

APR 08 2013

Sacramento Office



FRANCHISE DISCLOSURE DOCUMENT
ISSUANCE DATE: APRIL 1, 2013

SCHLOTZSKY'S FRANCHISE LLC
A Georgia limited liability company
200 Glenridge Point Parkway, Suite 200, Atlanta, Georgia 30342
(404) 255-3250
requests@schlotzskys.com
www.schlotzskys.com

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You will operate a Schlotzsky's® restaurant. Schlotzsky's® restaurants are bakery-café, quick casual restaurants featuring premium sandwiches, pizzas, soups and salads and complementary food and beverages. As a condition of granting you a Schlotzsky's® franchise, we also typically require you to purchase a Cinnabon® Express franchise and Carvel® Express franchise to operate inside the Schlotzsky's® restaurant, except in rare instances relating to non-traditional locations.

The total investment necessary to begin operation of a Schlotzsky's® franchised business with a Cinnabon® Express franchise and a Carvel® Express franchise inside it ranges from \$509,630 to \$787,796 (\$356,740 to \$981,903 for a converted location). This includes \$60,000 which must be paid to us or our affiliates. This amount includes a \$15,000 grand opening advertising deposit and \$40,000 in initial franchise fees, comprised of \$30,000 paid to us, \$7,500 paid to Cinnabon, Inc., and \$2,500 paid to Carvel Corporation.

If you enter into a Territory Agreement, your investment to begin operation of your initial Schlotzsky's® franchised business will be as described above and you and us will agree upon a territory fee that must be paid to us. The territory fee will be an amount that we negotiate with you based on your business experience, your financial ability to develop restaurants, the size of your designated territory, the market demand for developing in your designated territory, your experience with the franchise system or restaurants similar to Schlotzsky's® restaurants, the number of restaurants you commit to developing, the timeframe you propose for developing restaurants, and any other factors we consider to support your ability to develop restaurants.

This Disclosure Document summarizes certain provisions of your franchise agreement, territory agreement and other information in plain English. Read this Disclosure Document and all accompanying 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 our sales department at 200 Glenridge Point Parkway, Suite 200, Atlanta, Georgia 30342 and 404-255-3250 or requests@schlotzskys.com.

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.

The issuance date of this Franchise Disclosure Document is April 1, 2013.

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