

## ITEM 18

### PUBLIC FIGURES

We do not use any public figure to promote our franchise business.

## ITEM 19

### FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

The sales figures listed below include (a) average and median annual Gross Sales, and (b) Gross Sales per Job, which figures are derived from historical operating results of the Precision Garage Door Service® franchised businesses indicated for the time period covered. We obtained these sales figures from information provided to us by Precision Garage Door Service® franchisees for the period from January 1, 2024 through December 31, 2024 (the "Reporting Period"). Franchisees are not required to use generally accepted accounting principles when reporting these figures.

As of December 31, 2024, there were 132 Precision Garage Door Service® businesses in operation in the United States, all of which were franchised businesses. The financial figures in Table A below are calculated based on data from 99 franchised businesses, which were all in operation and reporting sales for the full 52 weeks of the Reporting Period (the "Reporting Businesses"). The information provided in Table A of this Item 19 does not include data from (i) 14 franchised businesses that opened during the year 2024 and therefore were not in operation for the entire 52-week Reporting Period and (ii) 19 franchised businesses that underwent a transfer during the Reporting Period and therefore did not operate and report data to us for all 52 weeks of the Reporting Period. Table B includes data from the same Reporting Businesses as Table A, except that Table B also excludes data from one additional franchised business that did not properly report Gross Sales per job data to us.

"Gross Sales" means the total revenues and receipts from whatever source (whether in the form of cash, credit, agreement to pay, barter, trade or other consideration) that arise, directly or indirectly, from the operation of a franchised business, or in connection with a franchised business whether under any of the Marks or otherwise. Gross Sales exclude sales taxes collected from customers and paid to the appropriate taxing authority and any other bona fide refunds, rebates or discounts that we authorize in writing. Gross Sales also exclude sales from any Excluded Services (as defined in a mutually executed Excluded Services Addendum (see Schedule I to the Franchise Agreement)).

#### **TABLE A - 2024 AVERAGE AND MEDIAN GROSS SALES FOR THE REPORTING BUSINESSES**

The following table provides the average and median annual Gross Sales during the Reporting Period for the Reporting Businesses.

Number of SFHUDs in the Territory <sup>1</sup>	Number of Reporting Businesses in Group	Average Gross Sales	#/ % of Franchised Businesses that Achieved at least the Average <sup>4</sup>	Actual Highest Gross Sales <sup>2</sup>	Actual Lowest Gross Sales <sup>3</sup>	Median Gross Sales
91,000-230,000	15	\$1,719,389	6/40%	\$6,283,089	\$225,438	\$1,409,512
230,001-312,000	24	\$3,674,291	9/38%	\$7,958,690	\$627,388	\$3,243,925
312,001-378,000	10	\$4,354,850	5/50%	\$8,038,644	\$801,911	\$4,369,056
378,001-532,000	16	\$4,284,748	6/38%	\$11,437,339	\$730,508	\$3,958,170
532,001-630,000	9	\$7,430,066	2/22%	\$18,084,468	\$2,367,314	\$4,925,952
630,001-750,000	10	\$6,540,680	4/40%	\$10,957,313	\$3,091,765	\$5,829,287
750,001-960,000	5	\$6,069,540	1/20%	\$14,512,488	\$2,657,404	\$5,099,251
960,001-1,800,000	10	\$13,460,934	6/60%	\$42,719,663	\$2,556,284	\$13,575,883

<sup>1</sup>The Reporting Businesses are divided into 8 groups based on the territory size of the Reporting Businesses (i.e., the number of Single-Family Home One Unit Detached (“SFHUD”) in the Reporting Business’ territory).

<sup>2</sup>This is the highest actual annual Gross Sales of the applicable group of Reporting Businesses for the Reporting Period.

<sup>3</sup>This is the lowest actual annual Gross Sales of the applicable group of Reporting Businesses for the Reporting Period.

<sup>4</sup> This is the number and percentage of the Reporting Businesses in the applicable group that achieved or exceeded the Average Gross Sales for the group for the Reporting Period.

#### **TABLE B – 2024 AVERAGE AND MEDIAN GROSS SALES PER JOB**

The following table provides the average and median Gross Sales per job for the Reporting Businesses for the Reporting Period.

Percentage or Quartile Rank (in Terms of Level of Average Gross Sales Per Job) of Franchised Businesses open in 2024	Average Gross Sales Per Job Attained by this Group	Highest Average Gross Sales Per-Job Attained by this Group	Lowest Average Gross Sales Per Job by Attained by This Group	Median Average Gross Sales Per Job Attained by this Group	Number in This Group	Number and Percent in Group that Attained the Average or Greater
<b>Top 10%</b>	\$939	\$1,021	\$907	\$924	10	4/40%
<b>1st Quartile</b>	\$879	\$1,021	\$792	\$881	25	13/52%
<b>2nd Quartile</b>	\$744	\$789	\$707	\$741	24	11/46%
<b>3rd Quartile</b>	\$658	\$704	\$611	\$651	24	10/42%
<b>4th Quartile</b>	\$540	\$609	\$305	\$579	25	18/72%
<b>Bottom 10%</b>	\$467	\$559	\$305	\$489	10	8/80%
<b>100%</b>	\$706	\$1,021	\$305	\$707	98	52/53%

We calculated the average and median Gross Sales Per Job as follows: (i) first, we received the annual Gross Sales of each Reporting Business during the Reporting Period, as provided to us through our Software System, (ii) we then received the total number of jobs of each Reporting Business during the Reporting Period, as provided to us through our Software System, (iii) next we divided the annual Gross Sales for each Reporting Business by the total number of jobs for that Reporting Business to determine each Reporting Business' average Gross Sales per job (the "Individual Business Per-Job Average"), and (iv) then we calculated the average and median of all Reporting Businesses' Individual Business Per-Job Average for the Reporting Period. The highest and lowest Gross Sales per Job in this Table B refer to the highest Individual Business Per-Job Average and the lowest Individual Business Per-Job Average, respectively.

Notes:

Written substantiation for these financial performance representations will be made available to a prospective franchisee upon reasonable request.

**Some outlets have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.**

Other than the preceding financial performance representation, we do not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Thomas Udo, 2395 Washington Avenue, Suite 5, Titusville, Florida 32780, (321) 225-3500, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20

### OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1**  
**SYSTEMWIDE OUTLET<sup>1</sup> SUMMARY**  
**FOR YEARS 2022 to 2024**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
<b>Franchised Outlets</b>	2022	108	111	+3
	2023	111	118	+7
	2024	118	132	+14
<b>Company-Owned</b>	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
<b>Total Outlets</b>	2022	108	111	+3
	2023	111	118	+7
	2024	118	132	+14

<sup>1</sup> Included in “outlets” are all Businesses that have opened an operating location. Neither sale of a new territory to an existing franchisee where a separate operating location will not be opened nor execution of a franchise agreement for a new location where the location is not yet open are included.

**Table No. 2**

### TRANSFERS<sup>1</sup> OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN FRANCHISOR) FOR YEARS 2022 TO 2024

State	Year	Number of Transfers
California	2022	0
	2023	1
	2024	6
Florida	2022	0
	2023	1
	2024	2
Georgia	2022	4
	2023	1
	2024	0
Idaho	2022	0
	2023	1
	2024	0