Ownership

To become a Fazoli’s® Franchisee, follow these simple steps.

1. Complete and submit the franchise application by saving and attaching to an email, or printing and mailing/faxing to Fazoli’s.

   Documentation must be enclosed with the franchise application to support the following:
   • Candidate must have a minimum of $250,000 liquid assets for working capital, in addition,
   • Candidate must have $750,000 investment capability.
   • Please include statements (bank or stock) of the $250,000 liquid assets.

2. Fazoli’s reviews the application and schedules a conference call.

3. Franchise Disclosure Document (FDD) and Decision-Making Checklist mailed to candidate.
   (Acknowledgement of Receipt page must be returned before proceeding to the next step).

4. Fazoli’s contacts candidate to discuss FDD and Decision-Making Checklist and schedules face-to-face meeting.

5. Candidate observes operating systems in a Fazoli’s location and meets with Management.

6. Candidate completes and returns their Business Plan to Fazoli’s.

7. The Approval Committee reviews the candidate’s file for the appropriate market.

   Candidate is invited to the Orientation for the following:
   • Signing of the Franchise Agreement
   • Payment of the $30,000 fee per location
   • Discussion of pre-opening timeline
   • Set-up initial training
Franchise Information

Fazoli’s is a fun, fast Italian alternative for people who are on-the-go every day. We are a system of more than 240 restaurants, and are proud to be cooking up food that’s fun — food with sauce! Fazoli’s is a great value and the smart dining solution our guests can feel good about for their family and friends.

Minimum Requirements

- Must have a minimum liquidity of $250,000 per site
- Must have investment capability of $750,000
- Single & multi-unit opportunity
- We require franchisees to invest a minimum of 20% of the total project cost
- Must have multi-unit restaurant management experience*
- We seek individuals and organizations who share our core corporate values and our people-focused company culture
- Fazoli’s inline design is approximately 2,300 square feet with a variety of building options (end-cap inline with drive-thru, free-standing conversions)

*experience may come from operator or partner who is part of the company
Franchise Information

Partners in Progress

The day you become a franchisee, you’ll begin to receive the full benefits of our Partners in Progress program. We provide a “tool box” of resources to help you every step of the way.

Internal Resources

• Operations or Lifetime Assigned Franchise Business Consultant
• Real Estate/Site Selection
• Development
• Construction/Design
• Training
• Purchasing & Distribution
• Opening Support
• Information Technology
• Research & Development
• Marketing & Advertising

External Resources

Targeted Market & Site Evaluation

Architectural & Design Services

Turnkey Equipment & Smallwares Services

Customized Safe Distribution

Media Placement Services
Franchise Fees & Requirements

Financial strength is a must for success. We require significant investment capital. We require franchisees to have $250,000 in liquid assets and must have investment capability of $750,000. Fazoli’s also requires that the franchisee invest a minimum of 20% of the total project cost in personal equity.

- Initial franchisee fee is $30,000 per location
- Ongoing royalty fee is 4% of gross receipts
- Advertising fee is 5% of gross receipts
- Initial training fees are included in initial franchise fee
- Initial term of agreement is 15 years, with two 5 year optional renewals

Fazoli’s requires that our franchisees have hands-on restaurant experience, preferably with multi-unit operations. Through our extensive training programs, you’ll have the support to develop and grow your organization within the Fazoli’s system.

Personal integrity is the third element of the Fazoli’s franchise relationship. As your long-term partners, we seek individuals and organizations who share our core corporate values and our people-focused (guests and associates) company-wide culture.
Frequently Asked Questions

Q: Does Fazoli’s provide financing for restaurant development?
A: No. The franchisees must meet the minimum capital requirements, then secure the necessary financing.

Q: What are the minimum financial requirements?
A: The franchisee must have a minimum liquidity of $250,000 and an investment capability of $750,000. We require franchisees to invest a minimum of 20% of the total project cost from personal equity.

Q: If I don’t meet the financial or operational criteria to become a franchisee, can I partner with someone who does?
A: Yes.

Q: What are Fazoli’s fees?
A: Initial franchise fee is $30,000. Royalty fee is 4% of gross receipts, and advertising fee is 5% of gross receipts.

Q: Does Fazoli’s purchase the real estate on behalf of a franchisee, provide real estate leases, or build-to-suit arrangements?
A: No. The franchisee must purchase or lease the property.

Q: May I develop a Fazoli’s Restaurant inside or adjacent to a gasoline or convenience store?
A: Yes.

Q: Who will find the site for me to develop?
A: The franchisee, working with local commercial realtors, will locate and submit potential sites to Fazoli’s for review.

Q: Is Fazoli’s a publicly or privately held company?
A: Fazoli’s is a privately held company.

Q: What is the term of the franchise agreement?
A: The term of the initial franchise agreement is 15 years, with two 5-year optional renewals.
Q: How long does it take to open a Fazoli’s Restaurant from the time I am granted a franchise agreement?
A: From the time the site is secured and ready for site work to commence, construction time is typically 90 days. Identifying the site, getting site approval, and closing on the real estate can be a lengthy process.

Q: What training does the franchisee and restaurant management need to complete prior to opening the Fazoli’s Restaurant?
A: The salaried General Manager must successfully complete a three week introductory course (Phase I), and a two week management course (Phase II), in a company-owned certified training restaurant. All Managers must successfully complete the Phase I and Phase II courses, and we highly recommend that the franchisee complete these courses as well.

Q: What type of ongoing operational support does Fazoli’s provide?
A: For the Grand Opening, Fazoli’s provides a team of skilled managers and trainers to assist the restaurant team. For the life of your agreement, ongoing support will be provided by the Franchise Business Consultant (FBC) through continued coaching, business reviews, and evaluation of the execution of Fazoli’s standards for food service and guest hospitality.

Q: Where do I purchase my menu items and other restaurant supplies?
A: Fazoli’s partners with a national distributor that provides safe, timely delivery of all Fazoli’s proprietary and non-proprietary food, paper, and cleaning items.

Q: Must I purchase my equipment from Fazoli’s?
A: No. Fazoli’s does set the specifications for all fixtures, furniture, and equipment for Fazoli’s restaurants. We partner with a national equipment and smallwares distributor, who can provide a turnkey experience. The franchisee may choose to purchase fixtures, furniture, and equipment from other sources, but all specifications set forth by Fazoli’s must be met.

Q: Is previous food experience necessary in order to be granted a Fazoli’s franchise?
A: Yes. Multi-unit food service experience is required; however, this experience may come from an operating partner who is part of the franchise organization.

Q: What is my next step?
A: Complete the online application located on the main “Franchise Information” page and submit to Fazoli’s for review.
**Fazoli’s® Restaurants Application**

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The e-mail address you provide must be valid. Additionally, any replies or correspondence from Fazoli’s Franchising Systems, LLC will come from the www.fazolis.com domain, so please make sure you do not block this domain.

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Do you have previous multi-unit restaurant experience?
If yes, please explain.

Do you plan to operate the business yourself, or will you have operating partners?

City of Interest – first choice.
State of Interest – first choice.

How many units do you initially want to develop?

Do you own specific property that you want to develop?

When would you like to open a Fazoli’s Restaurant?

What amount of liquid assets do you have for investing?

Where do you have your liquid assets? Check all that apply:
- Bank
- Cash
- Stocks
- Bonds

Total Liabilities (homes, mortgages)

Other Liabilities

How will you finance this venture? Check all that apply:
- Bank
- Cash
- Stocks
- Bonds

Do you have an equity partner?

Do you have an operational partner?

Will you devote full-time to this business?

Will members of your family be directly involved with day-to-day operations of this business?

At present, we are not exploring franchise opportunities outside of the U.S. and Canada, and there are currently no plans to expand into international markets. This may change in the future, and if it does, information will be added to our Web site.

If you would like to be logged into our database should we elect to expand outside of North America, please fill out the country or countries you would be interested in developing.

NOTE: This is not a franchise offering. A franchise offering can be made by us only in a state if we are first registered, excluded, exempted or otherwise qualified to offer franchises in that state, and only if we provide you with an appropriate franchise offering circular. Follow-up or individualized responses to you that involve either affecting or attempting to affect the sale of a franchise will be made only if we are first in compliance with state registration requirements, or are covered by an applicable state exclusion or exemption.