



The Tony Robbins Foundation

Financial Statements
Years Ended June 30, 2025 and 2024



The Tony Robbins Foundation

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Independent Auditors' Report

To the Board of Directors
The Tony Robbins Foundation
San Diego, CA

Opinion

We have audited the financial statements of **The Tony Robbins Foundation** (the "Foundation"), which comprise the statements of financial position as of June 30, 2025 and 2024, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Foundation as of June 30, 2025 and 2024, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America ("GAAS"). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Foundation and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material



misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audits.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audits in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

CBIZ CPAs P.C.

San Diego, California
January 12, 2026

The Tony Robbins Foundation

Statements of Financial Position As of June 30,

| | 2025 | 2024 |
|---|----------------------|----------------------|
| Assets | | |
| Current Assets: | | |
| Cash and cash equivalents | \$ 4,444,066 | \$ 5,008,838 |
| Investments | 1,058,536 | 2,519,752 |
| Promises to give | - | 7,129 |
| Inventory | 178,709 | 170,628 |
| Prepaid expenses and other current assets | 141,920 | 129,089 |
| Total Current Assets | 5,823,231 | 7,835,436 |
| Right of use asset, operating | 66,247 | 34,473 |
| Long-term investments | 13,616,078 | 11,381,368 |
| Property and equipment, net of accumulated depreciation | 15,899 | 17,403 |
| Total Assets | \$ 19,521,455 | \$ 19,268,680 |
| Liabilities and Net Assets | | |
| Current Liabilities: | | |
| Accounts payable | \$ 60,299 | \$ 49,762 |
| Accrued expenses | 24,267 | 24,425 |
| Grants payable | 600,000 | 100,000 |
| Current portion of lease liability | 30,055 | 29,295 |
| Deferred revenue | 200,025 | 171,258 |
| Total Current Liabilities | 914,646 | 374,740 |
| Lease liability, less current portion | 41,768 | 11,343 |
| Long-term grants payable, net | 565,983 | 633,739 |
| Total Liabilities | 1,522,397 | 1,019,822 |
| Net Assets: | | |
| Without donor restrictions | | |
| Board designated endowment | 17,210,220 | 15,724,639 |
| Undesignated | 603,661 | 2,475,087 |
| Total without donor restrictions | 17,813,881 | 18,199,726 |
| With donor restrictions | 185,177 | 49,132 |
| Total Net Assets | 17,999,058 | 18,248,858 |
| Total Liabilities and Net Assets | \$ 19,521,455 | \$ 19,268,680 |

The accompanying notes are an integral part of these financial statements.

The Tony Robbins Foundation

Statement of Activities Year Ended June 30, 2025

| | Without Donor Restrictions | With Donor Restrictions | Total |
|---------------------------------------|-------------------------------|----------------------------|----------------------|
| Revenue and Support: | | | |
| Contributions | \$ 2,498,202 | \$ 149,990 | \$ 2,648,192 |
| Program revenue | 234,175 | - | 234,175 |
| Sales | 516,990 | - | 516,990 |
| Less cost of goods sold | (303,854) | - | (303,854) |
| Silent auction | 355,851 | - | 355,851 |
| Investment return | 1,569,386 | - | 1,569,386 |
| Net assets released from restrictions | 13,945 | (13,945) | - |
| Total Revenue and Support | 4,884,695 | 136,045 | 5,020,740 |
| Expenses: | | | |
| Program services | 5,001,538 | - | 5,001,538 |
| Supporting services: | | | |
| Management and general | 87,950 | - | 87,950 |
| Fundraising | 181,052 | - | 181,052 |
| Total Expenses | 5,270,540 | - | 5,270,540 |
| Change In Net Assets | (385,845) | 136,045 | (249,800) |
| Net Assets, Beginning of Year | 18,199,726 | 49,132 | 18,248,858 |
| Net Assets, End of Year | \$ 17,813,881 | \$ 185,177 | \$ 17,999,058 |

The accompanying notes are an integral part of these financial statements.

The Tony Robbins Foundation

Statement of Activities Year Ended June 30, 2024

| | Without Donor Restrictions | With Donor Restrictions | Total |
|---------------------------------------|-------------------------------|----------------------------|----------------------|
| Revenue and Support: | | | |
| Contributions | \$ 2,763,366 | \$ - | \$ 2,763,366 |
| Program revenue | 173,075 | - | 173,075 |
| Sales | 628,192 | - | 628,192 |
| Less cost of goods sold | (369,983) | - | (369,983) |
| Silent auction | 358,778 | - | 358,778 |
| Investment return | 1,502,134 | - | 1,502,134 |
| Net assets released from restrictions | 13,594 | (13,594) | - |
| Total Revenue and Support | 5,069,156 | (13,594) | 5,055,562 |
| Expenses: | | | |
| Program services | 3,525,469 | - | 3,525,469 |
| Supporting services: | | | |
| Management and general | 81,650 | - | 81,650 |
| Fundraising | 171,450 | - | 171,450 |
| Total Expenses | 3,778,569 | - | 3,778,569 |
| Change In Net Assets | 1,290,587 | (13,594) | 1,276,993 |
| Net Assets, Beginning of Year | 16,909,139 | 62,726 | 16,971,865 |
| Net Assets, End of Year | \$ 18,199,726 | \$ 49,132 | \$ 18,248,858 |

The accompanying notes are an integral part of these financial statements.

The Tony Robbins Foundation

Statement of Functional Expenses Year Ended June 30, 2025

| | Program Services | Supporting Services | | Total |
|----------------------------------|---------------------|---------------------------|-------------------|---------------------|
| | | Management and General | Fundraising | |
| Advertising | \$ 12,534 | \$ 1,300 | \$ 1,594 | \$ 15,428 |
| Bad debts | - | - | 6,903 | 6,903 |
| Contract labor | 92,948 | - | - | 92,948 |
| Credit card fees | 27,612 | - | 62,754 | 90,366 |
| Depreciation | 1,624 | 344 | 422 | 2,390 |
| Donations | 3,630,008 | - | - | 3,630,008 |
| Dues and subscriptions | 4,451 | 420 | 635 | 5,506 |
| Equipment rental | 33,945 | 528 | 647 | 35,120 |
| Gifts and awards | 4,996 | 16 | 20 | 5,032 |
| Grants | 290,000 | - | - | 290,000 |
| Insurance | 30,124 | 1,195 | 1,465 | 32,784 |
| Legal services | 1,695 | 401 | 492 | 2,588 |
| Lodging | 159,580 | - | - | 159,580 |
| Meals and entertainment | 143,655 | - | - | 143,655 |
| Payroll taxes and benefits | 45,237 | 10,705 | 13,121 | 69,063 |
| Printing | 7,661 | - | 541 | 8,202 |
| Professional services and fees | 63,394 | 15,002 | 18,389 | 96,785 |
| Rent | 50,895 | 4,666 | 5,720 | 61,281 |
| Repairs and maintenance | 6,985 | 1,653 | 2,026 | 10,664 |
| Salaries and wages | 219,969 | 45,205 | 55,413 | 320,587 |
| Shipping and postage | 7,466 | - | 1,189 | 8,655 |
| Supplies | 45,541 | 244 | 2,034 | 47,819 |
| Taxes | 2,431 | 575 | 705 | 3,711 |
| Telephone, video and internet | 7,846 | 1,857 | 2,276 | 11,979 |
| Transportation | 94,717 | - | - | 94,717 |
| Utilities | 4,709 | 1,114 | 1,366 | 7,189 |
| Webpage | 11,515 | 2,725 | 3,340 | 17,580 |
| Total functional expenses | \$ 5,001,538 | \$ 87,950 | \$ 181,052 | \$ 5,270,540 |

The accompanying notes are an integral part of these financial statements.

The Tony Robbins Foundation

Statement of Functional Expenses Year Ended June 30, 2024

| | Program Services | Supporting Services | | Total |
|----------------------------------|---------------------|---------------------------|-------------------|---------------------|
| | | Management and General | Fundraising | |
| Advertising | \$ 10,176 | \$ 1,357 | \$ 1,664 | \$ 13,197 |
| Bad debts | - | - | 7,524 | 7,524 |
| Contract labor | 102,084 | - | - | 102,084 |
| Credit card fees | 21,749 | - | 57,941 | 79,690 |
| Depreciation | 8,183 | 1,936 | 2,374 | 12,493 |
| Donations | 2,363,730 | - | - | 2,363,730 |
| Dues and subscriptions | 5,557 | 457 | 3,679 | 9,693 |
| Equipment rental | 33,616 | 526 | 644 | 34,786 |
| Gifts and awards | 4,319 | - | - | 4,319 |
| Grants | 155,000 | - | - | 155,000 |
| Insurance | 29,865 | 1,134 | 1,390 | 32,389 |
| Legal services | 2,166 | 512 | 627 | 3,305 |
| Lodging | 115,077 | - | - | 115,077 |
| Meals and entertainment | 108,267 | - | - | 108,267 |
| Payroll taxes and benefits | 39,887 | 9,439 | 11,570 | 60,896 |
| Printing | 5,235 | - | 399 | 5,634 |
| Professional services and fees | 63,698 | 15,074 | 18,477 | 97,249 |
| Rent | 47,543 | 4,498 | 5,514 | 57,555 |
| Repairs and maintenance | 5,572 | 1,319 | 1,616 | 8,507 |
| Salaries and wages | 199,618 | 39,127 | 47,962 | 286,707 |
| Shipping and postage | 7,638 | 13 | 157 | 7,808 |
| Supplies | 81,434 | 370 | 2,695 | 84,499 |
| Taxes | 2,762 | 654 | 801 | 4,217 |
| Telephone, video and internet | 7,963 | 1,837 | 2,252 | 12,052 |
| Transportation | 89,974 | - | - | 89,974 |
| Utilities | 4,749 | 1,124 | 1,377 | 7,250 |
| Webpage | 9,607 | 2,273 | 2,787 | 14,667 |
| Total functional expenses | \$ 3,525,469 | \$ 81,650 | \$ 171,450 | \$ 3,778,569 |

The accompanying notes are an integral part of these financial statements.

The Tony Robbins Foundation

Statements of Cash Flows Years Ended June 30, 2025 and 2024

| | 2025 | 2024 |
|---|---------------------|---------------------|
| Cash Flows From Operating Activities: | | |
| Change in net assets | \$ (249,800) | \$ 1,276,993 |
| Adjustments to reconcile change in net assets to net cash from operating activities: | | |
| Depreciation & amortization | 1,504 | 9,671 |
| Losses on investments | 158,851 | 761,711 |
| Right of use asset and lease liability | (589) | (707) |
| Changes in operating assets and liabilities: | | |
| Promises to give | 7,129 | 9,213 |
| Inventory | (8,081) | (18,052) |
| Prepaid expenses and other current assets | (12,831) | 147,252 |
| Accounts payable | 10,537 | (27,520) |
| Accrued expenses | (158) | 4,494 |
| Grants payable | 432,244 | 683,739 |
| Deferred revenue | 28,767 | 16,267 |
| Net Cash From Operating Activities | 367,573 | 2,863,061 |
| Cash Flows From Investing Activities: | | |
| Purchases of investments | (2,237,047) | (10,145,493) |
| Sales of investments | 1,304,702 | 9,414,379 |
| Net Cash From Investing Activities | (932,345) | (731,114) |
| Net Change in Cash and Cash Equivalents | (564,772) | 2,131,947 |
| Cash and Cash Equivalents, Beginning of Year | 5,008,838 | 2,876,891 |
| Cash and Cash Equivalents, End of Year | \$ 4,444,066 | \$ 5,008,838 |

The accompanying notes are an integral part of these financial statements.

The Tony Robbins Foundation

Notes to Financial Statements

Note 1 – Organization and Summary of Significant Accounting Policies

Nature of Activities

The Tony Robbins Foundation (“the Foundation”) is a California nonprofit organization incorporated in December 1991. It was created to empower individuals and organizations to make a significant difference in the quality of life for people who are often forgotten - the youth, homeless and hungry, prisoners, elderly, and disabled. Its principal sources of revenue are contributions from private individuals and corporations.

Financial Statement Presentation

The Foundation reports information regarding its financial position and activities according to the two classes of net assets: without donor restrictions and with donor restrictions.

- Net assets without donor restrictions represent net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Foundation's management and the board of directors.
- Net assets with donor restrictions represent net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Foundation or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

The Foundation has no net assets maintained in perpetuity during the years ended June 30, 2025 and 2024.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Fair Value Measurements

The Foundation defines fair value as the exchange price that would be received for an asset or paid for a liability in the principal or most advantageous market. The Foundation applies fair value measurements to assets and liabilities that are required to be recorded at fair value under generally accepted accounting principles. Fair value measurement techniques maximize the use of observable inputs and minimize the use of unobservable inputs, and are categorized in a fair value hierarchy based on the transparency of inputs. The three levels are defined as follows:

- Level 1 - Inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.
- Level 2 - Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the same term of the financial instrument.
- Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The Tony Robbins Foundation

Notes to Financial Statements

Note 1 – Organization and Summary of Significant Accounting Policies, continued

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

The Foundation utilizes a practical expedient for the estimation of the fair value of its alternative investments such as Real Estate Investment Trusts and Funds, Venture Capital Funds, Limited Partnership (LP) Interests, and Private Debt, which have no readily determinable fair value. The practical expedient utilized by the Foundation to value its alternative investments is the net asset value (NAV) per share, provided by the fund manager. NAV is the amount of net assets attributable to each share of outstanding capital stock at the end of the period. Other Real Estate investment Trusts and Funds that do not have readily available fair values are measured at cost less impairment losses ("Cost").

The ultimate liquidation of alternative investments are restricted to certain time periods and is generally limited to be sold to the fund manager or distributions from the fund.

The carrying value of cash, receivables, and payables are approximate fair values as of June 30, 2025 and 2024, due to the relative short maturities of these instruments.

Cash and Cash Equivalents

The Foundation considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents. The Foundation holds investments in treasury bills with original maturities less than three months. These investments are classified as cash equivalents as the treasury bills can be readily converted to cash with minimal penalty and are used to fund any operating deficit.

Investments

The Foundation's investments are stated at fair value in the statements of financial position. The fair value is determined using quoted market prices. Investments, for which quoted market prices are not readily available are valued at fair value by the investment manager based on factors deemed relevant by the manager including, but not limited to, market conditions, purchase price, estimated liquidation value, restrictions on transfer and meaningful third party transaction in the private market. Because of the inherent uncertainty of valuations, the estimated fair values may differ significantly from the values that would have been used had a ready market for such investments existed or had such investments been liquidated, and those differences could be material. Unrealized gains and losses are included in the change in net assets in the statement of activities.

Certain investments are being invested in over time and require future commitments to be invested. As of June 30, 2024, the Foundation had unfunded future commitments of approximately \$120,000. As of June 30, 2025, the Foundation had unfunded future commitments of approximately \$32,500.

The following tables present the category, redemption frequency, and redemption notice period for the investments, the fair values of which are estimated using the NAV per share or Cost:

| <u>Asset Class</u> | <u>Redemption Frequency</u> | <u>Redemption Notice Period</u> |
|-----------------------------|--|---------------------------------|
| Venture Capital Funds | Not permitted | N/A |
| Private Debt | 2% Quarterly | 90 Days |
| Real Estate Investment Fund | Permitted with notice | 90-120 Days |
| Interest in LP | Not permitted – 36 month lockup period | N/A |

The Tony Robbins Foundation

Notes to Financial Statements

Note 1 – Organization and Summary of Significant Accounting Policies, continued

Promises to Give

Promises to give that are expected to be collected within one year are recorded at their net realizable value. Long-term promises to give are recorded at the present value of their estimated future cash flows. Discounts to present value are calculated using a discount rate commensurate with the risks involved. The Foundation has not elected to subsequently measure promises to give at fair value. After promises to give are originally recorded, an allowance for uncollectible promises to give may be established based on specific circumstances.

Inventory

Inventory consists of books, tapes, and promotional apparel, and is stated at the lower of cost (first-in, first-out method) or net realizable value.

Property and Equipment

Acquisitions of property and equipment of \$1,000 or more are capitalized. Property and equipment are stated at cost, or if donated, at approximate fair value at the date of the gift. Depreciation is computed using primarily the straight-line method over the estimated useful lives of the related assets of three to 39 years.

Grants Payable

Unconditional grants payable are recorded at their net present value at the date the grant is made. Grants payable that are due within one year are recorded at face value. Long-term grants payable are recorded at the present value of their estimated future cash flows. Discounts to present value are calculated using a discount rate commensurate with the risks involved. At June 30, 2025, there was a remaining balance of \$800,000 grant to be paid, which was discounted using the year-end risk free rate of 4.42%. See Note 8.

Deferred Revenue

The Foundation collects program participation fees in advance. The unearned income is recorded as deferred revenue.

Revenue and Support

Contributions received are recorded as support without donor restrictions or with donor restrictions, depending on the existence and/or nature of any donor restrictions. All donor-restricted support is reported as an increase in net assets with donor restrictions.

When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. Contributions received with donor-imposed restrictions that are satisfied within the same reporting period are reported as support without donor restrictions in that period.

Contributed Materials and Services

Contributed materials are recorded at fair market value where an objective basis is available to measure their value. Such items are capitalized or charged to operations as appropriate. The Foundation receives a substantial amount of services donated by volunteers in carrying out the Foundation's mission. No amounts have been recorded for those services as they do not meet the criteria for recognition as contributions in the financial statements.

The Tony Robbins Foundation

Notes to Financial Statements

Note 1 – Organization and Summary of Significant Accounting Policies, continued

Income Taxes

The Foundation is a qualified nonprofit organization that is exempt from income taxes under Section 501(c)(3) Organization under the Federal Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code. The Foundation, however, may occasionally be subject to taxes on unrelated business income. The Foundation is not a private foundation.

The Foundation follows accounting standards generally accepted in the United States of America related to the recognition of uncertain tax positions. The Foundation recognizes accrued interest and penalties associated with uncertain tax positions as part of the statement of activities, when applicable. Management has determined that the Foundation has no uncertain tax positions at June 30, 2025 or 2024 and therefore no amounts have been accrued.

Advertising

The Foundation expenses the costs of advertising as incurred.

Subsequent Events

The Foundation has evaluated subsequent events through January 12, 2026, which is the date the financial statements were available to be issued.

Note 2 – Liquidity and Availability

The Foundation manages its cash available to meet general expenditures following three guiding principles:

- Operating within a prudent range of financial soundness and stability,
- Investing exclusively in short-term liquid assets such as mutual funds, and
- Maintaining sufficient reserves to provide reasonable assurance that long-term grant commitments that support mission fulfillment will be met, ensuring the sustainability of the Foundation.

The Foundation's board-designated endowments are subject to appropriation approval from the Board prior to expenditure.

The table below presents the financial assets available for general expenditures within one year at June 30, 2025:

| | | |
|---------------------------|----|-------------------|
| Cash and cash equivalents | \$ | 4,444,066 |
| Investments | | 5,844,797 |
| | \$ | <u>10,288,863</u> |

Note 3 – Concentration of Credit Risk

The Foundation maintains its cash in bank deposit accounts that are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000 per institution. The Foundation has not experienced any losses in its bank deposit accounts and believes it is not exposed to any significant credit risk on cash.

The Tony Robbins Foundation

Notes to Financial Statements

Note 4 – Investments and Fair Value Measurements

As of June 30, 2025, the Foundation's investments consist of Reinsurance Risk Premium Interval Funds, Treasury Bills, Commodities, US Mid Cap Equities, Real Estate Investment Trusts and Funds, Venture Capital Funds, an interest in a limited partnership, and Private Debt.

The following table presents investments categorized according to the fair value hierarchy as of June 30, 2025:

| Description | Level 1 | Level 2 | Level 3 | NAV/Cost | Total |
|---------------------------------|---------------------|-------------|-------------|---------------------|----------------------|
| Mutual Funds & T-Bills: | | | | | |
| Fixed Income | \$ 1,058,536 | \$ - | \$ - | \$ - | \$ 1,058,536 |
| Exchange Traded: | | | | | |
| Equities: | 3,740,363 | - | - | - | 3,740,363 |
| Real Estate Trusts/Funds | - | - | - | 2,079,143 | 2,079,143 |
| Commodities | 494,830 | - | - | - | 494,830 |
| Venture Capital Funds | - | - | - | 531,964 | 531,964 |
| Interest in Limited Partnership | - | - | - | 5,662,055 | 5,662,055 |
| Private Debt | - | - | - | 1,107,723 | 1,107,723 |
| | <u>\$ 5,293,729</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 9,380,885</u> | <u>\$ 14,674,614</u> |

The following table presents investments categorized according to the fair value hierarchy as of June 30, 2024:

| Description | Level 1 | Level 2 | Level 3 | NAV/Cost | Total |
|---------------------------------|---------------------|-------------|-------------|---------------------|----------------------|
| Mutual Funds: | | | | | |
| Fixed Income | \$ 2,519,752 | \$ - | \$ - | \$ - | \$ 2,519,752 |
| Exchange Traded: | | | | | |
| Equities | 1,802,426 | - | - | - | 1,802,426 |
| Real Estate Trust | - | - | - | 2,150,010 | 2,150,010 |
| Commodities | 372,059 | - | - | - | 372,059 |
| Venture Capital Funds | - | - | - | 464,267 | 464,267 |
| Interest in Limited Partnership | - | - | - | 5,569,557 | 5,569,557 |
| Private Debt | - | - | - | 1,023,049 | 1,023,049 |
| | <u>\$ 4,694,237</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 9,206,883</u> | <u>\$ 13,901,120</u> |

The Tony Robbins Foundation

Notes to Financial Statements

Note 5 – Promises to Give

Promises to give consists of the following:

| | 2025 | 2024 |
|---|-------------|-----------------|
| Gross promises to give | \$ - | \$ 12,417 |
| Less allowance for uncollectible promises to give | - | (5,288) |
| | <u>\$ -</u> | <u>\$ 7,129</u> |

Promises to give consists of the following:

| | | |
|-------------------------------|-------------|------------------|
| Due in less than one year | \$ - | \$ 12,417 |
| Due in one through five years | - | - |
| Due after five years | - | - |
| | <u>\$ -</u> | <u>\$ 12,417</u> |

Note 6 – Inventory

Inventory consists of the following:

| | 2025 | 2024 |
|-------------------------|-------------------|-------------------|
| Accessories and jewelry | \$ 80,008 | \$ 88,367 |
| Books and apparel | 98,701 | 82,261 |
| | <u>\$ 178,709</u> | <u>\$ 170,628</u> |

Note 7 – Property and Equipment

Property and equipment consists of the following:

| | 2025 | 2024 |
|-------------------------------|------------------|------------------|
| Computers and equipment | \$ 63,788 | \$ 62,761 |
| Furniture and fixtures | 134,104 | 134,104 |
| Land | 7,000 | 7,000 |
| | <u>204,892</u> | <u>203,865</u> |
| Less accumulated depreciation | (188,993) | (186,462) |
| | <u>\$ 15,899</u> | <u>\$ 17,403</u> |

The Tony Robbins Foundation

Notes to Financial Statements

Note 8 – Grants Payable

In April 2024, the Foundation pledged a donation of \$1,000,000 to an unrelated not-for-profit. The Foundation will pay \$100,000 per year for 10 years starting May 2024 and ending in May 2033. At June 30, 2025, there was a remaining balance of \$800,000 grant to be paid, which was discounted using the year-end risk free rate of 4.42%. In August, 2024, the Foundation pledged a donation of \$1,000,000 to another unrelated not-for-profit. The Foundation paid \$500,000 in 2025 and will pay the remaining \$500,000 in 2026.

Future payments required under this grant agreement is as follows:

| <i>Year Ending December 31,</i> | |
|---------------------------------|--------------|
| 2026 | \$ 500,000 |
| 2027 | 100,000 |
| 2028 | 100,000 |
| 2029 | 100,000 |
| 2030 | 100,000 |
| 2031 | 100,000 |
| 2032 | 100,000 |
| 2033 | 100,000 |
| Total lease liability | 1,300,000 |
| Less: discount rate | (134,000) |
| Present value of grant payable | \$ 1,166,000 |

Note 9 – Net Assets with Donor Restrictions

As of June 30, 2025 and 2024, net assets with donor restrictions were restricted for the following purposes:

| | <u>2025</u> | <u>2024</u> |
|--------------------------------|-------------------|------------------|
| Time Restricted | | |
| Pledges Receivable, Net | \$ - | \$ 7,129 |
| Purpose Restricted | | |
| Global Youth Leadership Summit | 36,187 | 40,437 |
| Patagonis Lions Wing | 148,990 | - |
| Basket Brigade | - | 1,566 |
| | <u>\$ 185,177</u> | <u>\$ 49,132</u> |

Note 10 – Related Party Transaction

During the years ended June 30, 2025 and 2024, the Foundation did not receive a donation from Robbins Research International, Inc.

During the years ended June 30, 2025 and 2024, the Foundation received reimbursed operating costs of approximately \$213,000 and \$218,000, respectively, from Robbins Research International, Inc.

During the years ended June 30, 2025 and 2024, the Foundation also received support through royalty donations of approximately \$3,600 and \$3,900, respectively, from Tony Robbins Productions.

The Tony Robbins Foundation

Notes to Financial Statements

Note 10 – Related Party Transaction, continued

The donations and operating costs have been recorded in contributions and program services in the statements of activities.

During the years ended June 30, 2025 and 2024, the Foundation paid Robbins Research International, Inc. \$59,000 and \$49,000, respectively, for operating costs incurred on behalf of the Foundation. The operating costs have been recorded in program services in the statement of activities.

As of June 30, 2025, approximately \$4,000 was due to Robbins Research International, Inc. or Tony Robbins Productions. As of June 30, 2024, there were no amounts due to Robbins Research International, Inc. or Tony Robbins Productions.

As of June 30, 2025 and 2024, no amounts were receivable from Robbins Research International, Inc. or Tony Robbins Productions.

Note 11 – Operating Lease

The Foundation entered into a lease agreement for office space which commenced January 1, 2022 and expired November 30, 2022. The Foundation has continuously renewed their rental agreement, and the latest rental agreement renewal expires on November 30, 2027. Rental payments are \$4,883 per month. The Foundation subleases half of the office space to Robbins Research International, Inc.

Effective July 1, 2022, the Company adopted the new lease accounting guidance using a modified retrospective transition approach to all its leases existing at the date of initial application, which is the effective date of adoption. Consequently, financial information and disclosures required under the new lease accounting guidance has not been updated for periods before July 1, 2022. See Note 1. The Company has elected the package of practical expedients permitted in Accounting Standards Codification (“ASC”) 842, *Leases*. Accordingly, the Company accounted for its existing operating lease as an operating lease under the new guidance, without reassessing (a) whether the contract contains a lease under ASC 842, (b) whether classification of the operating leases would be different in accordance with ASC 842, or (c) whether the unamortized initial direct costs before transition adjustments (as of December 31, 2021) would have met the definition of initial direct costs in ASC 842 at lease commencement.

ROU assets represent the Company’s right to use an underlying asset for the lease term and lease liabilities represent the Company’s obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at commencement date based on the present value of lease payments over the lease term. For those leases that do not provide an implicit rate, the Company uses a risk-free rate based on the information available at the commencement date in determining the present value of lease payments. The Company’s lease terms may include options to extend or terminate the lease when it is reasonably certain that the Company will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term. In addition to rent payments, certain of the Company’s lease agreements contain payments for common area maintenance and usage charges that are not fixed. The Company accounts for these costs as variable payments and does not include such costs as a lease component.

The Tony Robbins Foundation

Notes to Financial Statements

Note 11 – Operating Lease, continued

The Company has also elected the practical expedient of not recognizing a ROU asset or lease liability for short-term leases, which are leases with a term of twelve months or less. Lease payments on short-term leases are expensed as incurred.

Operating lease

The ROU asset and lease liability related to the Company's operating lease is as follows:

| <i>June 30,</i> | | 2025 |
|-----------------------------|----|--------|
| ROU asset | \$ | 66,247 |
| Lease liability, current | | 30,055 |
| Lease liability, noncurrent | | 41,768 |

Future minimum rental payments required under this operating lease, net of sublease, is as follows:

| <i>Year Ending December 31,</i> | | |
|----------------------------------|----|---------|
| 2026 | \$ | 30,055 |
| 2027 | | 31,205 |
| 2028 | | 13,182 |
| Total lease liability | | 74,442 |
| Less: imputed interest | | (2,619) |
| Present value of lease liability | \$ | 71,823 |

As of June 30, 2025, the weighted-average remaining lease term for the Company's operating lease was 2.42 years. As of July 30, 2025, the weighted-average discount rate for the Company's operating lease was 2.85%. The Company's operating lease expense was approximately \$29,000 for 2025. Amortization of the Company's operating lease ROU asset was approximately \$26,000 during 2025 .

Note 12 – Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Note 13 – Endowment

The Foundation's endowment consists of funds designated by the Board of Directors to function as endowments have no donor imposed restrictions. In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate board-designated endowment funds:

- 1) The duration and preservation of the fund
- 2) The purposes of the Foundation and the board-designated endowment fund
- 3) General economic conditions
- 4) The possible effect of inflation and deflation
- 5) The expected total return from income and the appreciation of investments
- 6) Other resources of the Foundation
- 7) The investment policies of the Foundation

The Tony Robbins Foundation

Notes to Financial Statements

Note 13 – Endowment, continued

At June 30, 2025 the endowment net assets' composition by type of fund consists of the following:

| | Without Donor Restrictions | With Donor Restrictions | Total |
|----------------------------------|-------------------------------|----------------------------|---------------|
| Board-designated endowment funds | \$ 17,210,220 | \$ - | \$ 17,210,220 |

At June 30, 2024 the endowment net assets' composition by type of fund consists of the following:

| | Without Donor Restrictions | With Donor Restrictions | Total |
|----------------------------------|-------------------------------|----------------------------|---------------|
| Board-designated endowment funds | \$ 15,724,639 | \$ - | \$ 15,724,639 |

Changes in endowment net assets for the year ended June 30, 2025 consist of the following:

| | Without Donor Restrictions | With Donor Restrictions | Total |
|---|-------------------------------|----------------------------|---------------|
| Endowment net assets, beginning of year | \$ 15,724,639 | \$ - | \$ 15,724,639 |
| Contributions: | - | - | - |
| Investment return: | | | |
| Interest income | 387,661 | - | 387,661 |
| Bank fees | (37,384) | - | (37,384) |
| Realized and unrealized gains | 1,135,304 | - | 1,135,304 |
| Total investment return | 1,485,581 | - | 1,485,581 |
| Endowment net assets, end of year | \$ 17,210,220 | \$ - | \$ 17,210,220 |

Changes in endowment net assets for the year ended June 30, 2024 consist of the following:

| | Without Donor Restrictions | With Donor Restrictions | Total |
|---|-------------------------------|----------------------------|---------------|
| Endowment net assets, beginning of year | \$ 14,330,721 | \$ - | \$ 14,330,721 |
| Contributions: | - | - | - |
| Investment return: | | | |
| Interest income | 412,312 | - | 412,312 |
| Bank fees | - | - | - |
| Realized and unrealized gains | 981,606 | - | 981,606 |
| Total investment return | 1,393,918 | - | 1,393,918 |
| Endowment net assets, end of year | \$ 15,724,639 | \$ - | \$ 15,724,639 |

The Tony Robbins Foundation

Notes to Financial Statements

Note 13 – Endowment, continued

The Foundation's Board of Directors has established an endowment, which has been invested in short-term United States of America Treasury Bills, Reinsurance Risk Premium Interval Funds and U.S. Aggregate Bonds and Intermediate Term Corporate Bonds. The endowment is designated to support current operations and provide future giving opportunities.

Investments are made according to the policy statement adopted by the Foundation's Board of Directors. These target guidelines provide for investments in equities, fixed income, and other securities, including investments classified as alternative investments with performance measured against appropriate indices. The Foundation contracts with an external investment consultant for the purpose of providing investment management and consulting services. The investments seek to achieve long-term capital appreciation and preserve the foundations real or inflation adjusted purchasing power. Management is currently developing its spending policy as required by the Accounting Standards Codification.

Note 14 – Subsequent Events

The Foundation has evaluated subsequent events through January 12, 2026, the date which the financial statements were available to be issued.