

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.

Background

Our Affiliate Owned and our Franchised locations provide mobile fitness services. The below results show Gross Sales performance on an average basis and on an average per trainer basis, to account for differences in the demographics and makeup of different service areas. Many of our trainers and our franchisee’s trainers are employed on a part time basis. Our Gross Sales per trainer performance measurements are based on a full time equivalent (FTE) trainer calculation. All hours paid to a trainer including direct client training sessions, travel time, equipment maintenance and administrative duties are recorded by each trainer. A full-time employee at forty hours per week would work 2,080 hours in a year. Our FTE calculation is the mathematical result of dividing the total hours recorded by all trainers in a location by 2,080 hours to convert the total hours into a number of FTE trainers for each location. Average Gross Sales per FTE Trainer is the mathematical result of dividing total Gross Sales by the resultant number of FTE Trainers.

Affiliate Locations:

As of December 31, 2025, we had 131 franchised locations. Of our 131 total franchised locations, 35 were open for less than 12 months. In addition, 17 locations were operated on a part-time basis, or did not consistently report sales. The remaining 79 locations were open for twelve months or longer and actively operated on a full-time basis as of December 31, 2025.

Table 1 demonstrates our corporate location’s 2025 Gross Sales and table 2 demonstrates the average 2025 gross sales generated per our 79 locations which were open for twelve months or longer as of December 31, 2025.

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TABLE 1

		2025		2024	
<u>GROSS SALES:</u>		\$1,240,715	100.00%	\$1,229,195.00	100.00%
<u>DISCLOSED EXPENSES:</u>					
	Payroll Wages	\$369,869.00	29.81%	\$379,034.00	30.84%
	Payroll Taxes	\$74,308.00	5.99%	\$53,336.00	4.34%
	Advertising and Marketing	\$64,975.00	5.24%	\$64,609.00	5.26%
	Managerial Salaries	\$43,750.00	3.53%	\$85,000.00	6.92%
	Payroll Processing Fees	\$35,231.00	2.84%	\$14,390.00	1.17%
	Auto Expenses	\$25,647.00	2.07%	\$21,646.00	1.76%
	Merchant Processing Fees	\$21,511.00	1.73%	\$21,058.00	1.71%
	Insurance Expense	\$7,858.00	0.63%	\$5,911.00	0.48%
	Legal and Professional Fees	\$1,200.00	0.10%	\$0.00	0.00%
	Occupancy Expense	\$0.00	0.00%	\$0.00	0.00%
	All Other Expenses	\$0.00	0.00%	\$2,537.00	0.21%
<u>GROSS PROFIT LESS DISCLOSED EXPENSES:</u>		\$596,366.00	48.06%	\$581,674.00	47.31%
<u>FRANCHISEE RELATED EXPENSES:</u>					
	Royalty	\$74,443.00	6.00%	\$73,752.00	6.00%
	Brand Fund	\$24,814.00	2.00%	\$24,584.00	2.00%
	Local Advertising	\$0.00	0.00%	\$0.00	0.00%
	Technology Fee	\$1,200.00	0.10%	\$1,200.00	0.10%
<u>GROSS PROFIT LESS DISCLOSED EXPENSES / FRANCHISEE RELATED EXPENSES:</u>		\$495,909.00	39.96%	\$482,138.00	39.21%

TABLE 2

Number of Locations		79
<u>GROSS SALES</u>		\$11,239,587
<u>Total FTE Trainers</u>		87.85
<u>AVERAGE GROSS SALES PER FTE TRAINER</u>		\$137,274
	Highest Location	\$1,692,924
	Lowest Location	\$11,460
	Median Location	\$89,610
Number of Locations meeting or exceeding average		19
Percent of Franchisees meeting or exceeding average		24.05%

Gross Sales are defined as the total selling price of all services and products and all income of every other kind and nature related to the GYMGUYZ business, whether for cash or credit and regardless of collection in the case of credit. Gross Sales expressly excludes taxes collected from customers and paid to the appropriate taxing authority and customer refunds or adjustments.

General Notes:

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

Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request.

Other than the preceding financial performance representation, GYMGUYZ 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 Josh York at 600 Broadhollow Rd., Suite 200, Melville, NY 11747 and (855) GYM-GUYZ (496-4899), 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
For years 2023, 2024, 2025

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2023	97	119	+22
	2024	119	116	-3
	2025	116	131	+15
Company-Owned*	2023	3	3	0
	2024	2	16	+14
	2025	16	23	+7
Total Outlets	2023	100	122	+22
	2024	121	130	+9
	2025	130	154	+24

*The Company-Owned Outlets in the above chart are owned and operated by our Affiliate.

Table No. 2
Transfers of Outlets from Franchisees to New Owners
(other than the Franchisor)
For years 2023, 2024, 2025

Column 1 State	Column 2 Year	Column 3 Number of Transfers
Arizona	2023	0
	2024	0
	2025	0
Connecticut	2023	0
	2024	1
	2025	0
Florida	2023	3
	2024	0
	2025	0
New Jersey	2023	0
	2024	0
	2025	3