

PROVISION	SECTION IN FRANCHISE OR OTHER AGREEMENT	SUMMARY
	Agreement - None	
w) Choice of law	Section 18.7 of the Franchise Agreement	Massachusetts law generally applies (subject to applicable state law).
	Franchisee Intranet Services Agreement - None	Franchise Agreement controls.

#### **Item 18**

#### **PUBLIC FIGURES**

We do not use any public figure to promote Franchise Businesses or our Franchise program.

#### **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.

#### **Historic Gross Receipt Information**

As of December 31, 2024, there were 126 franchised SVN outlets in the SVN franchise system ("Total Outlets"). 16 outlets were excluded from the Total Outlets because they permanently closed as an SVN outlet during 2024 and were not in the SVN franchise system as of December 31, 2024. None of these outlets that permanently closed were open for less than 12 months before closing.

Of the 126 Total Outlets, 100 of these outlets operated for the entire 12 month period ended December 31, 2024 and, during the ten-year period from January 1, 2015 to December 31, 2024 (the "Measured Period"), reported at least one full year of Gross Receipts to us, with the exception of two outlets that opened in 2023 and reported 9 and 11 months of Gross Receipts to us which we included in the subset (the "Measured Outlets"). We excluded 26 outlets from the Measured Outlets. 13 outlets were

excluded because they did not provide financial information for the Measured Period. 9 outlets were excluded from the Measured Outlets because they reported the results of multiple outlets for a single outlet. 4 outlets were excluded from the Measured Outlets because they opened during 2024 and had not been open and operating for the full 12-month period ended December 31, 2024. Of the Measured Outlets, the earliest Outlet opened in 2003, and the latest Outlet opened in 2023.

We have determined the average Growth Rate of Gross Receipts of the Measured Outlets over a period of time ranging from 9 years for those Measured Outlets that opened before December 31, 2014 to 1 year for those Measured Outlets that opened in 2023. To determine the Growth Rates of the Measured Outlets we determined their Gross Receipts in their Baseline Year. The Baseline Year varies based on when the Measured Outlet opened in the SVN System.

- Outlets that opened before December 31, 2014 – Baseline Year is 2015.
- Outlets that opened after December 31, 2014 but on or before December 31, 2022 – Baseline Year is first full year of operation.
- Outlets that opened between January 1, 2023 and December 31, 2023 – Baseline Year is that portion of 2023 the outlet was open.

After determining the Gross Receipts of a Measured Outlet in its Baseline Year we then determined the Gross Receipts of the Measured Outlet for each full year that the Outlet was in the SVN System following its Baseline Year, up to 9 full years. For example, if an outlet joined the SVN System in 2018, its Baseline Year was 2019 and we determined its average annual Gross Receipts for 2020-2024 and then divided that amount by the Baseline Year Gross Receipts to determine its Gross Receipts Growth Rate. To determine the average Gross Receipt Growth Rate of the Measured Outlets we calculated the average Gross Receipts of the Measured Outlets over their duration in the SVN System during the Measured Period, excluding their Baseline Year (except with respect to the two outlets that opened in 2023). Average Growth Rate was measured by taking the average Gross Receipts of a Measured Outlet divided by the Gross Receipts of the Baseline Year. For the Measured Outlets that were in the SVN System for a partial year in 2023, we used their Baseline Year for the portion of 2023 they were open and operating, which was compared against the Gross Receipts for the full operating year ended December 31, 2024.

#### Average Growth Rate of Measured Outlets

Years 2015 – 2024	Average Growth Rate	#/% of Outlets that Met or Exceeded Average Growth Rate	Median Growth Rate	High (Percent Increase)	Low (Percent Increase/ Decrease)
Total	232.79%	35/35%	168%	1,119%	(27%)

#### Notes to this Item 19:

1. For purposes of this Item 19, we have only included commission revenue generated from completed transactions, before any expenses or splits are deducted. This includes commissions earned from sales, leases, referrals, auction fees, consulting fees, and/or other real estate-related services provided by the Measured Outlet in Gross Receipts. The definition of Gross Receipts in the Franchise Agreement is much broader and applies to all revenue and other amounts from the

Franchise. Gross Receipts was reported to us by the Measured Outlets via a third party software used in the SVN System. Gross Receipts were not sorted by product sold (i.e., commercial, industrial, residential, multi-unit apartments and other real estate listings).

2. **Some SVN franchisees have sold this amount. Your individual results may differ. There is no assurance that you'll sell as much.**
3. Percentages were rounded to the nearest hundredth of a percent or whole percent.
4. The information disclosed in this Item 19 does not reflect the cost of sales, operating expenses, or other costs or expenses that must be deducted from the Gross Revenue information to calculate net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Basecamp Fitness Studio. Franchisees or former franchisees listed in this Disclosure Document may be one source of this information.
5. All of the Measured Outlets offered substantially the same products and services as you are expected to offer.
6. Written substantiation for the financial performance representation will be made available to prospective franchisees upon request.

Other than the preceding performance representation, we do 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 our management by contacting Sarah Vincent, Executive Vice President of Operations, SVN International PBC, 1309 Beacon Street, Suite 300, Brookline, MA 02446, (802) 238-5550, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**Item 20**

**OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 1  
SYSTEMWIDE OUTLET SUMMARY<sup>1</sup>  
FOR YEARS 2022 TO 2024**

<b>OUTLET TYPE</b>	<b>YEAR</b>	<b>OUTLETS AT THE START OF YEAR</b>	<b>OUTLETS AT THE END OF YEAR</b>	<b>NET CHANGE</b>
Franchised	2022	140	139	-1
	2023	139	139	0
	2024	139	126	-13
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	140	139	-1
	2023	139	139	0
	2024	139	126	-13

1. The numbers for each year are as of December 31.

**TABLE NO. 2  
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS  
(OTHER THAN FRANCHISOR OR AN AFFILIATE)<sup>1</sup>  
FOR YEARS 2022 TO 2024**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
All States	2022	0
	2023	0
	2024	0
Total	2022	0
	2023	0
	2024	0

1. The numbers for each year are as of December 31.