

Provision	Section in Area Development Agreement	Summary
w. Choice of law	Section 14.1	Subject to applicable state law, the Area Development Agreement is to be interpreted and construed under Texas law (without giving effect to any conflict of laws) except that any law regulating the offer or sale of franchises, business opportunities or similar interests or governing the relationship between us and you will not apply unless its jurisdictional requirements are met independently. See the State Specific Addenda attached to this disclosure document

See the state addenda to the Franchise Agreement, Area Development Agreement, and this Franchise Disclosure Document (if any) for special state disclosures.

## ITEM 18 PUBLIC FIGURES

We do not currently use any public figure to promote the 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.

### 2024 FRANCHISEE AVERAGE GROSS REVENUE PER REVENUE STREAM

This financial performance representation includes historic financial information based on the past performance of existing Facilities. The financial information included in the table below includes all 149 franchised D-BAT Facilities that were open during the full 2024 calendar year, regardless of whether any of these locations experienced a transfer. There were no corporate-owned locations during the 2024 calendar year.

Revenue Streams	Under 15,000 sq. ft.	Over 15,000 to 19,500 sq. ft.	Greater than 19,500 sq. ft.
No. of Facilities	44	51	54
Lessons	<p style="text-align: center;">\$211,947</p> <p style="text-align: center;">High: \$530,256 / Low: \$71,223 No. that Met or Surpassed Avg.: 17 Median: \$191,659</p>	<p style="text-align: center;">\$397,196</p> <p style="text-align: center;">High: \$711,121 / Low: \$88,390 No. that Met or Surpassed Avg.: 18 Median: \$336,811</p>	<p style="text-align: center;">\$434,946</p> <p style="text-align: center;">High: \$1,092,548 / Low: \$94,232 No. that Met or Surpassed Avg.: 24 Median: \$374,543</p>

Revenue Streams	Under 15,000 sq. ft.	Over 15,000 to 19,500 sq. ft.	Greater than 19,500 sq. ft.
No. of Facilities	44	51	54
<b>Cage Rentals<sup>3</sup></b>	\$74,326 High: \$162,479 / Low: \$19,411 No. that Met or Surpassed Avg.: 18 Median: \$58,824	\$118,879 High: \$192,967 / Low: \$52,980 No. that Met or Surpassed Avg.: 25 Median: \$99,599	\$182,256 High: \$309,626 / Low: \$62,980 No. that Met or Surpassed Avg.: 31 Median: \$151,754
<b>Camps/Clinics</b>	\$81,960 High: \$181,618 / Low: \$6,840 No. that Met or Surpassed Avg.: 20 Median: \$55,185	\$98,629 High: \$204,784 / Low: \$15,374 No. that Met or Surpassed Avg.: 14 Median: \$88,677	\$98,142 High: \$229,630 / Low: \$15,374 No. that Met or Surpassed Avg.: 22 Median: \$85,102
<b>Retail Pro Shop</b>	\$106,328 High: \$359,004 / Low: \$27,768 No. that Met or Surpassed Avg.: 22 Median: \$90,206	\$181,721 High: \$437,087 / Low: \$53,135 No. that Met or Surpassed Avg.: 18 Median: \$153,782	\$196,890 High: \$524,717 / Low: \$49,174 No. that Met or Surpassed Avg.: 30 Median: \$147,164
<b>Memberships</b>	\$81,214 High: \$226,419 / Low: \$32,988 No. that Met or Surpassed Avg.: 29 Median: \$73,467	\$142,393 High: \$259,764 / Low: \$69,429 No. that Met or Surpassed Avg.: 28 Median: \$138,609	\$150,712 High: \$378,799 / Low: \$65,826 No. that Met or Surpassed Avg.: 35 Median: \$144,646
<b>Credit Sales<sup>3</sup></b>	\$56,207 High: \$117,451 / Low: \$12,510 No. that Met or Surpassed Avg.: 18 Median: \$50,626	\$90,374 High: \$200,776 / Low: \$30,033 No. that Met or Surpassed Avg.: 18 Median: \$83,961	\$102,129 High: \$274,484 / Low: \$17,725 No. that Met or Surpassed Avg.: 26 Median: \$91,960
<b>Other<sup>4</sup></b>	\$39,576 High: \$50,914 / Low: \$4,363 No. that Met or Surpassed Avg.: 19 Median: \$20,313	\$35,854 High: \$51,482 / Low: \$7,127 No. that Met or Surpassed Avg.: 27 Median: \$19,249	\$72,027 High: \$532,436 / Low: \$11,070 No. that Met or Surpassed Avg.: 23 Median: \$41,954

Notes:

Note 1. The above “Revenue Stream” amounts are average Gross Revenue per revenue stream specified per year reported by D-BAT Franchisees. The amounts have not been independently verified or audited. The term “Gross Revenue” has the same meaning as given in Item 6 and is as follows:

“Gross Revenue” means the aggregate of: (1) all revenue from the sale of products and services, whether made for cash, on credit, or otherwise, without reserve or deduction for inability or failure to collect, that you, in the normal course of your operations would credit or attribute to the operation of a D-BAT® Facility; (2) all monies, trade value or other things of value that you receive from Facility operations, whether at, in, from, or through the Facility; and (3) business interruption insurance proceeds. Gross Revenue does not include: (a) the exchange of merchandise between D-BAT® Facilities (if you operate multiple Facilities) if the exchanges are made solely for the convenient operation of your business and not for the purpose of depriving us of the benefit of a sale that otherwise would have been made at, in, on or from the Facility

premises; (b) returns to shippers, vendors, or manufacturers; (c) sales of equipment, fixtures or furniture after being used in the conduct of the Facility; (d) cash or credit refunds for transactions included within Gross Revenue (limited, however, to the selling price of the merchandise or service); (e) the amount of any city, county, state or federal sales, luxury or excise tax on such sales that is both (i) added to the selling price or absorbed therein and (ii) paid to the taxing authority by you. Customer refunds may be deducted from Gross Revenue if the charge was previously included in Gross Revenue.

Note 2. The above are the different revenue streams for D-BAT required services to be provided by each Facility. All revenue amounts are after discount and after sales.

Note 3. The term “Credit Sales” means credits purchased for the use of batting/pitching machines, and the average Gross Revenue for the Facilities in each category is derived from the sale and purchase of those credits. The term “Cage Rentals” means the rental, for a short period of time, of a training cage, for example, for the use of practicing pitching, batting, or fielding skills, and the average Gross Revenue for the Facilities in each category is derived from the amount paid for cage time rental. Cage time rental does not include a batting/pitching machine, however, the purchase of credits for use of the batting/pitching machine does not require cage time rental.

Note 4. The “Other” category includes Gross Revenues from any other business activities that do not fall under the other listed revenue streams. Examples of the types of “Other” business activities whose Gross Revenues were taken into account in calculating the above averages include vending machine, tournament, and athletic training revenues. Not all Facilities will generate the same types of “Other” revenue, or any at all, and all proposed business activities outside of the standard D-BAT Academy designated offerings must be approved by us in advance.

Note 5. The characteristics of the Facilities whose information was used to prepare the above chart are substantially similar to the Facilities described in this disclosure document. The data used in the financial performance representation was obtained directly from franchisees and point of sale software and was not independently audited or verified.

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

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

Other than the above, we do not make any representations about a franchisee’s future financial performance or the past financial performance of company-owned or franchised Facilities. We also do not authorize our employees or representative to make any such representations either orally or in writing. If you are purchasing an existing Facility, however, we may provide you with the actual records of that Facility. 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 our CEO, Cade Griffis, 2101 Midway Road, Suite 300, Carrollton, Texas 75006, 972-398-1000, 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 TO 2024**