

FACT SHEET

COMPANY: FASTSIGNS International, Inc.

GLOBAL HEADQUARTERS: 2542 Highlander Way
Carrollton, TX 75006-2366

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COMPANY HISTORY: Gary Salomon and Bob Schanbaum founded FASTSIGNS in 1985, opening the first center in Dallas, Texas. In response to their successes, they began offering FASTSIGNS franchises, selling the first center in 1986. Three years and 16 centers into the development of the business, Schanbaum passed away from terminal cancer. In honor of Schanbaum's legacy, Salomon pushed forward and, within the first five years, the system grew to more than 150 locations. In 2003, FASTSIGNS® was acquired by Roark Capital Group, an Atlanta-based private equity firm. Today, FASTSIGNS® is a leading sign and graphic company in growth and innovation, with 535 franchised centers located in six countries. Gary Salomon remains Chairman of the Board.

FASTSIGNS® CONCEPT: FASTSIGNS® sign and graphic centers leverage sign and marketing knowledge, state-of-the-art technology and innovative thinking to solve customers' marketing and communications challenges—large and small—with effective, impactful signs and graphics. From the simple to the simply impossible™.

MANAGEMENT TEAM:

- Catherine Monson, Chief Executive Officer
- Mike Nittolo, Chief Financial Officer
- Drue Townsend, Senior VP of Marketing
- Mark Jameson, Senior VP of Franchise Development
- Gary Feltham, Senior VP of Business Development and Vendor Relations

PRODUCTS AND SERVICES: FASTSIGNS® centers provide consulting, file transfer, design, production, delivery and installation for a full range of custom sign and graphic solutions, for businesses and organizations of all sizes, from all industries. Examples of products include wide-format banners; point-of-purchase signage; architectural site signs; exhibit graphics and tradeshow displays; window, floor and vehicle graphics; decals and labels; safety and ADA signage; building identification signs. Some centers also offer Dynamic Digital Signage.

FASTSIGNS® NETWORK: There are more than 535 independently owned and operated franchise locations worldwide. FASTSIGNS® operates directly in the United States, Canada, the Caribbean, the United Kingdom and Mexico. FASTSIGNS® also operates in Brazil under a master license agreement. In Australia, centers operate under the name SIGNWAVE®.

RECENT ACCOLADES:

- Named #1 in franchisee satisfaction, for the Business Services category, by Franchise Business Review in 2010, 2009, 2008, 2007 and 2006.
- Placed on the *Entrepreneur* Franchise 500 list for 15 consecutive years, ranked #85 in 2010.

USE OF TERMS: FASTSIGNS International, Inc. refers to the corporation and franchisor. FASTSIGNS® refers to the brand and designates the individual franchised centers, which are independently owned and operated.