



ACT
CAPITAL
ADVISORS

Premier Boutique HIIT Fitness Studio Franchisor

ACT Client #210910

Available for Strategic Transaction

Company Overview

ACT Capital Advisors is pleased to offer a premier franchisor of boutique fitness studios for a strategic transaction. The Company provides training programs based on science and backed with the latest technology to give members the most results-driven and personal experience possible. The Company focuses on personal training, the science of the body, and connected fitness. The Company's proprietary training methods are designed to deliver the most effective training experience in the market. The Company currently has 28 franchised studios across 13 U.S. states.

Investment Highlights

Focus on high-growth HIIT training space: The Company focuses on the High-Intensity Interval Training (HIIT) space, one of the highest-growth areas in the training industry. Boutique studios like the ones provided by the Company are especially popular among HIIT-enthusiasts.

Strong franchisee studio development pipeline: The Company has a strong and proven marketing and franchise sales process with 28 open studios and nearly 100 additional studios at various stages in the development pipeline.

Proprietary, science-based training methods: The Company provides proprietary training methods and courses based on each member's body. These scientifically proven methods are developed internally by a training team led by a world-class athlete.

Tech-enabled workout delivery and monitoring systems: The Company employs a variety of technologies and monitoring systems that enable their members to continue their workout from any location. This remote workout delivery capability continued to provide value to its members through the pandemic.

Experienced, talented management team: The Company's management team brings a breadth and depth of both athletic and business know-how that has been essential to its growth.

Robust Studio Franchise Pipeline

2018 - Current

28

Open Studios

34

In Development

65

Licenses Sold

Projected: 2022

47

Open Studios

58

In Development

108

Licenses Sold

Financial Information (Historical & Pro-Forma)

FYE 12/31	2018	2019	2020	2021 ^(10/31)	2021E	2022E
Revenue	\$1.43MM	\$1.96MM	\$1.04MM	\$0.77MM	\$1.03MM	\$3.40MM
Gross Profit <i>Margin</i>	\$1.15MM 80.7%	\$1.31MM 66.9%	\$0.38MM 63.7%	\$0.54MM 70.1%	\$0.75MM 72.6%	\$2.50MM 73.4%
EBITDA <i>Margin</i>	\$0.55MM 38.3%	\$0.02MM 1.1%	(\$0.50MM) (47.9%)	(\$0.10MM) (12.4%)	\$0.10MM 9.7%	\$0.35MM 10.2%

Contact Information & Next Steps

Interested parties should execute the attached Non-Disclosure Agreement (“NDA”) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (“CIM”).

NDA’s and CIM requests should be submitted to Ivan Trindev, ACT Associate:

Email: itrindev@actcapitaladvisors.com

Mobile: 425.749.0760