

<u>Provision</u>		<u>Section in Nontraditional License Agreement</u>	<u>Summary</u>
			agreement is intended to disclaim the express representations made in this disclosure document, its exhibits, and amendments.
u.	Dispute resolution by arbitration or mediation	Not Applicable	
v.	Choice of forum	§ 18.B	Subject to applicable state law, state courts located in San Diego, California; federal courts located in the Southern District of California. You and the Company waive trial by jury in any action brought against each other.
w.	Choice of law	§ 18.B	Subject to applicable state law, California law controls. You and the Company must bring any action against each other within two (2) years of the occurrence of the facts on which the action is based, or within a shorter term if required by law.

## **ITEM 18 PUBLIC FIGURES**

The Company does not currently use any public figure in our business name or trademarks, or use a public figure to endorse or recommend our franchises.

## **ITEM 19 FINANCIAL PERFORMANCE REPRESENTATION**

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

Tables 1 and 2 include historical average, median, high and low gross sales of franchised Jack in the Box Restaurants and Tables 3 and 4 include historical sales and certain operating costs of franchised Jack in the Box Restaurants. Tables 1 and 3

exclude Jack in the Box Restaurants attached to convenience stores, in travel plazas, or located within an in-line facility (“C-Store/Travel Plaza Restaurants”). Table 2 provides historical average, median, high and low gross sales of franchised C-Store/Travel Plaza Restaurants. Table 4 includes historical sales and certain operating costs of franchised C-Store/Travel Plaza Restaurants.

The Restaurants included in the tables below were open for the twelve-month periods ending September 30, 2023 and September 30, 2024. No included Restaurant was closed for more than 5 days during those periods (except for (i) closures for standard holiday hours, and (ii) extraordinary weather events lasting no more than ten (10) calendar days). The Restaurants were operated by the same franchisee(s) for both of those periods.

Tables 1 and 3 represent 1,831 franchised Restaurants for 2023 and 1,786 franchised Restaurants for 2024. For 2023, the following franchised Restaurants were excluded: eighteen (18) restaurants that opened in 2023; eight (8) restaurants that permanently closed in 2023; seventy eight (78) restaurants with insufficient data because the current franchise operator did not operate the unit for the entire fiscal year 2023 (for example, closed for remodel or rebuild or a franchisee to franchisee transfer occurred or company to franchisee transfer); eighty-five (85) franchised C-Store/Travel Plaza Restaurants, and thirty (30) restaurants operated in Hawaii/Guam. For 2024, the following franchised Restaurants were excluded: nineteen (19) restaurants that opened in 2024; twenty-seven (27) restaurants that permanently closed in 2024; one hundred fifteen (115) restaurants with insufficient data because the current franchise operator did not operate the unit for the entire fiscal year 2024 (for example, closed for remodel or rebuild or a franchisee to franchisee transfer occurred or company to franchisee transfer); eighty-seven (87) franchised C-Store/Travel Plaza Restaurants, and thirty-one (31) restaurants operated in Hawaii/Guam.

Tables 2 and 4 represent 83 franchised C-Store/Travel Plaza Restaurants for 2023 and 81 franchised C-Store/Travel Plaza Restaurants for 2024. For 2023, one (1) restaurant that permanently closed in 2023, three (3) C-Store/Travel Plaza Restaurants were excluded due to insufficient data because the current franchise operator did not operate the unit for the entire fiscal year 2023 (for example, closed for remodel or rebuild or a franchisee to franchisee transfer occurred). For 2024, two (2) restaurants that opened in 2024, five (5) C-Store/Travel Plaza Restaurants were excluded due to insufficient data because the current franchise operator did not operate the unit for the entire fiscal year 2024 (for example, closed for remodel or rebuild or a franchisee to franchisee transfer occurred).

Tables 3 and 4 provide selected historical costs for the Restaurants disclosed in the corresponding Tables 1 and 2. Tables 3 and 4 include only selected cost categories. Among others, we excluded: interest, income taxes, general and administrative expenses, officer compensation and other income and expenses. The franchisee information reflected in the Tables was prepared using financial information provided to us by franchisees. The franchisees' financial information is not audited and

may not have been prepared in accordance with generally accepted accounting practices; however, we believe the information is reliable.

TABLE 1  
Historical Gross Sales <sup>(1)</sup> at Franchise Restaurants in the Continental U.S.  
for the 12-Month Periods Ended September 30, 2023 & September 30, 2024

2024							
	Average Gross Sales by Tier	# of Units Above Average	% of Units Above Average	High Gross Sales	Median Gross Sales	Low Gross Sales	Total Unit Count
Top	\$2,756,310	229	38.4%	\$6,011,877	\$2,637,119	\$2,228,920	596
Middle	\$1,927,770	298	50.1%	\$2,223,586	\$1,928,310	\$1,642,767	595
Bottom	\$1,273,185	331	55.6%	\$1,642,363	\$1,318,784	\$341,857	595
<b>Total</b>	<b>\$1,986,186</b>	<b>825</b>	<b>46.2%</b>	<b>\$6,011,877</b>	<b>\$1,928,638</b>	<b>\$341,857</b>	<b>1,786</b>

  

2023							
	Average Gross Sales by Tier	# of Units Above Average	% of Units Above Average	High Gross Sales	Median Gross Sales	Low Gross Sales	Total Unit Count
Top	\$2,776,551	233	38.1%	\$5,955,582	\$2,653,566	\$2,256,136	611
Middle	\$1,945,979	293	48.0%	\$2,255,031	\$1,932,109	\$1,657,774	610
Bottom	\$1,267,011	336	55.1%	\$1,657,631	\$1,309,502	\$382,796	610
<b>Total</b>	<b>\$1,996,940</b>	<b>856</b>	<b>46.8%</b>	<b>\$5,955,582</b>	<b>\$1,934,323</b>	<b>\$382,796</b>	<b>1,831</b>

TABLE 2  
Historical Gross Sales <sup>(1)</sup> at Franchise Operated C-Store/Travel Plaza Restaurants in the Continental U.S.  
for the 12-Month Periods Ended September 30, 2023 & September 30, 2024

2024							
	Average Gross Sales	# of Units Above Average	% of Units Above Average	High Gross Sales	Median Gross Sales	Low Gross Sales	Total Units
	\$1,701,017	38	46.9%	\$3,459,023	\$1,678,144	\$394,229	81
2023							
	Average Gross Sales	# of Units Above Average	% of Units Above Average	High Gross Sales	Median Gross Sales	Low Gross Sales	Total Units
	\$1,734,303	43	51.8%	\$3,282,724	\$1,765,612	\$496,776	83

TABLE 3

Jack in the Box Inc.

Historical Average Gross Sales, Median Gross Sales and Select Costs of Franchised Restaurants in the Continental U.S.  
for the 12-Month Periods Ended September 30, 2023 & September 30, 2024

	2024				2023			
	Average Sales <sup>(14)</sup>	Median Results	Count Greater than Average	% Greater than Average	Average Sales <sup>(15)</sup>	Median Results	Count Greater than Average	% Greater than Average
Sales <sup>(1)</sup>	100.00%	100.00%	826	46.2%	100.00%	100.00%	856	46.8%
Cost of Sales <sup>(2)</sup>	26.9%	27.0%	836	46.8%	28.7%	29.1%	877	47.9%
Production Labor <sup>(3)</sup>	23.2%	23.5%	847	47.4%	22.5%	22.9%	879	48.0%
Management Comp <sup>(4)</sup>	3.5%	3.5%	851	47.6%	3.6%	3.4%	728	39.8%
Payroll Taxes/Ins <sup>(5)</sup>	3.5%	3.5%	833	46.6%	3.4%	3.4%	854	46.6%
Total Labor	30.2%	30.2%	834	46.6%	29.4%	29.7%	866	47.3%
Gross Profit <sup>(11)</sup>	42.9%	42.5%	832	46.5%	42.0%	41.5%	858	46.9%
Operating Costs								
Advertising <sup>(6)</sup>	5.0%	5.1%	861	48.2%	5.1%	5.0%	849	46.4%
Royalty <sup>(7)</sup>	5.0%	4.8%	802	44.9%	5.1%	4.9%	815	44.5%
Utilities <sup>(8)</sup>	3.5%	3.4%	799	44.7%	3.4%	3.3%	808	44.1%
Other Occupancy <sup>(9)</sup>	11.1%	11.2%	839	46.9%	11.3%	11.4%	859	46.9%
Other <sup>(10)</sup>	8.5%	8.1%	703	39.3%	7.6%	7.8%	897	49.0%
Total Operating Costs	33.2%	33.0%	812	45.4%	32.5%	32.6%	849	46.4%
Operating Margin <sup>(12)</sup>	9.6%	9.3%	847	47.4%	9.4%	9.0%	859	46.9%
EBITDAR <sup>(13)</sup>	19.5%	19.3%	846	47.3%	19.7%	19.6%	875	47.8%

**TABLE 4**  
**Jack in the Box Inc.**  
**Historical Average Gross Sales, Median Gross Sales and Select Costs of Franchised C-Store/Travel Plaza Restaurants in the Continental U.S.**  
**for the 12-Month Periods Ended September 30, 2023 & September 30, 2024**

	2024				2023			
	Average Sales <sup>(14)</sup>	Median Results	Count Greater than Average	% Greater than Average	Average Sales <sup>(15)</sup>	Median Results	Count Greater than Average	% Greater than Average
Sales <sup>(1)</sup>	100.00%	100.00%	38	46.9%	100.00%	100.00%	43	51.8%
Cost of Sales <sup>(2)</sup>	27.9%	27.1%	38	46.9%	29.8%	28.6%	41	49.4%
Production Labor <sup>(3)</sup>	23.7%	23.0%	37	45.7%	22.6%	22.4%	42	50.6%
Management Comp <sup>(4)</sup>	3.6%	3.9%	43	53.1%	3.5%	3.5%	42	50.6%
Payroll Taxes/Ins <sup>(5)</sup>	3.6%	3.6%	39	48.1%	3.4%	3.2%	41	49.4%
Total Labor	30.9%	29.6%	37	45.7%	29.6%	28.4%	41	49.4%
Gross Profit <sup>(11)</sup>	41.1%	41.4%	39	48.1%	40.6%	38.6%	40	48.2%
Operating Costs								
Advertising <sup>(6)</sup>	5.0%	5.0%	38	46.9%	5.1%	5.0%	40	48.2%
Royalty <sup>(7)</sup>	4.7%	4.8%	41	50.6%	4.9%	4.9%	43	51.8%
Utilities <sup>(8)</sup>	3.8%	3.7%	33	40.7%	3.6%	3.2%	32	38.6%
Other Occupancy <sup>(9)</sup>	11.9%	12.2%	41	50.6%	12.3%	11.8%	39	47.0%
Other <sup>(10)</sup>	8.9%	8.4%	26	32.1%	7.6%	7.6%	44	53.0%
Total Operating Costs	34.2%	34.6%	40	49.4%	33.4%	32.9%	42	50.6%
Operating Margin <sup>(12)</sup>	6.9%	5.9%	37	45.7%	7.2%	6.8%	39	47.0%
EBITDAR <sup>(13)</sup>	17.8%	17.0%	36	44.4%	18.5%	16.9%	37	44.6%

1. The term "Gross Sales" means all revenue from the sale of all products and services, including delivery and catering services, as well as from vending machines and similar sources of revenue, and all other income of every kind and nature related to the Restaurant, including proceeds from stored value gift cards and gift certificates when redeemed but not when purchased, business interruption insurance, and revenue from off-site events, whether for cash or credit and, in the case of credit, regardless of collection. Certain amounts are excluded from Gross Sales.
2. Food and packaging costs, less supplier rebates
3. Wages of hourly employees and team leaders, including overtime
4. Wages and bonuses paid to restaurant and assistant restaurant managers
5. Payroll taxes, paid time-off, workers' compensation and medical insurance
6. Marketing Fee, as described in the franchise agreement, and restaurant specific promotional programs
7. Our standard royalty fee is 5% of Gross Sales
8. Electricity, gas, water, and sewer
9. Rent, building depreciation, taxes and licenses
10. Maintenance and repairs, menu panels, uniforms, supplies, bank charges, equipment depreciation and other services
11. The term "Gross Profit" means Gross Sales less cost of sales and total labor
12. The term "Operating Margin" means Gross Profit less total operating costs
13. Subtotals may not total due to rounding. The term "EBITDAR" means Operating Margin excluding Depreciation, Amortization, and Rent.
14. For Table 3: In 2024 average annual sales were at \$1.99M, with the top third average at \$2.76M and bottom third average at \$1.27M. For Table 4: In 2024 average annual sales were at \$1.7M, with the high at \$3.46M and low at \$0.39M.
15. For Table 3: In 2023 average annual sales were at \$2.00M, with the top third average at \$2.78M and bottom third average at \$1.27M. For Table 4: In 2023 average annual sales were at \$1.73M, with the high at \$3.28M and low at \$0.50M.

Some outlets have earned these amounts. Your individual results may differ. There is no assurance you will earn as much.

We encourage you to review this material with your attorney or accountant. Written substantiation for the financial performance representation will be made available to you upon reasonable request.

Except for the information in this Item 19, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Senior Vice President, Chief Legal and Risk Officer, Sarah Super, 9357 Spectrum Center Blvd, San Diego, California 92123 (858) 571-2439, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

TABLE 1 - SYSTEM-WIDE OUTLET SUMMARY  
FOR FISCAL YEARS 2022 TO 2024

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets At The Start Of The Year</b>	<b>Outlets At The End Of The Year</b>	<b>Net Change</b>
Franchised	2022	2055	2034	-21
	2023	2034	2043*	+9
	2024	2043	2040*	-3
Company-owned	2022	163	146	-17
	2023	146	142	-4
	2024	142	150	+8
Total Outlets	2022	2218	2180	-38
	2023	2180	2185	+5
	2024	2185	2190	+5

TABLE 2 - TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS  
(OTHER THAN THE FRANCHISOR)  
FOR FISCAL YEARS 2022 TO 2024

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
California	2022	31
	2023	3
	2024	23