835	100%
Cost of Goods Sold	\$285,452	36%	\$296,884	37%
Labor Cost	\$152,913	19%	\$149,917	19%
Gross Profit	\$347,598	44%	\$390,034	44%
Disclosed Expenses:				
Rent	\$41,721	5%	\$43,088	5%
Marketing	\$72,193	9%	\$80,690	10%
Gross Profit After Disclosed Expenses	\$233,684	30%	\$225,256	28%
Adjustment for Expenses not paid by Company Owned Outlet but Charged to Franchisees:				
Royalty Fee	\$47,158	6%	\$47,750	6%
Technology Fee	\$5,400	1%	\$5,400	1%
Advertising Fund	\$7,860	1%	\$7,958	1%
Adjusted Gross Profit	\$173,267	22%	\$164,148	21%

The following two tables provide further details for the Gross Sales performance of our company-owned outlet for the calendar years 2022 and 2023.

Company Owned Outlet - Total Gross Sales by Category Calendar Years 2022 & 2023				
Gross Sales Category	2022		2023	
BeBalanced® Main Program	\$233,191	30%	\$204,260	26%
BeBalanced® Upgrade / Restarts	\$202,802	26%	211,383	26%
BeBalanced® Maintenance	\$173,525	22%	182,894	23%
Other – Supplement Sales	\$176,444	22%	197,298	25%
Total Gross Sales	\$785,963	100%	\$795,835	100%

Company Owned Outlet – Select Average Sales Price Data Calendar Years 2022 and 2023		
	2022	2023
BeBalanced® Main Program Average Sales Price Per Customer	\$752	\$737
BeBalanced® Upgrade / Restart Average Sales Price Per Customer	\$328	\$331

Notes

¹ Gross Sales is the total revenue derived by a franchised outlet less sales tax, discounts, allowances, and returns.

The data for the outlets included in this Item 19 is based on the financial information reported to us by our franchisees and our affiliate. We offered the same services to the outlets described in this statement. These outlets offered the same products and services to the public as you will. This financial performance representation has not been audited. 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, Infinity Health Advisors, 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 David Cutillo, 485 Royer Drive, Suite 102, Lancaster, Pennsylvania, 17601, and 800-361-8060, 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 2021 to 2023

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	23	24	+1
	2022	24	24	0
	2023	24	24	0
Company – Owned*	2021	1	1	0
	2022	1	1	0
	2023	1	1	0
Total Outlets	2021	24	25	+1
	2022	25	25	0
	2023	25	25	0

*The Company-Owned Outlets reflected in the chart above are owned and operated by our affiliates.

Table No. 2
Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)
For Years 2021 to 2023

State	Year	Number of Transfers
N/A	2021	0
	2022	0
	2023	0
Total	2021	0
	2022	0
	2023	0