

YOUR ESTIMATED INITIAL INVESTMENT
CHART B - AREA DEVELOPMENT AGREEMENT

TYPE OF EXPENDITURE	AMOUNT	METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT IS TO BE MADE
Development Fee ² (For 2 – 4 Franchised Businesses)	\$99,500 - \$164,500	Lump Sum	Upon Execution of the Development Agreement	Franchisor
Initial Investment for Your Initial Franchised Business ³	\$421,057 - \$873,932	See Chart 7(A) above.	Before opening the Business	Various parties
TOTAL ESTIMATED INITIAL INVESTMENT²	\$521,520,557 - \$1,038,432			

NOTES

- Generally.** The estimates set forth in this Chart 7(B) assume that you will be entering into a Development Agreement for the right to open and operate between two (2) and four (4) Franchised Businesses within a Development Area. All fees and payments are non-refundable, unless otherwise stated or permitted by the payee.
- Development Fee.** The Development Fee will vary based on the number of Franchised Businesses we grant you the right to develop as described more fully in Item 5 of this Disclosure Document.
- Initial Investment for Your Initial Franchised Business.** This figure represents the total estimated initial investment required to open your initial Franchised Business from low to high under the Franchise Agreement you must enter into with us contemporaneously with the execution of your Development Agreement. This range includes all the estimated fees set forth in Chart 7(A), except for the Initial Franchise Fee, because you will not be required to pay an Initial Franchise Fee under any Franchise Agreement you enter into in connection with your Development Agreement.
- Total.** This total estimate set forth in Chart 7(B) above encompasses the investment you might incur in connection with signing a Development Agreement to open between two (2) and four (4) Franchised Businesses, as well as the total investment to open and commence operations of your initial Franchised Business within your Development Area. It does not include any of the costs you will incur in opening any additional Franchised Businesses that you will be required to open and operate within the Development Area because these costs will not likely be incurred during the first three (3) months of operating your initial Franchised Business.