

Provision	Article in DA	Summary
(t) Integration/merger clause	Article 9	Only the terms of the Development Agreement are binding (subject to state law). Any representations or promises outside the disclosure document and franchise agreement may not be enforceable. Notwithstanding the foregoing, nothing in any agreement is intended to disclaim the express representations made in the Franchise Disclosure Document, any other exhibits and amendments.
(u) Dispute resolution by arbitration or mediation	Article 10	Except for actions brought by us for monies owed, injunctive or extraordinary relief, or actions involving real estate, all disputes must be mediated and arbitrated in Rhode Island (subject to state law)
(v) Choice of forum	Article 9	Kent County, Rhode Island (subject to state law)
(w) Choice of law	Article 9	Rhode Island (subject to state law)

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.

Presented in Section A below are historical financial results from fourteen (14) franchised Launch Parks that were owned and operated by the same franchisee for the entirety of the 2024 fiscal year, meaning that these Launch Parks had one (1) consistent ownership individual or group for the reporting period and were open and operating during the entire reporting period. Any Launch Parks that were opened, sold, or transferred during the course of the 2024 fiscal year were excluded from the reporting group in Section A below. Please carefully read all of the information in this Item 19, including the introductory remarks and explanations prior to the charts, and the notes that follow each chart, along with the historical data in the charts.

A. Franchised Launch Park Locations – Income Statement Summary

As discussed in Item 1, the Launch Parks have evolved over time, from the internal designations of Trampoline Parks to Adventure Parks, to Family Entertainment Centers. We are currently only offering franchises for Family Entertainment Centers, and are actively working with our existing locations to continue to expand their offerings to coincide with the Family Entertainment Centers elements. As such, currently, the Family Entertainment Center model and the currently open Adventure Parks model all have, or potentially have, the same approved products, services, and attraction offerings, and are all required to comply with all current standards and specifications detailed in the most recent version of the Manual. As

of December 31, 2024, there were 24 franchisee-operated Launch Parks. Of those franchised Launch Parks, twenty-one (21) are internally referred to as Trampoline Parks or Adventure Parks, and three (3) are internally referred to as Family Entertainment Centers. The historical financial data chart below shows the summary of performance for the subset of fourteen (14) franchised Launch Parks that include what we internally refer to as Adventure Parks (twelve (12) of the fourteen (14)) and Family Entertainment Centers (two (2) of the fourteen (14)), all open and operating the full calendar year of 2024 (the “Reporting Locations”). All of the Reporting Locations either have, or are in the process of installing, full KRAVE kitchens and arcade build out, along with the other attractions and items as prescribed in the Manual, and along with being locations that were open and operating for the full year of 2024, operated by one continuous franchisee owner or ownership group for that full year.

These income statement summaries quantify several key operating metrics including Revenue, Cost of Sales, Gross Profit, and EBITDA. Note that the income statement summary includes the incremental costs associated with franchise ownership of a Launch Park, including royalties and marketing fund expenses. The footnotes following the chart provide additional details and explanations.

Chart 19-A:

Reporting Locations - Fiscal Year 2024					
<i>\$ in Thousands</i>	Low	High	Average	Number Of Reporting Locations At Or Above Average	Percent Of Reporting Locations At Or Above Average
Revenue	\$ 1,169,511	\$ 4,586,899	\$ 2,318,776	5	35.7%
Franchise Costs	\$ 89,762	\$ 321,083	\$ 164,886	6	42.8%
Food and beverage	\$ 18,171	\$ 331,169	\$ 128,967	5	35.7%
Arcade redemptions	\$ 626	\$ 141,831	\$ 33,603	5	35.7%
Merchandise	\$ 2,000	\$ 200,000	\$ 45,336	7	50%
Other Cost of Sales	\$ 262	\$ 121,500	\$ 40,434	6	42.8%
Cost of Sales	\$ 177,451	\$ 952,583	\$ 414,226	4	28.6%
Gross Profit	\$ 967,927	\$ 3,634,316	\$ 1,904,550	5	35.7%
<i>Gross Margin %</i>			83%		
Payroll	\$ 280,604	\$ 1,323,784	\$ 625,447	5	35.7%
Office & HR	\$ 72,802	\$ 409,241	\$ 176,646	5	35.7%
Rent	\$ 74,000	\$ 880,365	\$ 423,881	6	42.8%
Other Operating Expenses	\$ 6,666	\$ 188,741	\$ 67,665	4	28.6%
Insurance	\$ 61,673	\$ 385,000	\$ 166,129	4	28.6%
Advertising, Marketing and Promotion	\$ 10,984	\$ 120,000	\$ 59,270	4	28.6%
Professional Fees	\$ 1,950	\$ 35,972	\$ 10,479	5	35.7%
Operating Expenses	\$ 667,844	\$ 2,974,273	\$ 1,529,518	5	35.7%
<i>% Revenue</i>			66%		
Reported EBITDA	\$ 72,924	\$ 738,913	\$ 375,032	7	50%

% Margin			17%		
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Notes to Chart 19 - A:

“**Revenue**” means the total selling price of all services and products and all income of every other kind and nature related to the Launch Park, whether for cash or credit and regardless of collection in the case of credit. Gross Sales expressly excludes taxes collected from your customers and paid to the appropriate taxing authority and customer refunds or adjustments. Major inputs to Revenue include Park admissions, arcade revenues, food and beverage revenues, and birthday party revenues.

“**Cost of Sales**” is the total cost of merchandise sold at a Park.

“**Franchise Costs**” means the costs of items such as royalty fees, advertising fees, etc.

“**Gross Profit**” means Revenue less Cost of Sales.

“**Payroll**” means the salaries, benefits and taxes paid for employees. This includes the cost of a salaried General Manager who is in charge of day-to-day park operations.

“**Rent**” means the base rent, taxes, utilities, building repairs, maintenance, and common area fees for the facility.

“**Insurance**” means the insurance premiums paid for commercial general liability, excess liability, workers’ compensation, business property, and employment practice liability insurance policies.

“**Other Operating Expenses**” means various miscellaneous operating expenses, including advertising costs (over and above the advertising or brand development fees paid to the franchisor), professional fees, office and human resources expenses, and travel and entertainment expenses.

“**EBITDA**” means earnings before interest, taxes, depreciation, and amortization.

The employee costs and occupancy costs are reflective of the labor and real estate market in that area. Your labor, management, and occupancy costs may vary based on geography, demographics, state and local laws and regulations, and other market conditions. Consequently, it is critical that you carefully evaluate your potential market.

B. Franchisee Park – Monthly and Annual Gross Sales

The first franchisee-operated Family Entertainment Center opened in April 2022. The second franchisee-operated Family Entertainment Center opened in March 2023. Disclosed below are monthly gross sales figures from the initial opening period of those two (2) Parks, representing a rolling twelve (12) month period from the date of their respective openings.

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Period	Park 1 Gross Sales	Park 2 Gross Sales
Month 1	\$ 318,437	159,748
Month 2	\$ 369,029	394,821
Month 3	\$ 440,236	163,755
Month 4	\$ 471,082	212,839
Month 5	\$ 348,438	209,909
Month 6	\$ 284,400	203,733
Month 7	\$ 308,014	139,926
Month 8	\$ 279,121	172,549
Month 9	\$ 386,529	197,899
Month 10	\$ 365,013	254,474
Month 11	\$ 325,902	209,478
Month 12	\$ 421,413	379,100
Average Monthly Start Up Gross Sales	\$ 359,801	224,853
Annual - 12 Month Aggregate Gross Sales	\$ 4,317,613	2,698,230

Notes for Chart 19-B:

“**Gross Sales**” means the total selling price of all services and products and all income of every other kind and nature related to the Launch Park, whether for cash or credit and regardless of collection in the case of credit. Gross Sales expressly excludes taxes collected from your customers and paid to the appropriate taxing authority and customer refunds or adjustments. Major inputs to Gross Sales include Park admissions, arcade revenues, food and beverage revenues, and birthday party revenues.

“**Average Monthly Start-Up Gross Sales**” is calculated by adding up the gross sales from the first 12 months of operations for this particular Family Entertainment Center, and dividing by 12.

“**Annual – 12 month Aggregate Gross Sales**” is the aggregate of the 12 months of Gross Sales.

Franchisees are required to provide us with gross sales data, but are not required to provide us with cost of goods sold, employee costs, operating costs, etc. Therefore, the historical information in Chart 19-B is limited to Gross Sales.

C. Franchisee Park – Monthly and Annual Gross Sales for a Conversion

In February 2023, Launch converted an independently-owned trampoline park into a Family Entertainment Center. Launch Family Entertainment Centers are designed to be located in a high-traffic retail area. This location is in an office park, but it is still considered a Family Entertainment Center because it has the same attraction mix. Disclosed below are monthly gross sales figures from before and after the park was converted into a Family Entertainment Center, representing two 12-month periods.

Period		Pre-Conversion Gross Sales	Post-Conversion Gross Sales
Month 1	\$	36,253	185,230
Month 2	\$	62,144	313,301
Month 3	\$	67,340	282,979
Month 4	\$	59,350	170,614
Month 5	\$	65,638	160,817
Month 6	\$	93,904	163,606
Month 7	\$	122,816	125,600
Month 8	\$	93,890	123,505
Month 9	\$	65,171	131,327
Month 10	\$	63,884	159,410
Month 11	\$	47,920	205,226
Month 12	\$	39,050	215,680
Average Monthly Gross Sales		\$ 68,113	186,441
Annual - 12 Month Aggregate Gross Sales		\$ 817,361	2,237,294

Notes for Chart 19-C:

“**Gross Sales**” means the total selling price of all services and products and all income of every other kind and nature related to the Launch Park, whether for cash or credit and regardless of collection in the case of credit. Gross Sales expressly excludes taxes collected from your customers and paid to the appropriate taxing authority and customer refunds or adjustments. Major inputs to Gross Sales include Park admissions, arcade revenues, food and beverage revenues, and birthday party revenues.

“**Average Monthly Gross Sales**” is calculated by adding up the gross sales from the first 12 months of operations for this particular Family Entertainment Center, and dividing by 12.

“**Annual – 12 month Aggregate Gross Sales**” is the aggregate of the 12 months of Gross Sales.

Additional Notes Applicable to both Charts 19-A, 19-B and 19-C:

You are strongly advised to perform an independent investigation of this opportunity and to consult your attorney, accountant, and other professional advisors before entering into a Franchise Agreement. You should construct your own pro forma cash flow statement, balance sheet, and statement of operations, and make your own financial projections regarding sales, gross sales, costs, customer base, and business development for your own Launch Park.

We believe the Reporting Locations represented in this Item 19 reflect the franchised businesses that are being offered in this Disclosure Document, in terms of size, customer attractions, amenities, etc.

Financial data in this Item 19 was prepared from internal operating records provided to us by our franchisees. We did not verify that the information and records were prepared in accordance with generally accepted accounting principles. The information presented in this Item 19 has not been audited.

Some outlets have earned these amounts. Your individual results may differ. There is no assurance that you'll do as well. If you rely upon our figures, you must accept the risk of not doing as well.

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

Other than this Item 19 financial performance representation, Launch 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 Jeff Todd, Chief Development Officer, at 920 Bald Hill Road Warwick, Rhode Island 02886 and (401) 822-7835, 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, and through June 13, 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	19	20	1
	2023	20	21	1
	2024	21	24	3
	2025**	24	29	5
Company-Owned*	2022	4	5	1
	2023	5	6	1
	2024	6	2	-4
	2025**	2	2	0
Total Outlets	2022	23	25	2
	2023	25	27	2
	2024	27	26	-1
	2025**	26	31	5

*The Company-Owned Outlets in the chart above are owned and operated by our Affiliates, as described in Item 1.

**The totals listed for 2025 are through the date of June 13, 2025 only.