

FASTEST-GROWING FRANCHISES BY OUTLETS

Rank 2012	2011	Company	Outlets Number*	Growth # (%)
1	N/R	Smith & Sons Renovations and Extensions	33	328.0
2	N/R	Lollypotz	40	305.1
3	N/R	Jetts Fitness	117	161.7
4	N/R	Platinum Electrical Contractors	11	123.3
5	3	Chocolateria San Churro	25	123.1
6	1	Zambrero	12	94.4
7	7	Salsa's Fresh Mex Grill	22	91.7
8	N/R	Keen to Clean Group	22	91.7
9	14	Pie Face	58	55.8
10	9	Pizza Capers	103	51.2
11	4	Aussie Farmers Direct	202	46.3
12	10	Grill'd	46	43.1
13	11	McGrath Estate Agents	38	34.2
14	13	Appliance Tagging Services	32	29.3
15	15	Cafe2U	184	25.6
16	2	Matchbox - The Secret Recipe	17	24.4
17	20	Zarrafra's Coffee	46	21.4
18	16	Xpresso Delight	166	21.0
19	19	Mailplus	137	19.2
20	N/R	Success Tax Professionals	45	17.6
21	N/R	Chicken Treat	98	17.4
22	N/R	Mr Rental Australia	87	17.4
23	23	Back In Motion Health Group	36	16.1
24	22	Nando's Australia	285	15.1
25	N/R	Just Better Care Australia	21	14.5
26	18	Hip Pocket Workwear & Safety	34	12.4
27	28	EFM Health Clubs	65	9.5
28	33	Bucking Bull	31	9.2
29	N/R	Nanotek Car Cleaning	120	9.0
30	31	Hairhouse Warehouse	130	8.5
31	34	Oporto	137	8.3
32	25	WILD Cards & Gifts	43	8.2
33	N/R	King of Knives/ Chef King	56	7.1
34	N/R	Quest Serviced Apartments	108	5.9
35	30	PETstock	67	5.0
36	37	SafetyQuip	15	4.9
37	21	Espresso Essential	36	4.1
38	39	Boost Juice Bars	248^	4.0
39	38	HydroDog	197	3.1
40	N/R	PoolWerx	289	2.3

N/R Not ranked last year * Number at June 30, 2011 * Average annual growth in outlet numbers in the year to June 30, 2011 ^ Australian and overseas outlets

FAST

FASTEST-GROWING FRANCHISES BY REVENUE

Rank 2012	2011	Company	Industry sector	Revenue		Chief executive/s	Founded	Head office	Outlets #	Revenue per outlet (\$)	Indicative entry cost (\$)
				2010-11 (\$m)	Growth* (%)						
1	N/R	Jetts Fitness	Health and community services	43.0	403.3	Adrian McFedries	2007	Qld	117	364,410	450,000-700,000
2	N/R	Smith & Sons Renovations and Extensions	Construction	16.9	305.7	Corey Passey	2008	Qld	33	512,120	30,000-50,000
3	4	Zambrero	Retail (food, beverages)	8.4	132.8	Stuart Cook	2006	ACT	12	700,000	250,000
4	N/R	Lollypotz	Retail (food, beverages)	7.0	131.6	Louise Curtis	2002	ACT	40	175,000	50,000
5	N/R	Keen to Clean Group	Property and business services	3.4	85.9	Brijesh Purohit	2003	Vic	22	154,550	25,700
6	7	Pizza Capers	Retail (food, beverages)	50.6	80.5	Scott Geiszler, Anthony Russo	1996	Qld	105	481,900	290,000
7	6	Grill'd	Retail (food, beverages)	67.4	76.8	Simon Crowe	2004	Vic	46	1,465,220	450,000
8	1	Aussie Farmers Direct	Retail (food, beverages)	132.8	73.0	Braedon Lord	2005	Vic	202	657,430	110,000
9	11	Salsa's Fresh Mex Grill	Retail (food, beverages)	19.4	69.5	Jeff Allis	2007	Vic	22	881,820	400,000
10	N/R	Just Better Care Australia	Health and community services	2.0	66.6	Trish Noakes	2007	NSW	21	95,240	220,000
11	3	Chocolateria San Churro	Retail (food, beverages)	18.0	64.2	Geoff Sinclair	2004	Vic	25	720,000	450,000
12	14	Pie Face	Retail (food, beverages)	28.1	62.6	Wayne Homschek	2004	NSW	58	484,480	400,000
13	9	Back In Motion Health Group	Health and community services	18.5	54.4	Jason Smith	1999	Vic	36	513,890	58,000
14	2	Matchbox - The Secret Recipe	Retail (homewares)	24.2	52.4	David Cohen	2005	Vic	17^	1,423,530	550,000
15	12	Appliance Tagging Services	Property and business services	2.5	44.3	Ainslie Allen	2006	Vic	32	78,120	43,500
16	18	Success Tax Professionals	Property and business services	3.0	39.6	Darren Gleeson	2003	WA	45	66,670	11,000
17	22	Hip Pocket Workwear & Safety	Retail (safety products, workwear)	33.0	35.8	Hugh Norris	1998	Vic	35	942,860	190,000-260,000
18	N/R	Platinum Electrical Contractors	Property and business services	6.4	35.3	Joshua Nicholls	2001	NSW	11	581,820	32,500