

- A “Qualified Studio” means a Studio that was owned and operated by a franchisee for the entire Measurement Period (except for permitted temporary closures) and that was in operation for at least six (6) calendar months when its results began to be included in the data set and as of the end of the calendar month for which its results were included. Qualified Studios do not include Studios that operated at Non-Traditional Sites.
- “Fully Scheduled” means a Qualified Studio that scheduled at least 150 classes during the respective calendar month.
- “Minimally Scheduled” means a Qualified Studio that scheduled less than 150 classes during the respective calendar month.

General Notes

The data presented in the charts below is data we obtained by polling the information directly from the franchisees’ gym management software systems and/or from profit and loss reports provided to us by franchisees. In all cases, the data used was the franchisees’ data. ~~Neither we nor our affiliates have undertaken an independent investigation to verify the data that we polled from the franchisees’ gym management software systems or that was provided to us by franchisees.~~ We do not anticipate the data polled from or provided by current franchisees in this Item 19 will materially differ from that of a new franchisee. This Item 19 contains certain historical data related to the operation of certain Studios.

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