

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 particular location or under particular circumstances.

**ACTUAL PRICING STRUCTURE FOR MEMBERSHIPS AND BOOTCAMP SESSIONS
AS OF DECEMBER 31, 2023**

The following table reflects the rates of membership and bootcamp packages charged by all Aira Fitness Businesses as of December 31, 2023:

Product/Service	
Monthly Membership for Use of all Aira Fitness Businesses	\$149 Enrollment Fee \$25 Key Fob Fee \$59/Month (First and Last Month Due on Date of signing Membership Agreement)
Monthly Membership for Use of single Aira Fitness Business Location	\$149 Enrollment Fee \$25 Key Fob Fee \$49/Month (First and Last Month Due on Date of signing Membership Agreement)
6-Month Bootcamp Packages	\$99 Enrollment Fee \$65 per Session Choice of 1, 2, or 3 Sessions per week
12-Month Bootcamp Packages	\$99 Enrollment Fee \$55 per Session Choice of 1, 2, or 3 Sessions per week

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**STATEMENT OF NUMBER OF MEMBERSHIP CONTRACTS SIGNED IN THE FIRST
2 MONTHS OF OPERATIONS FOR AIRA FITNESS BUSINESSES OPERATING
FROM FITNESS CENTERS THAT OPENED AS AFFILIATE-OWNED UNITS**

The following is a statement of actual number of membership contracts signed in two months of pre-sales for 6 Aira Fitness Businesses operating from Fitness Centers that initially opened as affiliate-owned units.

We have not provided data for 4 of 4 Aira Fitness Businesses that initially opened as a franchise, with 2 being excluded because the franchises were not open as of December 31, 2023, and, therefore, did not operate for a full 2-month period, and 2 being excluded because (i) the franchisees who opened the Aira Fitness Businesses are no longer franchisees of ours and (ii) the franchisees opened in locations that had previously operated fitness centers under a different trademark.

Location	Number of Membership Contracts Signed in Month 1 of Operations	Number of Membership Contracts Signed in Month 2 of Operations	Month/Year First Opened
#1	57	49	February 2019
#2	89	36	March 2019
#3	34	34	October 2019
#4*	61	37	November 2019
#5	63	91	January 2021
#6	29	29	December 2022
#7**	46	33	July 2023

*This Aira Fitness Business opened in a location that had previously operated as a Fitness Center under a different trademark. The month/year shown is the first time this location operated as Aira Fitness Businesses.

**STATEMENT OF NUMBER OF MEMBERSHIP CONTRACTS SIGNED IN THE FIRST
2 MONTHS OF PRE-SALE FOR AIRA FITNESS BUSINESSES OPERATING FROM
PODS THAT OPENED AS AFFILIATE-OWNED UNITS**

The following is a statement of actual number of membership contracts signed in two months of pre-sales for 1 Aira Fitness Business operating from a Pod that initially opened as an affiliate-owned unit.

Location	Number of Membership Contracts Signed in Month 1 of Operations	Number of Membership Contracts Signed in Month 2 of Operations	Month/Year First Opened
#1	46	33	July 2023

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

The characteristics of the represented franchisee and affiliate operations do not materially differ from that of a new franchisee.

The financial performance representations in the Tables are historic information and not a forecast of future financial performance. The financial information we utilized in preparing the preceding financial performance representations was based entirely upon information reported to us by Aira Fitness franchisees and our affiliate Aira Fitness LLC. None of this information was audited by us or by any independent accountant or auditing firm, and no one had audited, reviewed or otherwise evaluated this information for accuracy or expressed his/her opinion with regard to its content or form.

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

Other than the preceding financial performance representation,, Aira Fitness 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 Mike Bell, 600 Route 59, Ingleside, IL 60041, (312) 498-6624, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
for Years 2021, 2022, and 2023

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	2	2	0
	2022	2	0	-2
	2023	0	2	+2
Affiliate Owned	2021	4	6	+2
	2022	6	8	+2
	2023	8	7	-1
Total Outlets	2021	6	8	0
	2022	8	8	0
	2023	8	9	+1

Table No. 2
Transfer of Outlets from Franchisees to New Owners (other than Franchisor)
for Years 2021, 2022, and 2023

State	Year	Number of Transfers
Illinois	2021	1
	2022	0
	2023	0
Total	2021	1
	2022	0
	2023	0

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