

ITEM 18
PUBLIC FIGURES

We do not use any public figures to promote this franchise.

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.

Financial Performance Representation #1-Single Territory Owners/ Average Annual Gross Sales 2024

Here we set forth 2024 data for Annual Gross Sales for our 47 single unit franchise owners who operated a single territory for the entirety of 2024 that were eligible. As of December 31, 2024, we had 60 single territory owners of which 47 met the criteria for inclusion in the data below (the others opened part way through the year and 7 outlets did not provide data as requested to be included):

Average Annual Gross Sales \$632,445

Average Gross Profit after Labor and Costs of Goods Sold: \$301,214

Median Annual Gross Sales \$566,116

Highest Annual Gross Sales \$1,738,121

Lowest Annual Gross Sales \$119,862

The number of outlets that attained or surpassed the stated result (the Median Annual Gross Sales) was 24.

The percentage of outlets that attained or surpassed the stated result (the Median Annual Gross Sales) was 51%.

Top 5 Outlets-Annual Gross Sales

| Outlet | Annual Gross Sales | Gross Profit after Labor and COGS | Gross Profit as a Percent of Gross Sales | # of outlets that attained or surpassed the stated result | % of outlets that attained or surpassed the stated result |
|---------------|---------------------------|--|---|--|--|
| 1 | \$1,738,121 | \$865,967 | 50% | 1 | 2% |
| 2 | \$1,618,380 | \$660,871 | 41% | 2 | 4% |
| 3 | \$1,597,664 | \$761,796 | 48% | 3 | 6% |
| 4 | \$1,468,828 | \$644,460 | 44% | 4 | 8% |
| 5 | \$1,354,232 | \$573,002 | 42% | 5 | 10% |

Bottom 5 Outlets-Gross Sales

| Outlet | Annual Gross Sales | Gross Profit after Labor and COGS | Gross Profit as a Percent of Gross Sales | # of outlets that attained or surpassed the stated result | % of outlets that attained or surpassed the stated result |
|---------------|---------------------------|--|---|--|--|
| 43 | \$241,596 | \$177,392 | 73% | 43 | 91% |
| 44 | \$218,184 | \$122,321 | 56% | 44 | 94% |
| 45 | \$200,470 | \$119,133 | 59% | 45 | 96% |
| 46 | \$123,875 | \$87,371 | 71% | 46 | 98% |
| 47 | \$119,862 | \$34,980 | 29% | 47 | 100% |

Financial Performance Representation #2-Multi-Territory Owners/ Average Annual Gross Sales 2024

Here we set forth 2024 data for Annual Gross Sales for our 18 multi-territory franchise owners who operated two or more territories for the entirety of 2024. As of December 31, 2024, we had 19 multi-territory owners of which 18 met the criteria for inclusion in the data below:

Average Annual Gross Sales \$1,373,024

Average Gross Profit after Labor and Costs of Goods Sold: \$661,675

Median Annual Gross Sales \$1,256,483

Highest Annual Gross Sales \$2,444,735

Lowest Annual Gross Sales \$472,233

The number of outlets that attained or surpassed the stated result (the Median Annual Gross Sales) was 9.

The percentage of outlets that attained or surpassed the stated result (the Median Annual Gross Sales) was 50%.

Individual Results for each of the 18 Multi-Territory Owners:

| Outlet | How many territories were owned | Annual Gross Sales | Gross Profit after Labor and COGS | Gross Profit as a Percent of Gross Sales | # of outlets that attained or surpassed the stated result | % of outlets that attained or surpassed the stated result |
|--------|---------------------------------|--------------------|-----------------------------------|--|---|---|
| 1 | 3 | \$2,444,735 | \$1,204,167 | 49% | 1 | 6% |
| 2 | 4 | \$ 2,424,372 | \$1,112,809 | 46% | 2 | 11% |
| 3 | 2 | \$2,313,022 | \$832,283 | 36% | 3 | 17% |
| 4 | 2 | \$1,711,752 | \$1,003,636 | 59% | 4 | 22% |
| 5 | 2 | \$1,555,494 | \$959,611 | 62% | 5 | 28% |
| 6 | 3 | \$1,492,577 | \$801,710 | 54% | 6 | 33% |
| 7 | 2 | \$1,409,975 | \$617,194 | 44% | 7 | 39% |
| 8 | 3 | \$1,401,275 | \$585,067 | 42% | 8 | 44% |
| 9 | 2 | \$1,291,863 | \$766,423 | 59% | 9 | 50% |
| 10 | 2 | \$1,221,102 | \$426,102 | 35% | 10 | 56% |

| | | | | | | |
|----|---|-------------|-----------|-----|----|------|
| 11 | 2 | \$1,194,058 | \$602,915 | 50% | 11 | 61% |
| 12 | 2 | \$1,170,086 | \$509,723 | 44% | 12 | 67% |
| 13 | 2 | \$1,059,142 | \$515,142 | 49% | 13 | 72% |
| 14 | 2 | \$978,629 | \$448,586 | 46% | 14 | 78% |
| 15 | 2 | \$976,105 | \$510,609 | 52% | 15 | 83% |
| 16 | 3 | \$953,915 | \$493,117 | 52% | 16 | 89% |
| 17 | 3 | \$644,101 | \$326,074 | 51% | 17 | 94% |
| 18 | 2 | \$472,233 | \$194,989 | 41% | 18 | 100% |

Notes:

Note 1- The “stated result” in the tables above refers to Annual Gross Sales.

Note 2- “Gross Sales” means the total of all revenues received or receivable by Franchisee as payment, whether in cash, by debit card or for credit or barter or other means of exchange (and, if for credit or barter, whether or not payment is received therefor), on account of any and all goods, merchandise, services, and supplies sold by the Franchised Business, or which are promoted or sold by Franchisee under any of the Marks, whether or not Company offers such services or products in its other locations, including; (a) revenues from sales of any nature or kind whatsoever, derived by Franchisee or by any other person or Business Entity (including Franchisee’s Affiliate(s)) from the Franchised Business; (b) sales of Authorized Products and Services in contravention of this Agreement from businesses other than the Franchised Business; (c) the proceeds of any business interruption insurance, after the satisfaction of any applicable deductible; (d) mail or telephone orders received or filled in or from the Franchised Business; and (e) orders taken in or from the Franchised Business although filled or performed elsewhere.

Nonetheless, “Gross Sales” shall exclude the following: (i) Sums representing sales taxes collected directly from customers by Franchisee in the operation of the Franchised Business, and any sales, value added or other tax, excise or duty charged to customers which is levied or assessed against Franchisee by any Federal, state, municipal or local authority, based on sales of specific goods, merchandise, services, and supplies sold at, from, or in connection with the Franchised Business, provided that such taxes are actually transmitted to the appropriate Governmental Authority; and (ii) Sums representing tips, gratuities or service charges paid directly by customers to employees of Franchisee or paid to Franchisee and promptly and to the extent turned over to such employees by Franchisee in lieu of direct tips or gratuities; and (iii) Proceeds from isolated sales of equipment and trade fixtures not constituting any part of Franchisee’s products and services offered in connection with the Franchised Business nor having any material effect upon the ongoing operation of the Franchised Business required under this Agreement.

Note 3- “Cost of Goods Sold and Labor Costs Calculation Method Used” is defined as purchases made from the primary vendor that was reported using purchase history specific to each franchise location for coating products, cabinet and storage products, and sundry items. Does not include incidental purchases made from non-approved vendors. Owner compensation was not included as a labor expense in the calculation.

Note 4- “Gross Profit After Labor and Cost of Goods Sold” means Annual Gross Sales less any labor costs and material costs such as liquid coatings, cabinets, storage products and sundry items.

Note 5- “Gross Profit as a Percentage of Gross Sales” was calculated by dividing Gross Profit after Labor and Cost of Goods Sold into Annual Gross Sales.

Note 6- “Average Gross Profit after Labor and Costs of Goods Sold” as calculated through owner reported revenue less franchisee reported labor expenses and product purchases from the primary vendor.

Written substantiation for these financial performance representations is available to you upon reasonable request.

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

Other than the preceding financial performance representation, GarageExperts does 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 Mike Mushinski, 1051 Mustang Drive, Suite 100, Grapevine, TX 76051, (714) 829-2570, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary
For Years 2022 through 2024

| Outlet Type | Year | Outlets at the Start of the Year | Outlets at the End of the Year | Net Change |
|---------------|------|----------------------------------|--------------------------------|------------|
| Franchised | 2022 | 99 | 106 | +7 |
| | 2023 | 106 | 104 | -2 |
| | 2024 | 104 | 104 | 0 |
| Company-Owned | 2022 | 0 | 0 | 0 |
| | 2023 | 0 | 0 | 0 |
| | 2024 | 0 | 0 | 0 |
| Total Outlets | 2022 | 99 | 106 | +7 |
| | 2023 | 106 | 104 | -2 |
| | 2024 | 104 | 104 | 0 |

Table No. 2
Transfers of Businesses from Franchisee to New Owners (other than Franchisor)
For Years 2022 through 2024

| State | Year | Number of Transfers |
|------------|------|---------------------|
| Arkansas | 2022 | 0 |
| | 2023 | 0 |
| | 2024 | 1 |
| California | 2022 | 2 |
| | 2023 | 0 |
| | 2024 | 0 |
| Florida | 2022 | 1 |
| | 2023 | 1 |
| | 2024 | 0 |
| Georgia | 2022 | 1 |
| | 2023 | 0 |
| | 2024 | 0 |
| Idaho | 2022 | 1 |
| | 2023 | 0 |
| | 2024 | 1 |