



tumbles
the learning playground

OVERVIEW



Tumbles Mission



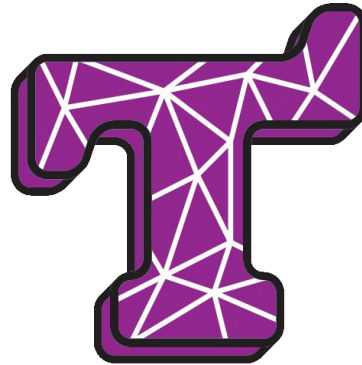
“Shaping the
Minds & Bodies
of the Future.”

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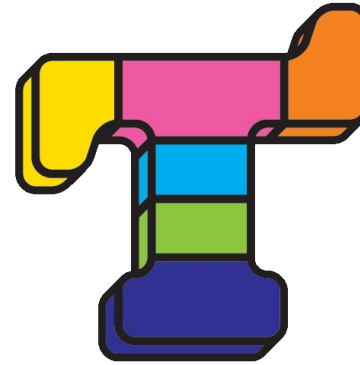
What is Tumblers?

Tumblers is an education and fitness program based on developmental milestones*, designed to help children ages 4 months to 12 years old **combat childhood obesity** by delivering the program through franchised 300 sq m facilities which provide Gym + STEAM classes and entertainment services all in **one place**.



STEAM

+



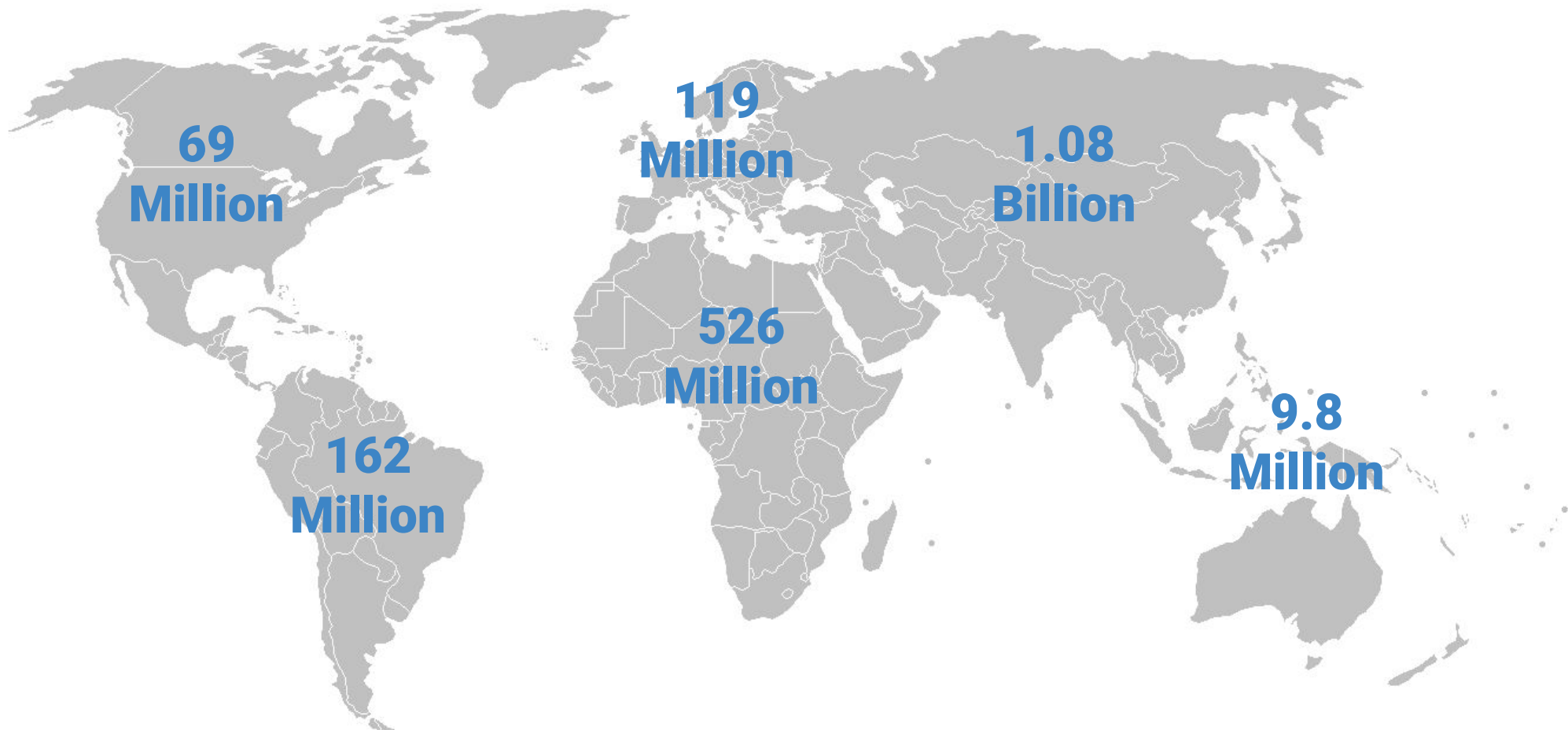
Gym

tumblers



Market Size: Global

Number of children (0-15)*



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Offerings and Revenue Streams



STEAM



Gym

Subscription Model

Classes & Sessions

Special Events

Parties & Camps

Pay-to-Play

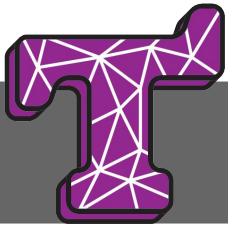
Daily & Bulk Purchase
("punch cards")

Appeals to:

- Broad age-range
- Variety of demographics, budgets, and commitments

Benefits:

- Eliminates facility "down time"
- Employees used in multiple roles - increases employee retention
- Easily market to multiple household members - increases customer retention & loyalty leading to low Customer Acquisition cost

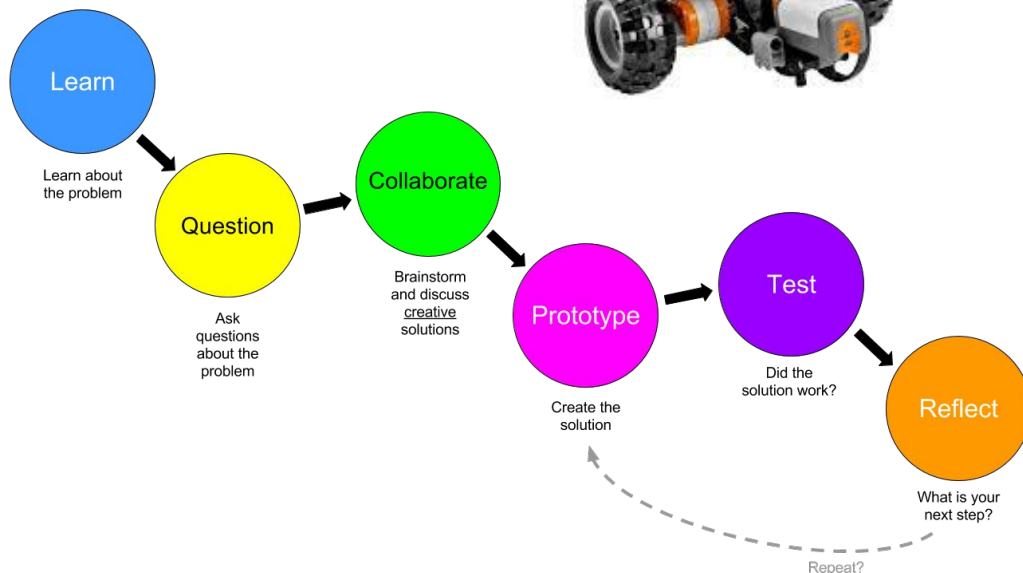


STEAM

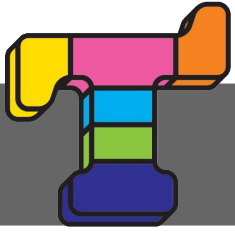
(Science, Technology, Engineering, Arts, and Math)



- Based and focused on **Bodily Kinesthetic Learning** - allows kids to FEEL and EXPERIENCE the science
- International Standards for Math, Science, and Literacy
- Ages 4 to 12
- Basic, and advanced science and engineering principles
- Innovative technology
- Out-of-the-box math thinking
- Hands-on activities



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Gym Program

- Utilizes developmental milestones
 - Denver Developmental
- Develops:
 - Fine and gross motor skills
 - Spatial awareness
 - Coordination
 - Balance
 - Agility
 - Flexibility
 - Sports preparation
- Non-competitive
- Skill-based & age-appropriate
- To-Go Program
 - On-site gym experience



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Competitive Landscape



Gym Competition

STEAM Competition

Gym Program



STEAM Program



Broad Market Appeal



Convenience for Parents / Serves multiple age groups simultaneously



Overhead Cost Efficiency (Rent & Employees)





Facility Snapshot

- 270 - 300 Square Meters
- Average 20% Rate of Return for US locations
- Turn-Key equipment, systems & training package







Initial Investment

Initial Franchise Fee <small>*Master Franchise fees will be based by territory</small>	\$42,000 (Single License)
Access Fee <small>Systems Onboarding + Initial Location Design + Localization (est.)</small>	\$32,000
Equipment + Inventory + Shipping <small>(est.)</small>	\$105,000
Training + Travel Costs	\$7,500 + Salaries for Employees
Initial Investment* <small>*Does not include site costs, marketing, working capital.</small>	\$186,500

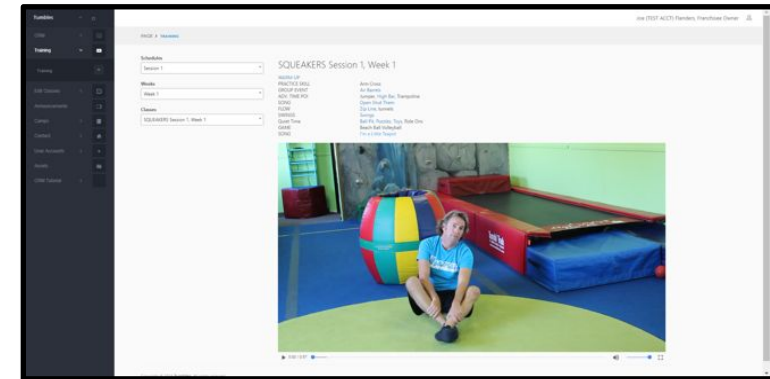


Facility Support Infrastructure

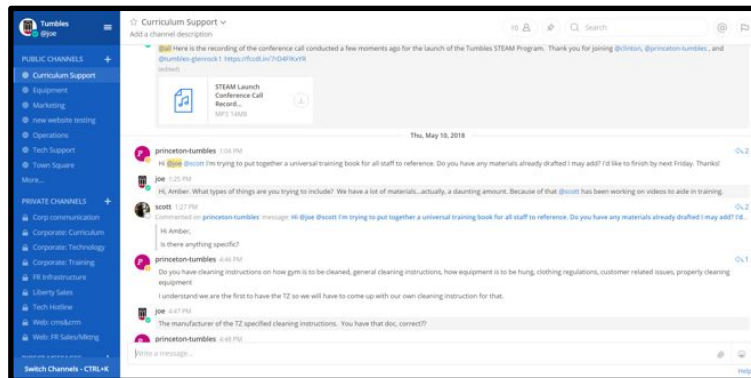
Proprietary
Website,
CMS & CRM
Systems

Family	Student	Gender	Birth date	Age	Action
Eighteen Roobins	Sandra Roobins	F	23 April, 2014	4	Enroll
Full null	Kellen Hull	m	4 August, 2015	2	Enroll
Romero Golden	Sarahanne Golden	F	12 January, 2013	5	Enroll
Shawel Brich	Tristan Brich	m	30 December, 2013	4	Enroll
Shawel Brich	Logan Brich	m	30 December, 2013	4	Enroll
Castody Nelson	Jackson Nelson	m	18 February, 2016	2	Enroll
Megan Carducci	Joseph (Donj) Carducci	m	9 March, 2016	2	Enroll
Full null	Carley Wopik	F	21 May, 2014	4	Enroll
Leigh Wopik	Carley Wopik	F	21 May, 2014	4	Enroll
Wida Matthews	Amari Harris	m	3 October, 2015	2	Enroll

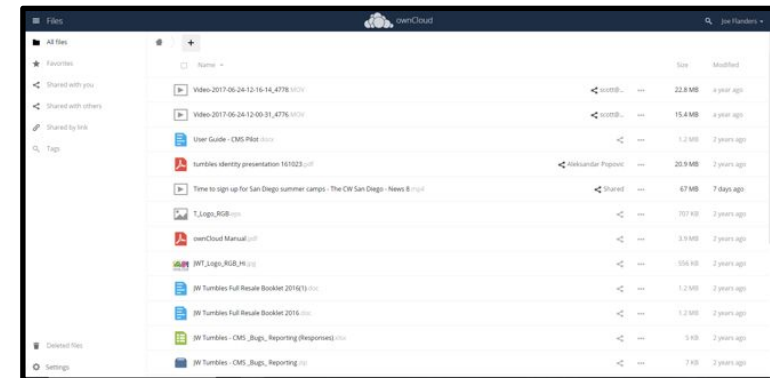
Online
Video
Training &
Curriculum
Guide



Peer-to-peer
Online Chat
and File
Sharing



Cloud-based
File &
Resource
Repository





Team



Manish Vakil

Founder and CEO

10+ years experience as Franchise / Area Developer for multiple brands in the Children's Education and Entertainment space. Has owned and operated over 10 locations and developed 40+ locations as area developer in multiple states.



Brad Shipe

General Counsel

20+ years of legal experience in Franchise / IP / Litigation. Recognized by Franchise Times "Legal Eagle". Member of American Bar Association (Forum on Franchising and Intellectual Property Section)



Martin Hancock

Head of International Sales



Joe Flanders

COO

14+ years experience as a multi-unit franchise business owner / operator. Developed and operated a children's STEAM and robotics program concept.



Aleksandar Popovic

CTO

10+ years experience in the UX/UI space for the Economist, Direct TV, and Seven Bridge Genomics.

Vladimir Milisavljević
Systems Developer

Obren Maksimovic
System Implementation

Milan Nikolić
Web Developer

Ana Ilić
Designer



Scott Horton

Training and Curriculum

Franchisee / Trainer / Curriculum writer of a kids gym for over 20 years.



Julie McLendon

STEAM Curriculum Designer

Certified educator with 15+ years of teaching experience including 5+ years teaching advanced robotics and coaching a successful competitive robotics team.



Your Next Steps

- Speak to the Tumblers Development Team to Learn More!

Manish Vakil

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