

<b>Provision</b>	<b>Section in Agreement</b>	<b>Summary</b>
		representations made in this Disclosure Document.
u. Dispute resolution by arbitration or mediation	12	All disputes will be resolved by informal resolution and arbitration except for actions for declaratory or equitable relief; actions in ejectment or for possession of any interest in real or personal property; actions which cannot be arbitrated under applicable law; and our decisions in the first instance to issue notices of default or termination or undertake other conduct with respect to the franchise relationship.
v. Choice of forum	12.B., 14	City in which our principal place of business is located (currently, Provo, Utah) (subject to applicable state law).
w. Choice of law	13	State in which our principal place of business is located (currently, Utah) (subject to applicable state law).

## **ITEM 18. PUBLIC FIGURES**

We do not currently use any public figures to promote our System; however, we may use public figures in the future.

## **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.

This Item includes certain information about Gross Sales and EBITDA for franchisee and corporate-owned Sky Zone Parks in the United States during the 12-month period ended December 31, 2024 (the “**2024 Fiscal Year**” or the “**Reporting Period**”). As used in this Item, “**Gross Sales**” has the same meaning as in the Franchise Agreement; that is, the total amount of all sales of products, services, programs, merchandise, food, and beverages, sold from, through or in connection with the Park, whether for cash, on credit, barter or otherwise and exclusive of applicable sales, use or service taxes. Gross Sales additionally exclude refunds that are provided to customers (not including chargebacks).

### **1. Model Parks**

Part 1 of this Item sets forth certain Gross Sales and EBITDA information for Model Parks, a subset of all franchisee-owned Sky Zone Parks. As used in this Item, “**Model Parks**” refers to franchisee-owned Parks

that: (i) have at least 25,000 square feet of space, (ii) have 4 or more private party rooms; and (iii) were open and operating throughout the Reporting Period.

Table 1A: Gross Sales

Model Parks	
# of Parks	31 <sup>1</sup>
Average Gross Sales	<b>\$2,929,843</b>
#/% Met or Exceeded Average	14 / 45.2%
Maximum Gross Sales	\$7,090,723
Minimum Gross Sales	\$695,009
Median Gross Sales	\$2,726,529
Average # of Party Rooms	4.2
Average # of Square Feet	31,410

Notes to Table 1A

Note 1. Table 1A includes historical Gross Sales data for the 31 Model Parks that were open and operating as of December 31, 2024 and that reported Gross Sales and EBITDA information for the Reporting Period. As of December 31, 2024, there were 120 franchisee-owned Sky Zone Parks in the United States. 33 of those Parks were open and operating throughout the Reporting Period and had at least 25,000 square feet of space and 4 or more private party rooms, meeting the criteria for Model Parks. Of those 33 Model Parks, 2 were excluded because they did not report expense & EBITDA information for the full Reporting Period.

Table 1B: EBITDA

Model Parks			
	Average	Median	# / % Met or Exceeded Average
EBITDA <sup>1</sup>	\$887,583	\$857,826	13 / 41.9%
EBITDA % <sup>2</sup>	30.4% <sup>3</sup>	28.9% <sup>4</sup>	15 / 48.4%

Notes to Table 1B

Note 1. **“EBITDA”** means the earnings before interest, taxes, depreciation, and amortization. As is customary, it excludes expenses related to debt services costs, whether principal or interest. The following categories of expense items were subtracted from Gross Sales as part of the Parks’ EBITDA calculations:

Expense Category	Notes
Cost of Goods Sold (“COGS”)	Includes the total cost of all food, beverages, merchandise, and other costs related to products and services sold by the Parks, including distribution and delivery costs.
Occupancy Expenses	Includes rent (including both minimum rents and percentage rents), utilities (e.g., electricity, gas, water, cable, internet, telephone), real estate taxes and assessments levied against the property upon which the Park is located, and other pass-through expenses from the landlord, and any sales or other taxes imposed thereon and any pass-through expenses from the landlord.

Expense Category	Notes
Advertising Expenses	Includes the Parks' contributions to the National Advertising Fund as well as other digital and non-digital advertising, promotional and local marketing expenses for the Parks.
Payroll Expenses	Includes personnel wages, management salaries, benefits and payroll taxes. Excludes owner's compensation.
Insurance	Includes cost of the Sky Zone Master Insurance Program (providing general liability coverage to the Parks), property liability and workers compensation.
Other Costs	Includes royalty fees, repairs & maintenance, processing fees, and other minor expenses.

Note 2. “EBITDA %” means EBITDA as a percentage of Gross Sales.

Note 3. Average EBITDA % is the amount equal to the Average EBITDA for the group of 31 Model Parks measured divided by the Average Gross Sales for the group.

Note 4. Median EBITDA % is the amount equal to the midpoint value of the 31 separate EBITDA % amounts determined for the individual Model Parks measured.

## 2. Franchisee-Owned Parks (System-Wide)

Part 2 of this Item sets forth certain Gross Sales and EBITDA information for all franchisee-owned Parks in the United States (inclusive of Model Parks), broken into quartiles by Park size (square footage).

As of December 31, 2024, there were 120 franchisee-owned Sky Zone Parks open and operating in the United States. Part 2 of this Item sets forth Gross Sales and EBITDA information for 97 franchisee-owned Sky Zone Parks in the United States, excluding: (i) 9 Parks that did not report expense & EBITDA information for the full Reporting Period, (ii) 5 Parks that opened during the Reporting Period, (iii) 7 Parks which rebranded from the Defy® or Rockin' Jump® brands to the Sky Zone brand during the Reporting Period, (iv) 1 Park which was not open continuously during the Reported Period (temporary closure of more than four consecutive weeks), and (v) 1 non-traditional Park.

Table 2A: Gross Sales

Size Range (Sq Ft)	# Parks	Gross Sales					# / % Exceeding Avg.
		Average	Median	Min	Max		
16,000-22,500	22	\$1,785,515	\$1,995,068	\$314,960	\$3,503,794	14 / 63.6%	
22,501-25,000	30	\$2,056,800	\$2,091,207	\$782,504	\$3,984,928	16 / 53.3%	
25,001-30,000	23	\$2,533,896	\$2,433,305	\$850,587	\$7,090,723	9 / 39.1%	
30,001-45,000	22	\$2,632,018	\$2,778,790	\$695,009	\$4,544,251	13 / 59.1%	
Aggregate	97	\$2,238,859	\$2,184,637	\$314,960	\$7,090,723	47 / 48.5%	

Table 2B: EBITDA

Size Range (Sq Ft)	# Parks	EBITDA <sup>1</sup>			# / % Exceeding Avg.
		Average	Median	# / % Exceeding Avg.	
16,000-22,500	22	\$478,919	\$468,767	12 / 54.5%	
22,501-25,000	30	\$522,631	\$528,660	18 / 60.0%	

Size Range (Sq Ft)	# Parks	EBITDA <sup>1</sup>		
		Average	Median	# / % Exceeding Avg.
25,001-30,000	23	\$776,886	\$684,489	11 / 47.8%
30,001-45,000	22	\$750,974	\$792,655	10 / 45.5%
Aggregate	97	\$624,793	\$595,928	48 / 49.5%

#### Notes to Table 2B

Note 1. Please refer to Note 1 to Table 1B for the definition of EBITDA.

### 3. Corporate Parks

Part 3 of this Item sets forth certain information about Gross Sales for all corporate-owned Sky Zone Parks in the United States. Corporate-owned Sky Zone Parks operate substantially similar to franchisee-owned Sky Zone Parks. Corporate-owned Sky Zone Parks are typically in larger metro areas.

As of December 31, 2024, there were 114 corporate-owned Sky Zone Parks in the United States. The financial performance representation in Part 3 of this Item relates to 71 corporate-owned Sky Zone Parks, excluding: (a) 3 Parks that opened during the Reporting Period, (b) 17 Parks that were acquired from Sky Zone franchisees during the Reporting Period, (c) 25 Parks which rebranded from the Defy® or Rockin' Jump® brands to the Sky Zone brand during the Reporting Period, and (d) 2 Parks that closed during the Reporting Period.

Table 3: Gross Sales

Corporate-Owned Parks	
# of Parks	71
Average Gross Sales	\$3,816,235
#/% Met or Exceeded Average	28 (39.4%)
Maximum Gross Sales	\$9,759,745
Minimum Gross Sales	\$1,268,575
Median Gross Sales	\$3,521,670
Average # of Square Feet	30,041
Median # of Square Feet	30,250
Average # of Party Rooms	4.2
Median # of Party Rooms	4

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**Some Parks have earned these amounts. Your individual results may differ. There is no assurance you will earn as much.**

Written substantiation of the data used in preparing this financial performance representation will be made available to you upon reasonable request. Information for franchisee-owned Sky Zone Parks is based on sales and expense information reported to us by franchisees. We did not audit or otherwise verify the accuracy of the information submitted.

Factors that might adversely impact earnings for a given Park include the general public's perception of indoor trampoline parks and similar recreational facilities, increased competition in the indoor trampoline park industry, actions by franchisees that are out of our control that could adversely impact the System, and

the status of the general economic environment. Factors that might adversely impact Gross Sales include the actual cost of wages paid to your employees, which could vary periodically and by market due to the status of the general economic environment. The negative impact of such factors would also adversely impact a franchisee's net income, profits and earnings.

Other than the preceding financial performance representations, Sky Zone Franchise Group, 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 Sky Zone Park, however, we may provide you with the actual records of that Sky Zone Park. 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 Revak, Chief Operating Officer, Sky Zone Franchise Group, LLC, at 860 N. University Avenue, Provo, Utah 84604, 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<sup>(1)</sup>**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2022	117	118	+1
	2023	118	126	+8
	2024	126	120	-6
Company-Owned <sup>(2)</sup>	2022	26	44	+18
	2023	44	71	+27
	2024	71	114	+43
Total Outlets <sup>(3)</sup>	2022	<b>143</b>	<b>162</b>	<b>+19</b>
	2023	<b>162</b>	<b>197</b>	<b>+35</b>
	2024	<b>197</b>	<b>234</b>	<b>+37</b>

Notes:

1. Numbers are as of December 31<sup>st</sup> each year.
2. All Company-Owned outlets are owned and operated by our affiliates.
3. Tables 1 through 5 herein focus on Sky Zone® parks in the United States.

**Table No. 2**  
**Transfer of Outlets from Franchisees to New Owners**  
**(Other than the Franchisor or its Affiliates)**  
**For Years 2022 through 2024<sup>(1)</sup>**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Alabama	2022	1
	2023	0
	2024	0