

FRANCHISE DISCLOSURE DOCUMENT



Ultimate Fitness Group, LLC
a Delaware limited liability company
1815 Cordova Road, Suite 210
Fort Lauderdale, Florida 33316
After July 15, 2016:
6000 Broken Sound Parkway
Boca Raton, FL 33487
(954) 530-6903
info@orangetheoryfitness.com
www.orangetheoryfitness.com
www.facebook.com/OrangeTheoryFitness/
twitter.com/otheoryfitness
www.instagram.com/otheoryfitness/

Style Definition: Heading_L1

The franchise offered is to operate an ORANGE THEORY® Studio under the name "ORANGE THEORY®." ORANGE THEORY® Studios are health and fitness studios that offer members access to exercise equipment, including cardio and strength equipment, in a simple, contemporary atmosphere characterized by our signature, energizing orange color scheme and trade dress.

Formatted: Line spacing: Multiple 0.9 li

The total investment necessary to begin operation of an ORANGE THEORY® Studio is ~~\$437,600~~~~425,500~~ to ~~\$772,100~~~~980,800~~. This includes ~~\$145,249~~~~150,400~~ to ~~\$187,649~~~~180,000~~ that must be paid to the franchisor or an affiliate. If this is your second or a subsequent franchise for an ORANGE THEORY® Studio, we reduce the initial franchise fee to ~~\$324~~~~2,500~~.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least 14 calendar-days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in a different format, contact ~~Randy Sue Valove, Director of Legal Affairs and Franchise Compliance, or~~ Dan Adelstein, ~~Director~~~~Vice President~~ of Real Estate and Franchise Development, at 1815 Cordova Road, Suite ~~210~~~~6~~, Fort Lauderdale, Florida 33316 and (954) 530-6903.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. Information on franchising, such as "A Consumer's Guide to Buying a Franchise," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC's home page at www.ftc.gov for additional information. Call your state agency or public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

The issuance date of this disclosure document is: ~~May 15, 2015~~April 18, 2016

STATE COVER PAGE

Your state may have franchise law that requires a franchisor to register or file with a state franchise administrator before offering or selling in your state. REGISTRATION OF A FRANCHISE BY A STATE DOES NOT MEAN THAT THE STATE RECOMMENDS THE FRANCHISE OR HAS VERIFIED THE INFORMATION IN THIS DISCLOSURE DOCUMENT.

Call the state franchise administrator listed in Exhibit A for information about the franchisor or about franchising in your state.

MANY FRANCHISE AGREEMENTS DO NOT ALLOW YOU TO RENEW UNCONDITIONALLY AFTER THE INITIAL TERM EXPIRES. YOU MAY HAVE TO SIGN A NEW AGREEMENT WITH DIFFERENT TERMS AND CONDITIONS IN ORDER TO CONTINUE TO OPERATE YOUR BUSINESS. BEFORE YOU CAN BUY, CONSIDER WHAT RIGHTS YOU HAVE TO RENEW YOUR FRANCHISE, IF ANY, AND WHAT TERMS YOU MIGHT HAVE TO ACCEPT IN ORDER TO RENEW.

Please consider the following RISK FACTORS before you buy this franchise:

1. THE FRANCHISE AGREEMENT REQUIRES YOU TO RESOLVE DISPUTES WITH US BY MEDIATION, ARBITRATION OR LITIGATION ONLY IN FLORIDA. OUT-OF-STATE MEDIATION, ARBITRATION OR LITIGATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO MEDIATE, ARBITRATE OR LITIGATE WITH US IN FLORIDA THAN IN YOUR OWN STATE.
2. THE FRANCHISE AGREEMENT STATES THAT FLORIDA LAW GOVERNS THE AGREEMENT, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
3. YOU MUST MAKE ROYALTY PAYMENTS, REGARDLESS OF YOUR SALES LEVELS. FAILURE TO MAKE THE PAYMENTS MAY RESULT IN TERMINATION OF YOUR FRANCHISE AND LOSS OF YOUR INVESTMENT.
4. YOU MUST MAINTAIN MINIMUM SALES PERFORMANCE LEVELS. IF YOU FAIL TO DO SO, YOU COULD LOSE ANY TERRITORIAL RIGHTS YOU ARE GRANTED AND/OR THE FRANCHISOR COULD TERMINATE YOUR AGREEMENT RESULTING IN THE LOSS OF YOUR INVESTMENT, OR BOTH.
5. IF YOU ARE MARRIED, YOUR SPOUSE MUST SIGN A PERSONAL GUARANTEE OR OTHER SPOUSAL CONSENT, WHICH MAKES YOUR SPOUSE INDIVIDUALLY LIABLE FOR YOUR FINANCIAL OBLIGATIONS UNDER THE AGREEMENT WHETHER OR NOT SUCH SPOUSE IS INVOLVED IN THE OPERATION OF THE FRANCHISE. THIS GUARANTEE WILL PLACE BOTH YOUR AND YOUR SPOUSE'S MARITAL AND PERSONAL ASSETS AT RISK IF YOUR FRANCHISE FAILS.
6. THE FRANCHISEE WILL BE REQUIRED TO MAKE AN ESTIMATED INITIAL INVESTMENT RANGING FROM \$~~437,600~~~~425,500~~ to \$~~772,100~~~~980,900~~. THIS AMOUNT EXCEEDS THE FRANCHISOR'S NEGATIVE STOCKHOLDERS EQUITY AS OF DECEMBER 31, 201~~4~~~~5~~ WHICH IS \$~~1,640,470~~~~443,735~~.
7. THE FRANCHISOR'S AUDITED FINANCIAL STATEMENTS DATED DECEMBER 31, 201~~4~~~~5~~ REFLECT THAT CURRENT LIABILITIES EXCEEDED CURRENT ASSETS BY \$~~1,943,545~~~~655,118~~. THIS MAY ENTAIL ADDITIONAL RISK OF FINANCIAL LOSS.
8. THE AUDITED FINANCIAL STATEMENTS FOR THE 201~~4~~~~5~~ FISCAL YEAR SHOW THE FRANCHISOR HAD NEGATIVE EQUITY OF \$~~1,640,470~~~~443,735~~, WHICH INCLUDES DEFERRED INCOME OF \$~~8,186,332~~~~15,595,362~~ THAT COULD NOT BE ACCOUNTED FOR AS AN ASSET SINCE THE FACILITIES WERE NOT OPEN. AND, THE FRANCHISOR EXPECTS TO SELL ~~139~~~~269~~ MORE DURING 201~~5~~~~6~~. THE ACCOUNTANT INCLUDED A NOTE THAT THE FRANCHISOR HAD FRANCHISE AGREEMENTS FOR ~~269~~~~384~~ NEW FACILITIES THAT ~~WERE NOT OPENED~~~~PROJECTED TO OPEN~~ IN 201~~4~~~~5~~, AND THERE IS NO ASSURANCE THAT THE FRANCHISOR WILL BE ABLE TO OPEN ITS CURRENTLY SOLD, BUT NOT-YET OPENED FACILITIES.
9. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

We use the services of one or more FRANCHISE BROKERS or referral sources to assist us in selling our franchise. A franchise broker or referral source represents us, not you. We pay this person a fee for selling our franchise or referring you to us. You should be sure to do your own investigation of the franchise.

Effective Dates: See the next page for state effective dates.

(See Exhibit G for state specific addenda and riders)

(See Exhibit A for state agencies and agents for service of process)

STATE EFFECTIVE DATES

The following states require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington and Wisconsin.

This Franchise Disclosure Document is registered, on file or exempt from registration in the following states having franchise registration and disclosure laws, with the following effective dates:

STATE	EFFECTIVE DATE
California	, 2016
Hawaii	N/A
Illinois	, 2016
Indiana	, 2016
Maryland	, 2016
Michigan	March 24, 2016
Minnesota	, 2016
New York	, 2016
North Dakota	, 2016
Rhode Island	, 2016
South Dakota	, 2016
Virginia	, 2016
Washington	, 2016
Wisconsin	February 19, 2016, as amended April 27, 2016

This is a document preview downloaded from FranchisePanda.com. The full document is available for free by visiting: <https://franchisepanda.com/franchises/orangetheory-fitness>