

**CAPTURE RATE - Year One**

	Month												Total
	1	2	3	4	5	6	7	8	9	10	11	12	
<b>Trainees</b>													
Franchisee's/1st Person	3	4	4	4	4	4	4	5	5	5	4	4	50
Franchisee's 2nd Person	2	1	1	1	1	1	1	1	1	1	1	0	12
<b>Total</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>5</b>	<b>4</b>	<b>62</b>
Cumulative Franchises Trained	3	7	11	15	19	23	27	32	37	42	46	50	
<b>Per Franchise Capture Rate</b>													
Mo. 1 Class	2%	3%	5%	10%	15%	20%	30%	40%	55%	70%	90%	100%	
Mo. 2 Class		2%	3%	5%	10%	15%	20%	30%	40%	55%	70%	90%	
Mo. 3 Class			2%	3%	5%	10%	15%	20%	30%	40%	55%	70%	
Mo. 4 Class				2%	3%	5%	10%	15%	20%	30%	40%	55%	
Mo. 5 Class					2%	3%	5%	10%	15%	20%	30%	40%	
Mo. 6 Class						2%	3%	5%	10%	15%	20%	30%	
Mo. 7 Class							2%	3%	5%	10%	15%	20%	
Mo. 8 Class								2%	3%	5%	10%	15%	
Mo. 9 Class									2%	3%	5%	10%	
Mo. 10 Class										2%	3%	5%	
Mo. 11 Class											2%	3%	
Mo. 12 Class												2%	
Average Franchise Capture %	0.2%	0.4%	0.8%	1.7%	2.9%	4.6%	7.1%	10.4%	15.0%	20.8%	28.3%	36.7%	
<b>Franchise Capture Number*</b>													
Mo. 1 Class	29	44	73	147	220	293	440	587	807	1,027	1,320	1,467	6,453
Mo. 2 Class		39	59	98	196	293	391	587	782	1,076	1,369	1,760	6,649
Mo. 3 Class			39	59	98	196	293	391	587	782	1,076	1,369	4,889
Mo. 4 Class				39	59	98	196	293	391	587	782	1,076	3,520
Mo. 5 Class					39	59	98	196	293	391	587	782	2,444
Mo. 6 Class						39	59	98	196	293	391	587	1,662
Mo. 7 Class							39	59	98	196	293	391	1,076
Mo. 8 Class								49	73	122	244	367	856
Mo. 9 Class									49	73	122	244	489
Mo. 10 Class										49	73	122	244
Mo. 11 Class											39	59	98
Mo. 12 Class												39	39
<b>Total Market Number</b>	<b>29</b>	<b>83</b>	<b>171</b>	<b>342</b>	<b>611</b>	<b>978</b>	<b>1,516</b>	<b>2,259</b>	<b>3,276</b>	<b>4,596</b>	<b>6,297</b>	<b>8,262</b>	<b>28,419</b>

Twelveth Month Annualized: 99,147

**SALES - Year One**

Sales	Month												Total
	1	2	3	4	5	6	7	8	9	10	11	12	
Repairs	\$ 507	\$ 1,436	\$ 2,956	\$ 5,911	\$ 10,556	\$ 16,889	\$ 26,178	\$ 39,013	\$ 56,578	\$ 79,378	\$ 108,764	\$ 142,711	\$ 490,876
Maintenance	\$ 400	\$ 1,133	\$ 2,333	\$ 4,667	\$ 8,333	\$ 13,333	\$ 20,667	\$ 30,800	\$ 44,667	\$ 62,667	\$ 85,867	\$ 112,667	\$ 387,533
<b>Total</b>	<b>\$ 907</b>	<b>\$ 2,569</b>	<b>\$ 5,289</b>	<b>\$ 10,578</b>	<b>\$ 18,889</b>	<b>\$ 30,222</b>	<b>\$ 46,844</b>	<b>\$ 69,813</b>	<b>\$ 101,244</b>	<b>\$ 142,044</b>	<b>\$ 194,631</b>	<b>\$ 255,378</b>	<b>\$ 878,409</b>
Revenue to Parent & Franchise													
Repairs	\$ 467	\$ 1,322	\$ 2,722	\$ 5,444	\$ 9,722	\$ 15,556	\$ 24,111	\$ 35,933	\$ 52,111	\$ 73,111	\$ 100,178	\$ 131,444	\$ 452,122
Maintenance	\$ 368	\$ 1,043	\$ 2,147	\$ 4,293	\$ 7,667	\$ 12,267	\$ 19,013	\$ 28,336	\$ 41,093	\$ 57,653	\$ 78,997	\$ 103,653	\$ 356,531
<b>Total</b>	<b>\$ 835</b>	<b>\$ 2,365</b>	<b>\$ 4,869</b>	<b>\$ 9,738</b>	<b>\$ 17,389</b>	<b>\$ 27,822</b>	<b>\$ 43,124</b>	<b>\$ 64,269</b>	<b>\$ 93,204</b>	<b>\$ 130,764</b>	<b>\$ 179,175</b>	<b>\$ 235,098</b>	<b>\$ 808,653</b>
Revenue to Sponsor													
Repairs	\$ 40	\$ 113	\$ 233	\$ 467	\$ 833	\$ 1,333	\$ 2,067	\$ 3,080	\$ 4,467	\$ 6,267	\$ 8,587	\$ 11,267	\$ 38,753
Maintenance	\$ 32	\$ 91	\$ 187	\$ 373	\$ 667	\$ 1,067	\$ 1,653	\$ 2,464	\$ 3,573	\$ 5,013	\$ 6,869	\$ 9,013	\$ 31,003
<b>Total</b>	<b>\$ 72</b>	<b>\$ 204</b>	<b>\$ 420</b>	<b>\$ 840</b>	<b>\$ 1,500</b>	<b>\$ 2,400</b>	<b>\$ 3,720</b>	<b>\$ 5,544</b>	<b>\$ 8,040</b>	<b>\$ 11,280</b>	<b>\$ 15,456</b>	<b>\$ 20,280</b>	<b>\$ 69,756</b>

Assumptions:

- \*Assumes expected items out of total in market are equally distributed among franchisees.
- Also assumes total yearly volume for repair and maintenance evenly distributed over 12 months.
- Also assumes ratio of repairs to maintenance is constant and equally distributed.

Formula Drivers (links from other totals)

Items	293,333
Franchisees	50
Items/Franchisee	5,867
Items/Franchisee/mo	489
Repair Percentage	45.5%
Maintenance Percentage	54.5%
Average Repair Bill	\$ 38
Average Maintenance Bill	\$ 25
Sponsor/Repair	\$3
Sponsor Revenue/Maintenance	\$2
Sponsor % of Repair	8%
Sponsor % of Maintenance	8%

**CAPTURE RATE - Year Two**

	Month												Total	
	1	2	3	4	5	6	7	8	9	10	11	12		
Trainees														
Franchisee's/1st Person														
Franchisee's 2nd Person														
Total														
Cumulative Franchises Trained														
Per Franchise Capture Rate														
Mo. 1 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 2 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 3 Class	90%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 4 Class	70%	90%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 5 Class	55%	70%	90%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 6 Class	40%	55%	70%	90%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 7 Class	30%	40%	55%	70%	90%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 8 Class	20%	30%	40%	55%	70%	90%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 9 Class	15%	20%	30%	40%	55%	70%	90%	100%	100%	100%	100%	100%	100%	100%
Mo. 10 Class	10%	15%	20%	30%	40%	55%	70%	90%	100%	100%	100%	100%	100%	100%
Mo. 11 Class	5%	10%	15%	20%	30%	40%	55%	70%	90%	100%	100%	100%	100%	100%
Mo. 12 Class	3%	5%	10%	15%	20%	30%	40%	55%	70%	90%	100%	100%	100%	100%
Average Franchise Capture %	44.8%	52.9%	60.8%	68.3%	75.4%	82.1%	87.9%	92.9%	96.7%	99.2%	100.0%	100.0%	100.0%	100.0%
Franchise Capture Number*														
Mo. 1 Class	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467	17,600
Mo. 2 Class	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	23,467
Mo. 3 Class	1,760	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	23,271
Mo. 4 Class	1,369	1,760	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	22,684
Mo. 5 Class	1,076	1,369	1,760	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	21,804
Mo. 6 Class	782	1,076	1,369	1,760	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	20,631
Mo. 7 Class	587	782	1,076	1,369	1,760	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	19,262
Mo. 8 Class	489	733	978	1,344	1,711	2,200	2,444	2,444	2,444	2,444	2,444	2,444	2,444	22,122
Mo. 9 Class	367	489	733	978	1,344	1,711	2,200	2,444	2,444	2,444	2,444	2,444	2,444	20,044
Mo. 10 Class	244	367	489	733	978	1,344	1,711	2,200	2,444	2,444	2,444	2,444	2,444	17,844
Mo. 11 Class	98	196	293	391	587	782	1,076	1,369	1,760	1,956	1,956	1,956	1,956	12,418
Mo. 12 Class	59	98	196	293	391	587	782	1,076	1,369	1,760	1,956	1,956	1,956	10,521
Total Market Number	10,252	12,247	14,227	16,158	18,016	19,824	21,413	22,733	23,662	24,249	24,444	24,444	24,444	231,670

**SALES - Year Two**

Sales	Month												Total
	1	2	3	4	5	6	7	8	9	10	11	12	
Repairs	\$ 177,080	\$ 211,533	\$ 245,733	\$ 279,089	\$ 311,178	\$ 342,422	\$ 369,867	\$ 392,667	\$ 408,711	\$ 418,844	\$ 422,222	\$ 422,222	\$ 4,001,569
Maintenance	\$ 139,800	\$ 167,000	\$ 194,000	\$ 220,333	\$ 245,667	\$ 270,333	\$ 292,000	\$ 310,000	\$ 322,667	\$ 330,667	\$ 333,333	\$ 333,333	\$ 3,159,133
<b>Total</b>	<b>\$ 316,880</b>	<b>\$ 378,533</b>	<b>\$ 439,733</b>	<b>\$ 499,422</b>	<b>\$ 556,844</b>	<b>\$ 612,756</b>	<b>\$ 661,867</b>	<b>\$ 702,667</b>	<b>\$ 731,378</b>	<b>\$ 749,511</b>	<b>\$ 755,556</b>	<b>\$ 755,556</b>	<b>\$ 7,160,702</b>
Revenue to Parent & Franchise													
Repairs	\$ 163,100	\$ 194,833	\$ 226,333	\$ 257,056	\$ 286,611	\$ 315,389	\$ 340,667	\$ 361,667	\$ 376,444	\$ 385,778	\$ 388,889	\$ 388,889	\$ 3,685,656
Maintenance	\$ 128,616	\$ 153,640	\$ 178,480	\$ 202,707	\$ 226,013	\$ 248,707	\$ 268,640	\$ 285,200	\$ 296,853	\$ 304,213	\$ 306,667	\$ 306,667	\$ 2,906,403
<b>Total</b>	<b>\$ 291,716</b>	<b>\$ 348,473</b>	<b>\$ 404,813</b>	<b>\$ 459,762</b>	<b>\$ 512,624</b>	<b>\$ 564,096</b>	<b>\$ 609,307</b>	<b>\$ 646,867</b>	<b>\$ 673,298</b>	<b>\$ 689,991</b>	<b>\$ 695,556</b>	<b>\$ 695,556</b>	<b>\$ 6,592,058</b>
Revenue to Sponsor													
Repairs	\$ 13,980	\$ 16,700	\$ 19,400	\$ 22,033	\$ 24,567	\$ 27,033	\$ 29,200	\$ 31,000	\$ 32,267	\$ 33,067	\$ 33,333	\$ 33,333	\$ 315,913
Maintenance	\$ 11,184	\$ 13,360	\$ 15,520	\$ 17,627	\$ 19,653	\$ 21,627	\$ 23,360	\$ 24,800	\$ 25,813	\$ 26,453	\$ 26,667	\$ 26,667	\$ 252,731
<b>Total</b>	<b>\$ 25,164</b>	<b>\$ 30,060</b>	<b>\$ 34,920</b>	<b>\$ 39,660</b>	<b>\$ 44,220</b>	<b>\$ 48,660</b>	<b>\$ 52,560</b>	<b>\$ 55,800</b>	<b>\$ 58,080</b>	<b>\$ 59,520</b>	<b>\$ 60,000</b>	<b>\$ 60,000</b>	<b>\$ 568,644</b>

**Capture Rate - Year Three**

	Month												
	1	2	3	4	5	6	7	8	9	10	11	12	
Trainees													
Franchisee's/1st Person													
Franchisee's 2nd Person													
Total													
Cumulative Franchises Trained													
Per Franchise Capture Rate													
Mo. 1 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 2 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 3 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 4 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 5 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 6 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 7 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 8 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 9 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 10 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 11 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mo. 12 Class	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Average Franchise Capture %	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Franchise Capture Number*													
Mo. 1 Class	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467	1,467
Mo. 2 Class	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956
Mo. 3 Class	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956
Mo. 4 Class	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956
Mo. 5 Class	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956
Mo. 6 Class	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956
Mo. 7 Class	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956
Mo. 8 Class	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444
Mo. 9 Class	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444
Mo. 10 Class	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444	2,444
Mo. 11 Class	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956
Mo. 12 Class	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956	1,956
Total Market Number	24,444	24,444	24,444	24,444	24,444	24,444	24,444	24,444	24,444	24,444	24,444	24,444	24,444

Total

