

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, 2024 and September 30, 2025. 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 1,786 franchised Restaurants for 2024 and 1,754 franchised Restaurants for 2025. 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-three (33) restaurants operated in Hawaii/Guam/Mexico. For 2025, the following franchised Restaurants were excluded: nineteen (19) restaurants that opened in 2025; one (1) restaurant that converted from a company restaurant to a franchise; seventy-five (75) restaurants that permanently closed in 2025; ninety-six (96) restaurants with insufficient data because the current franchise operator did not operate the unit for the entire fiscal year 2025 (for example,

closed for remodel or rebuild or a franchisee to franchisee transfer occurred or company to franchisee transfer); eighty-one (81) franchised C-Store/Travel Plaza Restaurants, and thirty-four (34) restaurants operated in Hawaii/Guam/Mexico.

Tables 2 and 4 represent 81 franchised C-Store/Travel Plaza Restaurants for 2024 and 80 franchised C-Store/Travel Plaza Restaurants for 2025. 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). For 2025, one (1) restaurant that opened in 2025 and one (1) restaurant operated in Hawaii/Guam.

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, the following were 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 by franchisees. The franchisees' financial information is not audited and may not have been prepared in accordance with generally accepted accounting practices.

TABLE 1							
Historical Gross Sales ⁽¹⁾ at Franchise Restaurants in the Continental U.S.							
for the 12-Month Periods Ended September 30, 2024 & September 30, 2025							
2025							
	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	\$2,632,491	175	29.9%	\$5,882,584	\$2,502,729	\$2,122,386	585
Middle	\$1,839,539	189	32.3%	\$2,121,400	\$1,829,953	\$1,585,264	585
Bottom	\$1,266,871	319	54.6%	\$1,584,878	\$1,299,443	\$624,106	584
Total	\$1,913,335	715	40.8%	\$5,882,584	\$1,830,083	\$624,106	1,754
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
Total	\$1,986,186	825	46.2%	\$6,011,877	\$1,928,638	\$341,857	1,786

TABLE 2
Historical Gross Sales ⁽¹⁾ at Franchise Operated Co-Store and Travel Plaza Restaurants in the Continental U.S.
for the 12-Month Periods Ended September 30, 2024 & September 30, 2025

2025						
Average Gross Sales	# of Units Above Average	% of Units Above Average	High Gross Sales	Median Gross Sales	Low Gross Sales	Total Units
\$1,671,505	35	43.8%	\$3,248,651	\$1,575,659	\$478,030	80
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

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, 2024 & September 30, 2025

	2025				2024			
	Average Sales ⁽¹⁴⁾	Median Results	Count Greater than Average	% Greater than Average	Average Sales ⁽¹⁴⁾	Median Results	Count Greater than Average	% Greater than Average
Sales ⁽¹⁾	100.00%	100.00%	789	45.0%	100.00%	100.00%	826	46.2%
Cost of Sales ⁽²⁾	27.1%	27.4%	816	46.5%	26.9%	27.0%	836	46.8%
Production Labor ⁽³⁾	23.7%	24.1%	802	45.7%	23.2%	23.5%	847	47.4%
Management Comp ⁽⁴⁾	3.7%	3.7%	763	43.5%	3.5%	3.5%	851	47.6%
Payroll Taxes/Ins ⁽⁵⁾	3.8%	3.8%	806	46.0%	3.5%	3.5%	833	46.6%
Total Labor	31.2%	31.4%	800	45.6%	30.2%	30.2%	834	46.6%
Gross Profit ⁽¹¹⁾	41.7%	41.3%	777	44.3%	42.9%	42.5%	832	46.5%
Operating Costs								
Advertising ⁽⁶⁾	5.2%	5.2%	795	45.3%	5.0%	5.1%	861	48.2%
Royalty ⁽⁷⁾	5.2%	5.0%	737	42.0%	5.0%	4.8%	802	44.9%
Utilities ⁽⁸⁾	3.9%	3.8%	783	44.6%	3.5%	3.4%	799	44.7%
Other Occupancy ⁽⁹⁾	11.8%	12.0%	810	46.2%	11.1%	11.2%	839	46.9%
Other ⁽¹⁰⁾	8.6%	8.7%	814	46.4%	8.5%	8.1%	703	39.3%
Total Operating Costs	34.5%	35.0%	799	45.6%	33.2%	33.0%	812	45.4%
Operating Margin ⁽¹²⁾	7.1%	6.3%	789	45.0%	9.6%	9.3%	847	47.4%
EBITDAR ⁽¹³⁾	17.7%	17.0%	794	45.3%	19.5%	19.3%	846	47.3%

TABLE 4
Jack in the Box Inc.
Historical Average Gross Sales, Median Gross Sales and Select Costs of Franchised Co-Store and Travel Plaza Restaurants in the
Continental U.S.
for the 12-Month Periods Ended September 30, 2024 & September 30, 2025

	2025				2024			
	Average Sales ⁽¹⁴⁾	Median Results	Count Greater than Average	% Greater than Average	Average Sales ⁽¹⁴⁾	Median Results	Count Greater than Average	% Greater than Average
Sales ⁽¹⁾	100.00%	100.00%	35	43.8%	100.00%	100.00%	38	46.9%
Cost of Sales ⁽²⁾	28.3%	28.4%	31	38.8%	27.9%	27.1%	38	46.9%
Production Labor ⁽³⁾	24.2%	24.4%	34	42.5%	23.7%	23.0%	37	45.7%
Management Comp ⁽⁴⁾	4.0%	4.2%	39	48.8%	3.6%	3.9%	43	53.1%
Payroll Taxes/Ins ⁽⁵⁾	4.1%	4.4%	44	55.0%	3.6%	3.6%	39	48.1%
Total Labor	32.2%	32.3%	35	43.8%	30.9%	29.6%	37	45.7%
Gross Profit ⁽¹¹⁾	39.5%	40.2%	36	45.0%	41.1%	41.4%	39	48.1%
Operating Costs								
Advertising ⁽⁶⁾	5.1%	5.2%	35	43.8%	5.0%	5.0%	38	46.9%
Royalty ⁽⁷⁾	5.0%	5.0%	36	45.0%	4.7%	4.8%	41	50.6%
Utilities ⁽⁸⁾	4.1%	4.0%	32	40.0%	3.8%	3.7%	33	40.7%
Other Occupancy ⁽⁹⁾	13.0%	13.8%	40	50.0%	11.9%	12.2%	41	50.6%
Other ⁽¹⁰⁾	8.2%	8.8%	41	51.3%	8.9%	8.4%	26	32.1%
Total Operating Costs	35.5%	37.2%	39	48.8%	34.2%	34.6%	40	49.4%
Operating Margin ⁽¹²⁾	4.0%	4.0%	39	48.8%	6.9%	5.9%	37	45.7%
EBITDAR ⁽¹³⁾	15.7%	15.6%	39	48.8%	17.8%	17.0%	36	44.4%

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 2025 average annual sales were at \$1.91M, with the top third average at \$2.63M and bottom third average at \$1.27M. For Table 4: In 2025 average annual sales were at \$1.67M, with the high at \$3.25M and low at \$0.48M.
15. 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.

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 Executive Vice President, Chief Legal and Administrative 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 2023 TO 2025

Outlet Type	Year	Outlets At The Start Of The Year	Outlets At The End Of The Year	Net Change
Franchised	2023	2034	2043*	+9
	2024	2043	2040*	-3
	2025	2040	1985*	-55
Company-owned	2023	146	142	-4
	2024	142	150*	+8
	2025	150	151*	+1
Total Outlets	2023	2180	2185*	+5
	2024	2185	2190*	+5
	2025	2190	2136*	-54

TABLE 2 - TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS
(OTHER THAN THE FRANCHISOR)
FOR FISCAL YEARS 2023 TO 2025

State	Year	Number of Transfers
California	2023	3
	2024	23
	2025	15