

FRANCHISE DISCLOSURE DOCUMENT

TMC FRANCHISE CORPORATION
an Arizona Corporation
1130 West Warner Road
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This Disclosure Document describes the offer for the right to operate a retail convenience store under the “Circle K” trade name and service marks and the Circle K convenience store business system (the “Store”). This Disclosure Document also describes the offer for the right to operate a motor fuel business for the sale of (a) Circle K-sourced motor fuel under the “Circle K” trade name and service marks and the Circle K motor fuel business system (the “Motor Fuel Business”) and (b) third-party sourced motor fuel under the Circle K marks (the “Branded Business”). As of the date of this Disclosure Document, we will offer a Motor Fuel Business or Branded Business only to franchisees that already operate or agree to open and operate a Store.

The total investment necessary to begin operations of a Circle K convenience store franchise is from \$614,250 to \$1,927,640 for a newly constructed Circle K Store and \$189,250 to \$1,020,640 if you are converting an existing convenience store to a Circle K Store. This includes \$26,000 to \$27,750 that must be paid to us or our affiliates whether you open a newly constructed Circle K Store or if you convert an existing convenience store to a Circle K Store. If you purchase an existing company-operated Circle K Store from us, the amount you will pay to us is difficult to estimate based on real estate costs as well as the ancillary businesses usually associated with a convenience store and varies depending on the purchase price we negotiate.

The total investment necessary to begin operations of a Branded Business is from \$8,390 to \$67,390. Of this amount, there are not any fees paid to us or an affiliate. The total investment increases to \$553,390 to \$1,902,390 for a newly constructed or rebuilt Motor Fuel Business and \$133,390 to \$1,337,390 if you are converting an existing forecourt to a Motor Fuel Business. This includes \$20,000 to \$50,000 that must be paid to us or our affiliates. The total investment noted in this paragraph for a Branded Business or a Motor Fuel Business is in addition to the total investment necessary to begin operations of the Circle K convenience store franchise.

In addition, we grant to certain qualified persons the right to own and operate multiple Circle K Stores pursuant to a Multiple Site Operator Agreement. You may pay a reduced Initial Franchise Fee for each additional Circle K Store established pursuant to a Multiple Site Operator Agreement. Additionally, if we agree to hold the initial training session near your Store you will be required to pay us a fee to cover our expenses for such sessions.

This Disclosure Document summarizes certain provisions of your franchise agreement and other information in plain English. Read this Disclosure Document and all accompanying

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agreements carefully. You must receive this Disclosure Document at least 14 calendar days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Circle K Franchise Planning and Administrative Director, Mitch Filiere, at 1130 West Warner Road, Tempe, AZ 85284; telephone number 602-728-3958.

The terms of your contract will govern your franchise relationship. Don't rely on the Disclosure Document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "[A Consumer's Guide to Buying a Franchise](#)," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC's home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

Issuance Date: June 26, 2020, [as amended on July 17, 2020](#)

How to Use This Franchise Disclosure Document

Here are some questions you may be asking about buying a franchise and tips on how to find more information:

QUESTION	WHERE TO FIND INFORMATION
How much can I earn?	Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibit A.
How much will I need to invest?	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor’s direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
Does the franchisor have the financial ability to provide support to my business?	Item 21 or Exhibit B includes financial statements. Review these statements carefully.
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
Will my business be the only CIRCLE K business in my area?	Item 12 and the “territory” provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
Does the franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
What’s it like to be a CIRCLE K franchisee?	Item 20 or Exhibit A lists current and former franchisees. You can contact them to ask about their experiences.

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