

ITEM 19

FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to provide information about the actual financial performance of its franchises and/or franchisor-owned units, 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 under particular circumstances.

The financial performance representation information in this Item 19 includes certain financial performance information relating to our Stores' operation in calendar year 2024. We obtained 100% of the Gross Revenues data for the VTX Spaces listed in the Store Sales Table and the other financial performance representations included in this Item 19 from monthly sales reported to us by the Spaces. The monthly sales reports have not been audited by certified public accountants nor have we sought to independently verify their accuracy for purposes of the financial performance representations. Not all Stores properly reported Gross Revenues in 2024.

The financial performance representations include annual Gross Revenues of VTX Spaces for the calendar year 2024. "Gross Revenues" means all revenues from the sale of products or services, except sales taxes are excluded and refunds and credits are deducted (to the extent the refund or credit represents amounts previously included in gross sales).

VTX System Gross Revenues of Leased Open Venture X Locations

The disclosure in the below table contains historical information related to Gross Revenue for our leased Venture X locations in operation during calendar year 2024. We obtained 100% of the Gross Revenues data for the franchisees represented from monthly Gross Revenues reported to us by franchisees in their Royalty Reports. The Gross Revenues results shown below are a historic representation for 32 franchisees (30 located in the United States and 2 located in the United Kingdom) which have been open for one full calendar year or more as of December 31, 2024, reported Gross Revenues to VTX every month in calendar year 2024, and whose VTX Space is subject to a lease. Twelve (12) franchise locations were excluded for failing to report Gross Revenues to VTX every month in calendar year 2024, six (6) were excluded for not being open for one full calendar year as of December 31, 2024, and two (2) were excluded because the franchisee owns his or her VTX Space (meaning they have no lease for the Space). The Gross Revenues reports have not been audited by certified public accountants, nor have we sought to independently verify their accuracy for the purposes of the financial performance representations.

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Gross Revenues by Square Footage

Square Footage Tiers	Locations	Average Gross Revenues	Median Gross Revenues	Highest Gross Revenues	Lowest Gross Revenues	Percentage of Spaces At or Above the Average
More than 25,000 Square Feet	7	\$1,925,222	\$1,798,829	\$3,234,714	\$1,145,978	43%
Between 25,000 and 20,000 Square Feet	12	\$1,279,370	\$1,242,386	\$2,331,712	\$547,468	42%
Between 20,000 and 15,000 Square Feet	8	\$1,696,732	\$1,710,744	\$3,471,598	\$578,870	50%
Less than 15,000 Square Feet	5	\$1,097,495	\$878,848	\$2,499,324	\$440,969	40%

Key Performance Indicators of Venture X Locations

The disclosures in the below table contains information related to certain key performance indicators for the 32 Venture X locations included in the Center of Sales Study above. The below chart shows the open locations by location name, months open, the rounded total square feet, and the Gross Revenue for 2024. The (total offices) column refers to the total number of office spaces available to each location. The (total seats) column refers to the total number of available seats in each location. The (average leads/month) column refers to the average number of leads that each franchisee received every month. The (Peak Occupancy) column refers to the highest month of occupancy levels each location saw in 2024.

Size and Capacity of Venture X Locations (Includes only Eligible centers per Item-19 Criteria)

Location	Months Open	Total Sq/ Ft	2024 Gross Revenue	Peak Occupancy	Private Offices	Total Seats	Average Leads/Mo
Ashburn, VA	39	19,858	\$2,007,898	96.0%	83	284	58
Bethlehem, PA	52	12,884	\$878,848	90.0%	35	134	46
Brownsville, TX	80	10,154	\$445,542	84.0%	33	140	54
Charleston, SC	57	32,698	\$1,938,599	92.0%	109	332	96
Charlotte (Ballantyne), NC	60	24,385	\$2,331,712	98.6%	63	273	56
Charlotte (The Refinery), NC	58	22,694	\$1,807,617	97.0%	41	254	48
Columbia (Downtown), MD	17	21,999	\$697,154	91.3%	90	241	22
Columbia, MD	24	21,139	\$782,552	75.7%	79	272	51
Dallas (Braniff Centre), TX	43	21,375	\$1,248,870	84.0%	72	298	87
Dallas (Galleria), TX	81	23,323	\$1,235,902	86.4%	72	267	79
Denver (Lodo), CO	36	42,653	\$3,234,714	78.0%	96	445	78
Denver North, CO	47	14,500	\$440,969	70.0%	40	175	19
Denver South, CO	74	13,027	\$1,222,793	87.0%	34	164	34
Doral, FL	68	18,900	\$1,579,136	97.0%	45	152	43
Durham, NC	60	21,773	\$1,446,394	71.0%	62	235	72

Location	Months Open	Total Sq/ Ft	2024 Gross Revenue	Peak Occupancy	Private Offices	Total Seats	Average Leads/Mo
Fairfax, VA	19	27,907	\$1,145,978	100.0%	29	144	31
Greensboro, NC	14	16,088	\$578,870	60.0%	84	210	50
Greenville, SC	58	24,116	\$1,380,126	89.0%	34	204	82
Greenwood Village, CO	47	35,140	\$2,490,603	81.0%	49	179	32
Lewisville (The Realm), TX	59	30,371	\$1,798,829	82.0%	93	348	21
London (Chiswick Park), UK	62	13,998	\$2,499,324	100.0%	22	242	14
London (White City), UK	38	19,077	\$3,471,598	97.0%	22	362	23
Marlborough, MA	69	15,066	\$1,158,687	94.0%	48	193	44
Oakbrook Terrace, IL	41	23,236	\$1,699,440	82.0%	80	199	40
Orlando, FL	32	21,069	\$547,468	64.2%	55	240	66
Palm Beach Gardens, FL	74	17,425	\$1,842,352	94.7%	40	151	51
Parsippany, NJ	54	35,203	\$1,579,099	85.0%	32	132	22
Richmond, VA	32	17,862	\$862,839	69.8%	80	240	64
San Antonio (Northwest), TX	25	34,672	\$1,288,734	60.8%	110	419	95
San Antonio, TX	92	20,300	\$943,935	80.0%	31	125	26
San Diego, CA	20	22,671	\$1,231,269	89.0%	78	244	33
West Palm Beach, FL	74	17,826	\$2,072,478	95.0%	45	134	106
Total	1,605	713,389	\$47,890,330		1,886	7,432	
Average	50	22,293	\$1,496,573	85.0%	59	232	51
Median	53	21,257	\$1,334,430	86.7%	52	238	49
Percentage Equal to or Above the Average	53.1%	40.6%	43.8%	53.1%	46.9%	53.1%	40.6%
Percentage Below the Average	46.9%	59.4%	56.3%	46.9%	53.1%	46.9%	59.4%

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Network Wide Sales Growth

The below graph for Venture X Network Wide sales includes data for all gross sales generated by all locations both in the US and internationally who were open in the calendar year for at least one month. 2019 Sales include data for 20 locations, of which 9 were not open the full year. 2020 Sales include data for 31 locations, of which 7 were not open the full year. 2021 Sales include data for 39 locations, of which 9 were not open the full year. 2022 Sales include data for 39 locations, of which 5 were not open the full year. 2023 Sales include data for 46 locations, of which 11 were not open the full year. 2024 Sales include data for 61 locations, of which 10 were not open the full year.



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

Some outlets achieved these results. Your individual results may differ. There is no assurance you will achieve these results.

We do not make any representations about a franchisee's future financial performance. Except for the information provided above, we do not make any representations about the past financial performance of franchised outlets. 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 Mark D. Nichols, General Counsel, 2121 Vista Parkway, West Palm Beach, FL 33411, 561-640-5570, the Federal Trade Commission and the appropriate state agencies.

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OUTLETS AND FRANCHISEE INFORMATION

Table 1
System-Wide Outlet Summary
For Years 2022 to 2024*

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	44	49	5
	2023	49	57	8
	2024	57	61	4
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total	2022	44	49	5
	2023	49	57	8
	2024	57	61	4

* All numbers are as of December 31, 2022, 2023, and 2024. The numbers are for Venture X Spaces in the United States and internationally.

Table 2
Transfers of Outlets from Franchisees to New Owners (Other Than the Franchisor)
For Years 2022 to 2024*

State	Year	Number of Transfers
Florida	2022	2
	2023	0
	2024	1
Colorado	2022	0
	2023	1
	2024	0
Texas	2022	1
	2023	0
	2024	0
Virginia	2022	1
	2023	0
	2024	0
Total	2022	4
	2023	1
	2024	1

* All numbers are as of December 31, 2022, 2023, and 2024. States not listed had no activity to report during the relevant time period.