

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
		the city, county or parish of our principal place of business, currently Mandeville, St. Tammany Parish, Louisiana.
w. Choice of law	Article 9	Subject to applicable state law, Louisiana law applies.

ITEM 18. PUBLIC FIGURES

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

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.

The financial performance representations included in Tables 1-5 of this Item 19 contain historical gross revenue information of the franchise system's franchised outlets that operated and generated gross revenue records for all 12 months during the years 2021, 2022, 2023 and 2024. The years 2021, 2022, 2023 and 2024 refer to our last our 4 fiscal years ending September 30, 2021, 2022, 2023 and 2024. We had 93 franchised outlets in 2021, 98 franchised outlets in 2022, 97 franchised outlets in 2023, and 104 franchised outlets in 2024 that operated and generated gross revenue records for 12 full months of the year.

For the year 2021, the gross revenue data of 4 franchised outlets that closed during 2021 and 1 franchised outlet that was temporarily closed due to relocation during 2021 was excluded. For the year 2022, the data of 2 franchised outlets that closed during 2022 and 1 franchised outlet that was temporarily closed due to relocation during 2022 was excluded. For the year 2023, the data of 4 franchised outlets that closed during 2023 was excluded. For the year 2024, the data of 1 franchised outlet that was temporarily closed due to relocation during 2024 was excluded. None of the excluded outlets closed after being open less than 12 months.

The financial performance representations in Table 6 of this Item 19 contain historical gross revenue information of 7 new franchise outlets that opened in 2024 and completed at least one full month of operations and generated gross revenue records for a least one full month in 2024.

The gross revenue information in Tables 1-6 below is based on sales information reported to us by the franchised outlets through the point-of sale system (“POS”) and have not been audited by us.

“Gross Revenue” means the total revenue derived from the sale of products or services less sales tax, discounts, allowances, and returns.

Table 1 Gross Revenues of Franchised Outlets for Years 2021 – 2024 (Two Part Table)

Table 1 Part 1 - Years 2021 - 2023					
Years & Variances (“Var”)	2021	2022	<i>Var 21-22</i>	2023	<i>Var 22-23</i>
Lowest Gross Revenue	\$60,879	\$71,987	18%	\$128,007	78%
Highest Gross Revenue	\$666,396	\$1,037,497	56%	\$1,167,073	12%
Average Gross Revenue	\$232,364	\$361,833	56%	\$443,436	23%
Median Gross Revenue	\$219,693	\$333,489	52%	\$409,398	23%
Total Locations	93	98	5%	97	-1%
Number of Locations > Average	37	42	14%	39	-7%
Number of Locations < Average	56	56	0%	58	4%
Average # of Years Locations Open	13.72	14.66	7%	15.61	6%

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Table 1 Part 2 - Years 2023 - 2024			
Years & Variances ("Var")	2023	2024	<i>Var 23-24</i>
Lowest Gross Revenue	\$128,007	\$93,118	-27%
Highest Gross Revenue	\$1,167,073	\$1,447,169	24%
Average Gross Revenue	\$443,436	\$478,776	8%
Median Gross Revenue	\$409,398	\$438,468	7%
Total Locations	97	104	7%
Number of Locations > Average	39	46	18%
Number of Locations < Average	58	58	0%
Average # of Years Locations Open	15.61	15.63	0%

Table 2 Gross Revenues of Franchised Outlets Within Top 20% for Years 2021 – 2024
(Two Part Table)

Table 2 Part 1 - Years 2021 - 2023					
Years & Variances ("Var")	2021	2022	<i>Var 21-22</i>	2023	<i>Var 22-23</i>
Average Gross Revenues	\$393,869	\$607,619	54%	\$736,901	21%
Median Gross Revenues	\$367,695	\$560,653	52%	\$652,697	16%
Total Locations	18	19	6%	19	0%
Average # of Years Locations Open	15.87	14.42	-9%	16.16	12%

Table 2 Part 2 - Years 2023 - 2024			
Years & Variances (“Var”)	2023	2024	Var 23-24
Average Gross Revenues	\$736,901	\$805,182	9%
Median Gross Revenues	\$652,697	\$725,650	11%
Total Locations	19	21	11%
Average # of Years Locations Open	16.16	17.97	11%

Table 3 Gross Revenues of Franchised Outlets Within Mid 60% for Years 2021 – 2024
(Two Part Table)

Table 3 Part 1 - Years 2021 - 2023					
Years & Variances (“Var”)	2021	2022	Var 21-22	2023	Var 22-23
Average Gross Revenues	\$216,119	\$339,805	57%	\$416,097	22%
Median Gross Revenues	\$219,693	\$333,489	52%	\$409,398	23%
Total Locations	57	60	5%	59	-2%
Average # of Years Locations Open	13.22	15.03	14%	16.03	7%

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Table 3 Part 2 - Years 2023 - 2024			
Years & Variances (“Var”)	2023	2024	Var 23-24
Average Gross Revenues	\$416,097	\$449,453	8%
Median Gross Revenues	\$409,398	\$438,468	7%
Total Locations	59	62	5%
Average # of Years Locations Open	16.03	15.44	-4%

Table 4 Gross Revenues of Franchised Outlets Within Bottom 20% for Years 2021 – 2024
(Two Part Table)

Table 4 Part 1 - Years 2021 - 2023					
Years & Variances (“Var”)	2021	2022	Var 21-22	2023	Var 22-23
Average Gross Revenues	\$122,301	\$185,606	52%	\$234,863	27%
Median Gross Revenues	\$136,377	\$212,912	56%	\$239,877	13%
Total Locations	18	19	6%	19	0%
Average # of Years Locations Open	13.17	13.71	4%	13.76	0%

Table 4 Part 2 - Years 2023 - 2024			
Years & Variances (“Var”)	2023	2024	Var 23-24
Average Gross Revenues	\$234,863	\$238,945	2%
Median Gross Revenues	\$239,877	\$255,898	7%
Total Locations	19	21	11%
Average # of Years Locations Open	13.76	13.88	1%

Table 5
Percentage of Annual Sales Per Month and Per Quarter
For Years of 2021, 2022, 2023 and 2024

Month	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
2021	5.80%	6.69%	6.43%	5.85%	6.79%	8.79%	8.45%	9.03%	10.91%	12.25%	11.18%	8.02%
2022	6.27%	7.99%	9.14%	7.12%	8.71%	8.79%	8.69%	7.54%	8.90%	10.43%	9.55%	6.87%
2023	6.18%	7.55%	9.06%	8.85%	8.53%	9.48%	8.48%	7.33%	9.27%	9.53%	8.86%	6.88%
2024	6.19%	8.21%	9.41%	8.64%	8.89%	9.76%	7.91%	7.60%	8.75%	9.33%	8.92%	6.35%
AVG % Sales/ Mo	6.11%	7.61%	8.51%	7.61%	8.23%	9.21%	8.38%	7.88%	9.46%	10.39%	9.63%	7.04%
MED % Sales/ Mo	6.19%	7.77%	9.10%	7.87%	8.62%	9.14%	8.46%	7.57%	9.08%	9.98%	9.24%	6.87%
AVG % Sales/ Qtr	22.23%			25.05%			25.72%			27.06%		
MED % Sales/ Qtr	23.05%			25.63%			25.12%			26.10%		

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Table 6
Monthly Gross Revenues of 7 Franchised Outlets
that Completed First Full Month of Operations in 2024

Studio	Mo. 1	Mo. 2	Mo. 3	Mo. 4	Mo. 5	Mo. 6	Mo. 7	Mo. 8	Mo. 9	Mo. 10	Mo. 11	Mo. 12	
Studio A	\$15,242	\$23,872	\$32,637	\$32,681	\$35,566	\$46,933	\$27,756	\$30,258	\$43,657	\$46,723	\$38,461	\$37,021	
Studio B	\$14,421	\$32,615	\$20,767	\$26,703	\$32,774	\$49,469	\$37,194	\$37,746					
Studio C	\$30,413	\$27,037	\$40,215	\$41,753	\$48,497	\$35,335							
Studio D	\$13,331	\$21,221	\$32,068	\$24,241	\$23,387	\$20,598							
Studio E	\$23,326	\$25,582	\$19,770	\$24,472	\$22,782								
Studio F	\$25,542	\$32,200	\$34,631	\$29,846	\$24,867								
Studio G	\$29,621	\$24,831	\$20,641	\$19,864									
Highest	\$30,413	\$32,615	\$40,215	\$41,753	\$48,497	\$49,469							
Lowest	\$13,331	\$21,221	\$19,770	\$19,864	\$22,782	\$20,598							
Average	\$21,699	\$26,765	\$28,675	\$28,508	\$31,312	\$38,083	\$32,475	\$34,002	\$43,657	\$46,723	\$38,461	\$37,021	\$407,384
Median	\$23,326	\$25,582	\$32,068	\$26,703	\$28,820	\$41,134	\$32,475	\$34,002	\$43,657	\$46,723	\$38,461	\$37,021	\$409,973
(1) Month 1 represents a studio's first full month in operation; Month 2 represents a studio's second full month in operation, etc.													
(2) There were 7 franchised studios that completed their first full month of operations during the fiscal year 2024.													

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

Written substantiation for the financial performance representations will be made available to you on reasonable request.

Other than the preceding financial performance representations, we do not make any financial performance representations. We do not authorize our employees or representatives to make any such representations either orally or in writing. We do not make any representations about a franchisee's future financial performance. 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 Sean Goodwin, Vice President of Operations, at 1852 N. Causeway Blvd, Mandeville, Louisiana 70471 or by telephone at (818) 291-5900, 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 to 2024 (1)

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	101	101	0
	2023	101	105	+4
	2024	105	112	+7
Company-Owned	2022	6	4	-2
	2023	4	2	-2
	2024	2	1	-1
Total Outlets	2022	107	105	-2
	2023	105	107	+2
	2024	107	113	+6

Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For Years 2022 to 2024 (1)

State	Year	Number of Transfers
California	2022	1
	2023	1
	2024	0
Florida	2022	0
	2023	1
	2024	0
Illinois	2022	0
	2023	1
	2024	1
New Jersey	2022	0
	2023	1
	2024	0
Pennsylvania	2022	2
	2023	0
	2024	0
Totals	2022	4
	2023	4
	2024	1