



GarageExperts[®]
 Flooring • Cabinets • Storage

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Franchised Units:	81	In Business Since:	2008	Royalty:	4.4%
Company-Owned Units:	0	Average Franchise Fee:	\$15K	IFA Member:	Yes
Total Operating Units:	81	Total Investment Range:	\$51.5 – 146K	Term of Initial Contract:	5 Years

COMPANY'S DESCRIPTION HERE
(MAX. 600 WORDS & 2 IMAGES)

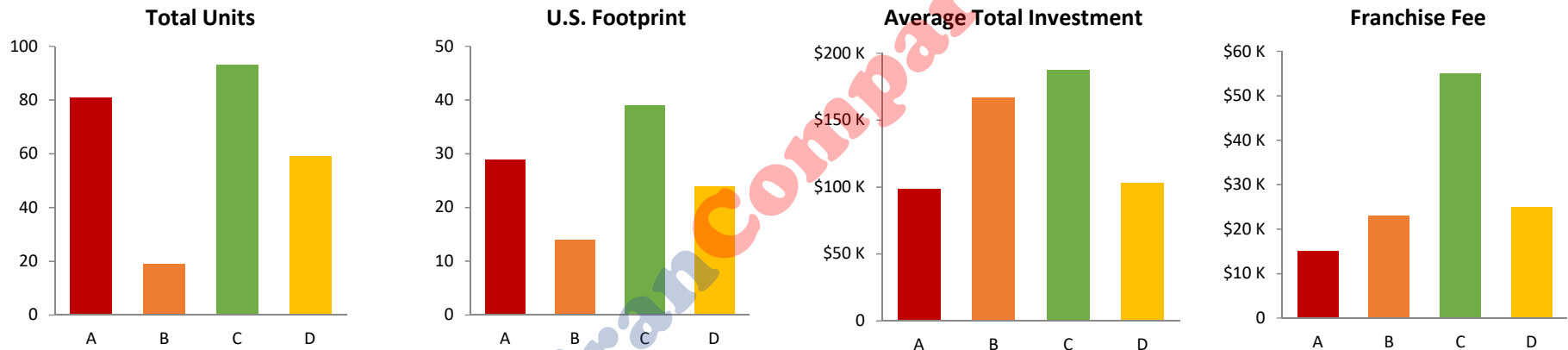
FranCompare™ Franchise Recognition Program 2019

Garage & Garage Door Services Industry

	Company Name (DBA)	Legal Name	Final Score
A	Garage Experts	Garage Experts International, LLC	819
B	Garage Kings	Garage Kings.com, Inc.	801
C	Precision Door Service	Precision Holdings of Brevard, Inc.	761
D	Garage Force	lifrigh Integrated Solutions, Inc.	558

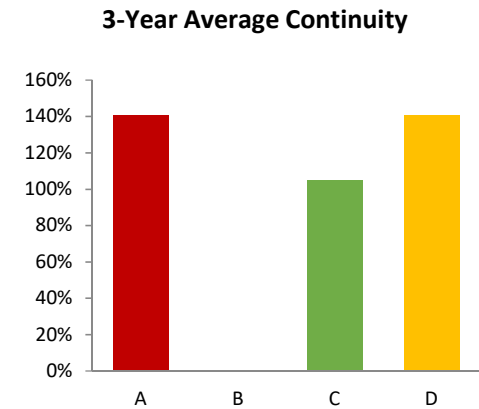
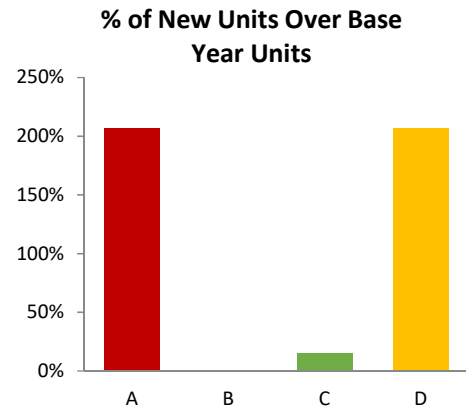
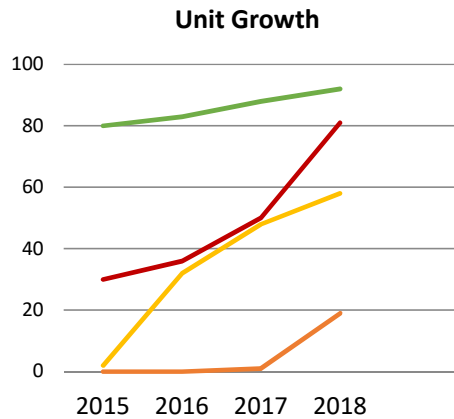
Key Unit Investment Variables

30%



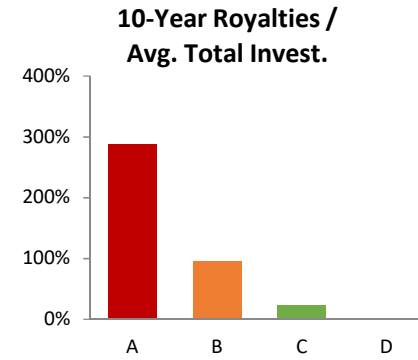
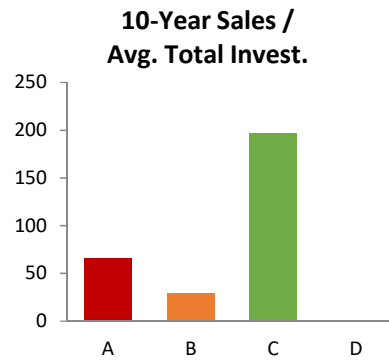
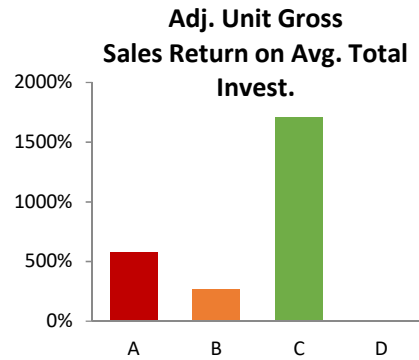
- **Total Units** is a valuable measure if recent growth was accompanied by proper support. Meteoric growth, however, with the help of third parties, frequently means franchisees are left to fend for themselves while management focuses on growth for its own sake.
- The greater the **Footprint/Geographical Coverage**, the better all franchisees are served. Only U.S. states are included.
- For the purpose of the Franchise Matrix™ analysis, the **Average Total Investment** is used in all cases.
- The **Franchise Fee** should not significantly exceed the franchise fee of its primary competitors.

Weighting for Primary FDD Variables (300 Points)	Garage Experts		Garage Kings		Precision Door Service		Garage Force		Max. Score
	Data	Score	Data	Score	Data	Score	Data	Score	
Year-End Total Franchised Units	81		19		92		58		
Year-End Total Company-Owned Units	0		0		1		1		
Year-End Total Units	81	35	19	20	93	35	59	30	50
% of Franchised Units	100.0%		100.0%		98.9%		98.3%		
% of Company-Owned Units	0.0%	0	0.0%	0	1.1%	5	1.7%	5	10
U.S. Footprint (# of U.S. States)	29	32	14	26	39	35	24	32	35
Total Low Investment	\$51,532		\$97,250		\$67,355		\$68,300		
Total High Investment	\$146,044		\$236,500		\$306,955		\$137,600		
Average Total Investment Per Unit	\$98,788		\$166,875		\$187,155		\$102,950		
Low Unit Size Estimate (Square Feet)	No Data		700		2,000		No Data		
High Unit Size Estimate (Square Feet)	No Data		1,000		2,000		No Data		
Average Unit Size (Square Feet)	N/A		850		2,000		N/A		
Average Total Investment Per Square Feet	N/A		\$196		\$94		N/A		
Average Franchise Fee (Single Unit)	\$15,000	39	\$23,000	35	\$55,000	11	\$25,000	33	40
Average Annual Royalty Fee (On-Going After Trial Period)	4.4%	90	3.2%	90	0.1%	90	5.0%	85	90
Term of Initial Contract (Years)	5	10	5	10	10	20	10	20	35
Term of First Contract Renewal (Years)	5	6	5 (Unlimited)	20	10+10	20	Requires New Franchise Agreement	0	20
Average Transfer Fee (Single Unit)	\$5,000	10	\$5,000	10	\$8,250	8	\$3,000	10	10
Year Incorporated	2008	7	2013	4	1997	10	2010	5	10
Franchising Since	2008		2017		1999		2014		
Issuance Date of FDD (Issue Date)	3/28/2019		2/11/2019		3/31/2019		7/13/2018		



- **3-Year Compound Annual Unit Growth** measures the unit growth from base year to end of 2017. Assuming proper support on the part of the franchisor, higher growth is rewarded. Steady and controlled **Unit Growth** are preferred over meteoric growth. Negative unit growth raises red flags.
- **% of New Units Over Base Year Units** is the Total End of 2017 Units divided by Base Year Beginning Units.
- **3-Year Average Continuity Rate** is an important and commonly used metric within the franchising industry that measures the success of a franchise system over its most recent past. Continuity rate is determined for each year by dividing end-of-year total units by beginning-of-year total units and dividing the 3 annual rates by 3 to arrive at an average. If there are a high number of closures or non-renewals within a franchise, the continuity rate will generally result in a rate of less than 100%, as will a system that cannot support its growth and, accordingly, its franchisees are failing. A high continuity rate is evidence of strong support systems. Continuity rates of over 100% were rewarded and ones with less than 100% were penalized.

Weighting for Primary FDD Variables (250 Points)	Garage Experts		Garage Kings		Precision Door Service		Garage Force		Max. Score
	Data	Score	Data	Score	Data	Score	Data	Score	
Base-Year Beginning Franchised Units	30		0		80		2		
New Franchised Units Over Following 3 Years	62		19		12		60		
Total Franchised Units at the End of Year 3	81		19		92		58		
% of New Units Over Base Year Units	206.7%	40	N/A	31	15.0%	8	206.7%	40	40
3-Year Compound Annual Unit Growth	39.2%	58	N/A	55	4.8%	10	39.2%	58	70
3-Year Average Continuity Rate	140.3%	140	N/A	110	104.8%	110	140.3%	140	140



- Adjusted Unit Gross Sales by itself is not as important as **Adjusted Unit Gross Sales as percentage of the Average Total Investment**. Sales and profits must be evaluated as a function of the total investment.
- Whereas a modest difference in year 1 sales as a function of the average investment might be considered of minor importance, a 10-year time horizon puts these differences into perspective.
- Similarly, while a modest difference in year 1 royalty rates between franchisors might be considered of minor importance, cumulative **Royalty** payments over a 10-year time frame as a percentage of Average Total Investment put these differences into perspective.

	Garage Experts		Garage Kings		Precision Door Service		Garage Force		
Weighting for Primary FDD Variables (350 Points)	Data	Score	Data	Score	Data	Score	Data	Score	Max. Score
Company-Wide Average Gross Sales or Revenue	\$494,323		\$369,853		\$2,784,829		No Item 19		
Period Operated	1 Year		At Least 10 Months		1 Year		No Item 19		
Calculation Based on # of Units Evaluated	23 of 81		4 of 19		88 of 88		No Item 19		
Calculation Based on Franchised or Company-Owned Units	Franchised		Licensees		Franchised		No Item 19		
% Adjustment*	115%		120%		115%		No Item 19		
Adjusted Average Gross Sales or Revenue	\$568,471		\$443,824		\$3,202,553		No Item 19		
Adjusted Unit Gross Sales Return on Avg. Total Investment	575.4%	175	266.0%	170	1711.2%	175	No Item 19	0	175
Cum.10-Year Gross Sales (Compounded at 5% Growth / Year)	\$6,528,419		\$4,884,570		\$36,778,644		No Item 19		
10-Year Sales / Average Total Investment	66.1	75	29.3	70	196.5	75	No Item 19	0	75
10-Year Total Royalty Payments	\$285,267		\$158,481		\$42,922		No Item 19		
10-Year Royalties / Average Total Investment	288.8%	0	95.0%	50	22.9%	50	No Item 19	0	50
Detailed Income Statement (EBITDA All Units Optimal)	6%	3	0%	0	6%	3	0%	0	50

* To adjust stated Average Gross Sales to a "standard" of greater than 2 years, the following adjustments were applied:
 Over 1 Year = 115%; Over 2 Years = 100%; Over 3 Years = 95%; Over 4 Years = 90%; Over 5 Years = 85%.



- The **Current Ratio (or Working Capital Ratio)** is a liquidity ratio that reflects the franchisor's ability to pay back its short-term liabilities. A ratio of less than 1 raises a red flag as to whether a franchisor can pay its short-term obligations when due.
- **Intangibles**, including **Goodwill**, are long-term assets represented by non-physical assets. Franchisors whose brands are household names may justify a higher value for intangibles than a relatively new brand with limited experience in the marketplace.
- **Total Liabilities as percentage of Total Assets Ratio** reflects the long-term strength of the franchisor's balance sheet. Over time, one would expect the percentage to decrease. A lower percentage is preferred over a higher percentage.
- **Long-term Liabilities as percentage of Shareholder Equity** reflects the franchisor's long-term capital structure. Over time, one would expect the percentage to decrease. A lower percentage is preferred over a higher percentage.

Balance Sheet Items (\$000)	Garage Experts		Garage Kings		Precision Door Service		Garage Force		Max. Score
	Data	Score	Data	Score	Data	Score	Data	Score	
Weighting for Primary FDD Variables (100 Points)									
Ending Date for Financials (Closing Date on Balance Sheet)	12/31/2018		1/22/2019		12/31/2018		12/31/2017		
Current Assets	\$1,115		\$50		\$4,550		\$1,318		
Intangibles & Goodwill	\$20		\$0		\$1,362		\$0		
Other Assets	\$0		\$0		\$3,834		\$220		
Total Assets	\$1,135		\$50		\$9,746		\$1,538		
Current Liabilities	\$92		\$0		\$595		\$372		
Long-Team Liabilities	\$0		\$0		\$60		\$0		
Total Liabilities	\$92		\$0		\$655		\$372		
Shareholders' Equity	\$92		\$0		\$655		\$372		
Total Liabilities & Shareholders' Equity	\$1,043		\$50		\$9,091		\$1,166		

Key Financial Ratio (%)s	Garage Experts		Garage Kings		Precision Door Service		Garage Force		
Weighting for Primary FDD Variables (100 Points)	Data	Score	Data	Score	Data	Score	Data	Score	Max. Score
Current Ratio (or Working Capital Ratio)	1212.0%	25	N/A	25	764.7%	25	354.3%	25	25
Intangibles & Goodwill as % of Total Assets	1.8%	19	0.0%	20	14.0%	16	0.0%	20	20
Total Liabilities as % of Total Assets Ratio	8.1%	35	0.0%	35	6.7%	35	24.2%	35	35
Long-Term Liabilities as % of Shareholders' Equity Ratio	0.0%	20	0.0%	20	0.7%	20	0.0%	20	20

Total Score	819	801	761	558	/1000
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FranCompare™

FranCompare™ and the World Franchising Network have been in the franchising business for over 30 years. During that period, we have gained some meaningful insights into what separates great franchise systems from mediocre ones. The FranCompare™ Franchise Recognition Program is the result of those decades of experience. The underlying analysis relies upon a unique template called Franchise Matrix™. The Franchise Matrix™ allows a prospective investor, analyst or lender to prioritize which objective factors in each franchisor's FDD are most important in analyzing competing systems and to compare systems side-by-side. Keep in mind that the methodology and results of the Franchise Recognition Program are solely the opinions of FranCompare™ and are based solely on what we consider to be the key factors taken from each franchisor's 2018 FDD. If you want to modify the weighting of the variables or change the variables themselves, please [click here](#) for a customizable worksheet that can accommodate your personal priorities.

FranCompare™ also provides custom side-by-side analyses for clients. You can choose from over 2,100 2018 FDDs and over 2,300 2017 FDDs listed on www.FranchiseDisclosures.com. If you have an interest in a custom FranCompare™ analysis, please give us a call at (888) 612-9908. The minimum charge for 4 companies is \$600 and each additional company is \$150.

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