



XPONENTIALTM FITNESS

Q3 2022 FINANCIAL RESULTS

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Market Data and Non-GAAP Financial Measures

This presentation includes statistical and other industry and market data that we obtained from industry publications and research, surveys, studies and other similar third-party sources, as well as our estimates based on such data and on our internal sources. Such data and estimates involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such data and estimates. We believe that the information from these third-party sources is reliable; however, we have not independently verified them, we make no representation as to their accuracy or completeness and we do not undertake to update the data from such sources after the date of this presentation. Further, our business and the industry in which we operate is subject to a high degree of risk and uncertainty, which could cause results to differ materially from those expressed in the estimates made by the third-party sources and by us.

We use certain non-GAAP financial information in this presentation, such as EBITDA, Adjusted EBITDA and adjusted net income (loss), to evaluate our ongoing operations and for internal planning and forecasting purposes. We believe that non-GAAP financial information, when taken collectively with comparable GAAP financial measures, is helpful to investors because it provides consistency and comparability with past financial performance, and provides meaningful supplemental information regarding our performance by excluding certain items that may not be indicative of our business, results of operations or outlook. However, non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool, and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP. In addition, other companies, including companies in our industry, may calculate similarly titled non-GAAP measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. We seek to compensate such limitations by providing a detailed reconciliation for the non-GAAP financial measures to the most directly comparable financial measures stated in accordance with GAAP in this presentation. You are encouraged to review the related GAAP financial measures and the reconciliation of the non-GAAP financial measures to their most directly comparable GAAP financial measures and not rely on any single financial measure to evaluate our business.

Q3 2022 Key Operating Metrics

Global Studios
2,485

+22% YoY

Global Licenses
5,193

+26% YoY

1) YoY comparison refers to Q3 2021.



Q3 2022 Key Operating Metrics

Total Members
577K

+33% YoY

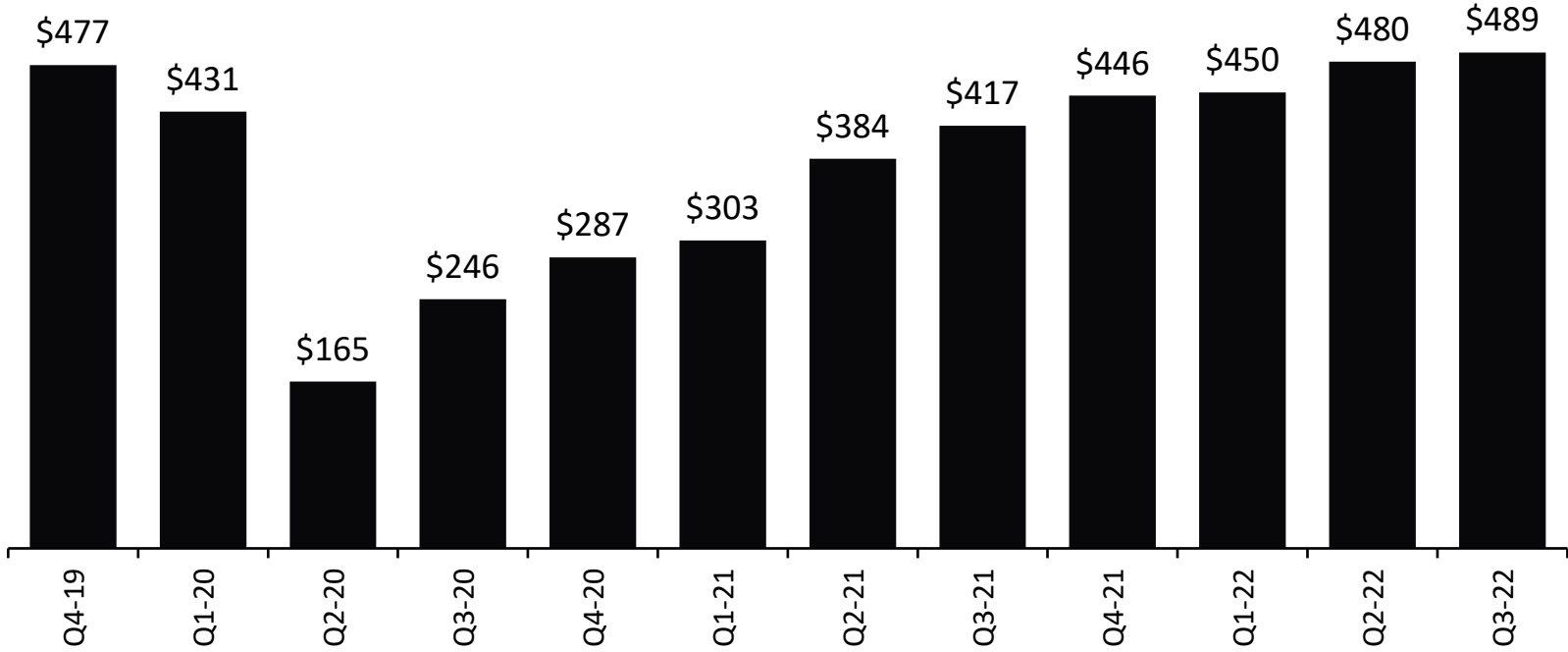
System-Wide Sales
\$265M

+37% YoY

1) YoY comparison refers to Q3 2021. Total Members and system-wide sales represents North America only.



North America Run-Rate Average Unit Volumes (*\$000s*)



1) Quarterly Run-Rate AUV ("average unit volume") is calculated by taking the average sales during the quarter for all studios that are at least 6 months old at the beginning of the respective quarter, and then multiplying that number by four.



Q3 2022 Financial Highlights

Revenue
\$64M

+56% YoY

Adj. EBITDA
\$20M

+193% YoY

1) YoY comparison refers to Q3 2021.



Increasing System-Wide Sales and AUVs

New Partnerships

Connecting with the consumer on their fitness
journeys when and where they want



Income Statement

<i>In \$ thousands, except per share amounts</i>	Q3 2022	Q3 2021	\$ Difference	% Change
System-wide Sales (<i>North America</i>)	\$264,837	\$192,721	\$72,116	37%
Revenue:				
Franchise revenue	\$30,006	\$19,985	\$10,021	50%
Equipment revenue	\$11,770	\$6,750	\$5,020	74%
Merchandise revenue	\$6,264	\$4,879	\$1,385	28%
Franchise marketing fund revenue	\$5,172	\$3,706	\$1,466	40%
Other service revenue	\$10,551	\$5,547	\$5,004	90%
Total Revenue	\$63,763	\$40,867	\$22,896	56%
Operating costs and expenses:				
Costs of product revenue	\$11,840	\$7,641	\$4,199	55%
Costs of franchise and service revenue	\$4,811	\$3,169	\$1,642	52%
Selling, general and administrative expenses	\$32,841	\$24,262	\$8,579	35%
Depreciation and amortization	\$4,154	\$2,376	\$1,778	75%
Marketing fund expense	\$4,260	\$3,828	\$432	11%
Acquisition and transaction expenses (income)	\$16,290	\$2,880	\$13,410	NM
Total operating costs and expenses	\$74,196	\$44,156	\$30,040	68%
Operating income (loss)	(\$10,433)	(\$3,289)	(\$7,144)	NM
Net income (loss)	(\$13,056)	(\$8,904)	(\$4,152)	NM
Earnings (loss) per share (basic)	(\$1.53)	(\$0.38)	(\$1.15)	NM

Adjusted Net Earnings (Loss) per Share

<i>In \$ thousands, except shares and per share amounts</i>	Q3 2022	Q3 2021
Net income (loss)	(\$13,056)	(\$8,904)
Change in fair value of contingent consideration	\$16,290	\$2,880
TRA remeasurement	\$1,078	\$180
Impairment of brand assets	\$3,656	\$0
Adjusted net income (loss)	\$7,968	(\$5,844)
Adjusted net loss (income) attributable to noncontrolling interest	(\$3,612)	(\$3,281)
Adjusted net income (loss) attributable to Xponential Fitness, Inc.	\$4,356	(\$2,563)
Dividends on preferred shares	(\$1,777)	(\$1,216)
Deemed dividend	\$0	(\$3,172)
EPS numerator - Basic	\$2,579	(\$6,951)
Add: Adjusted net income (loss) attributable to noncontrolling interest	\$3,612	\$0
Add: Dividends on preferred shares	\$1,777	\$0
EPS numerator - Dilutive	\$7,968	(\$6,951)
Adjusted net earnings (loss) per share - Basic	\$0.10	(\$0.31)
Weighted average shares of Class A common stock outstanding - Basic	26,156,418	22,146,011
Adjusted net earnings (loss) per share - Dilutive	\$0.13	(\$0.31)
Weighted average shares of Class A common stock outstanding - Dilutive	63,073,251	22,146,011

Note: The above adjusted net earnings (loss) per share is computed by dividing the adjusted net income (loss) attributable to holders of Class A common stock by the weighted average shares of Class A common stock outstanding during the period. Total share count does not include potential future shares vested upon achieving certain earn-out thresholds. Net income, however, continues to take into account the non-cash contingent liability primarily due to Rumble.



Adjusted EBITDA Margin

<i>In \$ thousands</i>	Q3 2022	Q3 2021
Net income (loss)	(\$13,056)	(\$8,904)
Interest expense, net	\$2,931	\$5,512
Income taxes	(\$308)	\$103
Depreciation and amortization	\$4,154	\$2,376
EBITDA	(\$6,279)	(\$913)
Equity-based compensation	\$4,243	\$3,530
Acquisition and transaction expenses (income)	\$16,290	\$2,880
Management fees and expenses	\$0	\$63
Litigation expenses	\$1,015	\$1,089
TRA remeasurement	\$1,078	\$180
Impairment of brand assets	\$3,656	\$0
Adjusted EBITDA	\$20,003	\$6,829
<i>Margin</i>	<i>31%</i>	<i>17%</i>

Note: We define Adjusted EBITDA as EBITDA (net income/loss before interest, taxes, depreciation and amortization), adjusted for the impact of certain non-cash and other items that we do not consider in our evaluation of ongoing operating performance. These items include equity-based compensation, acquisition and transaction expenses (including change in contingent consideration), management fees and expenses (that were discontinued after July 2021), litigation expenses (consisting of legal and related fees for specific proceedings that arise outside of the ordinary course of our business), employee retention credit (a credit for retaining employees throughout the COVID-19 pandemic), secondary public offering expenses for which we do not receive proceeds, expense related to the remeasurement of our TRA obligation and expense related to loss on impairment of our brand intangible assets and goodwill that we do not believe reflect our underlying business performance and affect comparability. EBITDA and Adjusted EBITDA are also frequently used by analysts, investors and other interested parties to evaluate companies in our industry. We believe that Adjusted EBITDA, viewed in addition to, and not in lieu of, our reported GAAP results, provides useful information to investors regarding our performance and overall results of operations because it eliminates the impact of other items that we believe reduce the comparability of our underlying core business performance from period to period and is therefore useful to our investors in comparing the core performance of our business from period to period.



FY 2022 Guidance

Increased Revenue & Adj. EBITDA Ranges

<i>(\$ in millions)</i>	Low Range Guidance	High Range Guidance	2021	% Change vs 2021 at Midpoint
New Franchised Studio Openings <i>(Global)</i>	500	520	334	53%
System-wide Sales <i>(North America)</i>	\$995	\$1,005	\$710	41%
Revenue	\$235	\$240	\$155	53%
<i>Prior - Q2 2022</i>	\$211	\$221		39%
<i>Prior - Q1 2022</i>	\$201	\$211		33%
Adjusted EBITDA	\$70	\$74	\$27	164%
<i>Prior - Q2 2022</i>	\$68	\$72		156%
<i>Prior - Q1 2022</i>	\$67	\$71		153%

STRIDE

CLUB PILATES

STRETCH LAB

RUMBLE

YOGASIX

AKT

G CYCLEBAR

pure barre

ROWHOUSE

BFT



Q&A

XPONENTIAL
FITNESS

Please see the FAQ section at investor.xponential.com for a list of commonly asked questions on our corporate structure and capitalization.