

# JACK IN THE BOX FRANCHISE CANDIDATE APPLICATION PROCESS

<p><b>STAGE 1:</b> PRE-QUALIFICATION (30 DAYS)</p>	<ul style="list-style-type: none"> <li>• <b>Application</b> <ul style="list-style-type: none"> <li>- Resume</li> <li>- Restaurant addresses</li> <li>- Personal financial statement</li> <li>- Debt schedule</li> <li>- Liquidity schedule</li> <li>- Organizational chart</li> <li>- Operating partner biography</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• <b>FDD Receipt</b></li> <li>• <b>Confidentiality Agreement</b></li> <li>• <b>Preliminary Interview</b></li> <li>• <b>Background Investigation &amp; Credit</b> <ul style="list-style-type: none"> <li>-D&amp;B for entities</li> </ul> </li> </ul>
<p><b>STAGE 2:</b> QUALIFICATION (30 DAYS)</p>	<ul style="list-style-type: none"> <li>• <b>Supplemental Info Part 1</b> <ul style="list-style-type: none"> <li>-Business financials</li> <li>-Business debt schedule</li> <li>-Proof of citizenship</li> <li>-Driver's license</li> </ul> </li> <li>• <b>Preliminary Financial Review</b> <ul style="list-style-type: none"> <li>-Business profitability &amp; leverage ratios</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• <b>In-Depth Competency Interview</b></li> <li>• <b>Discovery Day*</b></li> <li>• <b>Jack in the Box Restaurant Preview (RJP)*</b></li> <li>• <b>Field Operations Assessment</b></li> </ul>
<p><b>STAGE 3:</b> DUE DILIGENCE (60 DAYS)</p>	<ul style="list-style-type: none"> <li>• <b>Supplemental Info Part 2</b> <ul style="list-style-type: none"> <li>-Personal tax returns</li> <li>-Bank/brokerage statements</li> <li>-Real estate info.</li> <li>-Management Plan/Business Plan</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• <b>Financial Qualification &amp; Capital Structure</b></li> </ul>
<p><b>STAGE 4:</b> APPROVAL (90 DAYS)</p>	<ul style="list-style-type: none"> <li>• <b>Executive Panel Interview*</b></li> <li>• <b>Training - 10 Weeks*</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>Financial Authorization</b></li> </ul>
<p><b>STAGE 5:</b> POST-APPROVAL (10 DAYS)</p>	<ul style="list-style-type: none"> <li>• <b>Orientation*</b></li> <li>• <b>FA/DA Signed</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>Congratulations Letter</b></li> <li>• <b>Welcome Package</b></li> </ul>

## Franchise Candidate Due Diligence

- 1) Review Financial Disclosure Document
- 2) Review Acquisition Package & Development Area
- 3) Attend Discovery Day\*
- 4) Attend Jack in the Box Restaurant Preview (RJP)
- 5) Interview Existing Franchisees

*In conjunction with other due diligence*

\* San Diego, CA