

## **ITEM 19** **FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC 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 that 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.

As of fiscal year end 2024, of our 328 Franchised Businesses, in Tables One, Two, Three, and Four (Student Counts), we are reporting on 328 Franchised Businesses based on mandatory monthly revenue reports for the months of January – December 2024.

### **TABLE ONE** **Private Student Counts**

Of our 328 Franchised Businesses in operation, 154 or 47% met the criteria above and work 35 or more hours per week during regular business hours.

Average # of Private Students	50
68 or 44% attained or surpassed this stated average	
Student Median	45
Student Low	16
Student High	217

### **TABLE TWO** **Private Student Counts**

Of our 328 Franchised Businesses in operation, 98 or 30% met the criteria above and work 20-30 hours per week during regular business hours.

Average # of Private Students	37
39 or 40% attained or surpassed this stated average	
Student Median	30
Student Low	12
Student High	94

### **TABLE THREE** **Private Student Counts**

Of our 328 Franchised Businesses in operation, 60 or 18% met the criteria above and work 10-20 hours per week during regular business hours.

Average # of Private Students	20
24 or 40% attained or surpassed this stated average	
Student Median	16
Student Low	10
Student High	45

**TABLE FOUR**  
**Private Student Counts**

Of our 328 Franchised Businesses in operation, 16 or 5% met the criteria above and work 10 or fewer hours per week during regular business hours.

Average # of Private Students	8
8 or 50% attained or surpassed this stated average	
Student Median	6
Student Low	1
Student High	16

As of fiscal year end 2024, in Table Five (Tutor Pay Rates) and Table Six (Client Pay Rates), we are reporting on 328 Franchised Businesses' tutor pay and client rates were posted in our customer management software as of March 2024.

**TABLE FIVE**  
**Tutor Hourly Pay Rates**

Elementary School Level Tutor Hourly Pay Rates	
Average	\$24
148 or 45% attained or surpassed this stated average	
Median	\$22
Low	\$17
High	\$35
Middle School Level Tutor Hourly Pay Rates	
Average	\$25
144 or 44% attained or surpassed this stated average	
Median	\$23
Low	\$17
High	\$35
High School Level Tutor Hourly Pay Rates	
Average	\$25
157 or 48% attained or surpassed this stated average	
Median	\$24
Low	\$20
High	\$40
Test Preparation Tutor Hourly Pay Rates	
Average	\$28
151 or 46% attained or surpassed this stated average	
Median	\$26
Low	\$22
High	\$45

**TABLE SIX**  
**Client Pay Rates**

Elementary School Level Client Pay Rates	
Average	\$52
157 or 48% attained or surpassed this stated average	
Median	\$48
Low	\$35
High	\$95
Middle School Level Client Pay Rates	

Average	\$55
157 or 48% attained or surpassed this stated average	
Median	\$54
Low	\$37
High	\$95
High School Level Client Pay Rates	
Average	\$58
148 or 45% attained or surpassed this stated average	
Median	\$54
Low	\$39
High	\$99
Test Preparation Client Pay Rates	
Average	\$125
131 or 40% attained or surpassed this stated average	
Median	\$95
Low	\$70
High	\$250

The Franchised Businesses presented above do not differ materially from the franchises now being offered.

The Franchised Businesses included in the above tables are mature business, in operation for one full year of business. The above figures were based upon information reported to us by our franchisee. The above figures have not been audited by us. You should conduct an independent investigation of the costs and expenses you will incur in operating your Franchised Business.

**Some outlets have sold these amounts. Your individual results may differ. There is no assurance you'll sell as much.**

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

Other than the preceding financial performance representation, Club Z!, Inc. does not make any financial performance representation. We also do not authorize our employees or representatives to make any 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 Lucas, CEO, CLUB Z!, Inc., 15310 Amberly Drive, Suite 175, Tampa, Florida 33647; Telephone: 813-931-5516, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

Table No. 1

**SYSTEM OUTLET SUMMARY**  
**For Years 2022 to 2024**

Column 1 <b>Outlet Type</b>	Column 2 <b>Year</b>	Column 3 <b>Outlets at the Start of the Year</b>	Column 4 <b>Outlets at the End of The Year</b>	Column 5 <b>Net Change</b>
Franchised	2022	362	368	+6
	2023	368	347	-21
	2024	347	328	-19
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	362	368	+6
	2023	368	347	-21
	2024	347	328	-19

Table No. 2

**TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS  
(OTHER THAN THE FRANCHISOR)**  
**For years 2022 to 2024**

Column 1 <b>State</b>	Column 2 <b>Year</b>	Column 3 <b>Number of Transfers</b>
Alabama	2022	0
	2023	0
	2024	0
Alaska	2022	0
	2023	0
	2024	0
Arizona	2022	0
	2023	0
	2024	0
Arkansas	2022	0
	2023	0
	2024	0
California	2022	2
	2023	2
	2024	4
Colorado	2022	1