

Provision	Section in Multi-Unit Development Agreement	Summary
r. Non-competition covenants after the franchise is terminated or expires	Section 11.2	No competing business for two years within 100-mile radius of the Development Territory or within 100-mile radius of any Big Air Trampoline Facility owned by a franchisee, Franchisor, our Affiliates or Multi-Unit Developer, subject to state law.
s. Modification of the Agreement	Section 12	Modifications only upon written agreement of the parties.
t. Integration/merger clause	Section 12	Only the terms of the Multi-Unit Development Agreement are binding (subject to applicable state laws). Any representations or promises outside of this Disclosure Document and the Multi-Unit Development Agreement may not be enforceable, subject to state law.
u. Dispute resolution by arbitration or mediation	Section 21	Except for certain claims, all disputes will be arbitrated in Ladera Ranch, California, subject to state law.
v. Choice of forum	Section 21	Arbitration must be in California, except as provided in a State Specific Addendum, subject to applicable state law.
w. Choice of law	Section 18	California law applies, except as provided in a State Specific Addendum, subject to applicable state law.

ITEM 18 PUBLIC FIGURES

We do not currently use any public figure to promote our franchise.

ITEM 19 FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to disclose 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 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 performance at a particular location or under particular circumstances.

The tables below summarize the financial performance of all Big Air Trampoline franchised locations open and operating during all twelve months during the period of January 1, 2024 and December 31, 2024 ("Reporting Period"). These 10 franchised locations have been in operation for an average of 3 years and 9 months. Specifically, the information in the tables below represents the revenue and expenses reported by the franchisees during a 12-month operating period. The information in the tables below is organized into three tiers of franchised locations, Tier 1, Tier 2 and Tier 3.

For purposes of this ITEM 19, “Gross Revenue” is defined as the total of all receipts derived from services performed or products sold at the Big Air Trampoline franchised location, whether such receipts are evidenced by cash, credit, checks, gift certificates, scrip, coupons, services, property or other means of exchange and does not include the following: (i) sales tax receipts collected by the Big Air Trampoline franchisee and paid to the government or any governmental authority; (ii) promotional or discount coupons to the extent that the Big Air Trampoline franchisee received no revenue; and (iii) the receipt of services or products by any employee of the Big Air Trampoline franchisee to the extent of the discount offered to the employee or such services or products were delivered to the employee for no charge.

“Expenses” include operating expenses, insurance, utilities, marketing, rent, payroll, retail supplies, taxes and royalties.

TABLE 1
Tier 1 – Top Performing Big Air Franchised Locations
January 1, 2024 – December 31, 2024

	Average	Median	# / % that met or exceeded the Average
Gross Revenue	\$3,351,368.93	\$3,249,823.17	1 / 25%
Expenses	\$2,393,677.16	\$2,468,810.61	3 / 75%
Profit	\$960,691.77	\$1,001,143.06	2 / 50%
# of Franchised Locations Included: 4			

Notes for Table 1:

(1) The average and median revenue figures identified in the row titled “Gross Revenue” are calculated from actual revenues earned from customers patronizing the 4 franchised locations that generated the highest net profit during the Reporting Period as reported by these franchised locations.

TABLE 2
Tier 2 – Mid Performing Big Air Franchised Locations
January 1, 2024 – December 31, 2024

	Average	Median	# / % that met or exceeded the Average
Gross Revenue	\$2,575,979.27	\$2,444,354.01	2 / 40%
Expenses	\$2,021,280.44	\$2,020,267.10	2 / 40%
Profit	\$554,698.83	\$683,296.70	3 / 60%
# of Franchised Locations Included: 5			

Notes for Table 2:

(1) The average and median revenue figures identified in the row titled “Gross Revenue” are calculated from actual revenues earned from customers patronizing the 5 franchised locations of Tier 2 that generated the mid-level net profit during the Reporting Period as reported by these franchised locations.

TABLE 3
Tier 3 – Lower Performing Big Air Franchised Locations
January 1, 2024 – December 31, 2024

	Average	Median	# / % that met or exceeded the Average
Gross Revenue	\$2,078,570.83	\$2,043,369.92	2 / 50%
Expenses	\$1,761,925.01	\$1,803,920.37	3 / 75%
Profit	\$316,645.81	\$337,562.04	2 / 50%
# of Franchised Locations Included: 4			

Notes for Table 3:

(1) The average and median revenue figures identified in the row titled “Gross Revenue” are calculated from actual revenues earned from customers patronizing the 4 franchised locations of Tier 3 that generated lower-level net profit during the Reporting Period as reported by these franchised locations.

TABLE 4
All Tiers – Highest and Lowest Gross Revenue Big Air Franchised Locations
January 1, 2024 – December 31, 2024

	Highest	Lowest
Gross Revenue	\$3,946,359.07	\$1,879,986.68

TABLE 5
Revenue Big Air Franchised Locations by Category
January 1, 2024 – December 31, 2024

	Average	Median	High	Low
General Admission	\$1,464,109.57	\$1,512,225.50	\$2,217,602.12	\$936,883.24
Events	\$657,582.61	\$632,803.14	\$906,876.54	\$583,810.40
Big Eats	\$386,379.70	\$364,185.24	\$593,307.32	\$276,741.33
Other Income	\$153,440.07	\$146,935.09	\$228,573.09	\$82,551.71
Total Revenue	\$2,661,511.95	\$2,444,354.01	\$3,946,359.07	\$1,879,986.68

Notes for Table 5:

(1) The figures presented above reflect the gross revenue by category across all 13 franchised Big Air locations that were open and operating for the full 12-month period ending December 31, 2024. Revenue categories include general admission, events, food and beverage sales (“Big Eats”), and other sources of income.

General Notes:

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

(2) Franchisees must receive approval from us before selling any product or service other than our authorized products or services. Therefore, your income from miscellaneous sources may not be similar to those of the Big Air Trampoline franchisees disclosed above.

(3) The information used to prepare the Tables above was prepared from the profit and loss

statements generated by our franchisees' internal accounting systems. We do not know of any instance, nor do we have reason to believe that our franchisees would overstate or understate the franchisee's revenues or expenses.

(4) Some franchised locations have earned these amounts. Your individual results may differ. There is no assurance that you will earn as much.

Other than the preceding financial performance representation, Big Air 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 Kevin Odekirk at 9891 Irvine Center Dr. #200, Irvine, CA 92618 at (844) 550-5867, 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 2022 - 2024**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change (+ or -)
Franchised*	2022	8	11	+3
	2023	11	10	-1
	2024	10	15	+5
Company-Owned**	2022	2	2	0
	2023	2	2	0
	2024	2	2	0
Total Outlets	2022	10	13	+3
	2023	13	12	-1
	2024	12	17	+5

*In 2022, one of our franchisees purchased three non-Big Air trampoline parks in Colorado, Ohio, and Washington with the intent to convert them to Big Air outlets. Previously, we had categorized each of these three trampoline parks as "Outlets Opened" in 2022; however, the Colorado outlet never reopened as a Big Air outlet, so we have removed that outlet completely from Item 20.

**For purposes of this Table No. 1, we include the two Big Air Trampoline Facilities owned by our affiliates, Big Air Fun, LLC and Big Air Buena Park, LLC, as "Company-Owned" units.